



The Global HP User Community
Stepping Forward with NonStop Business Solutions

VNUG Home Page

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<http://www.vnug.biz/>

04.09.2006

ITUG: By Users for Users

Volker Dietz
Neue Realitäten GmbH
ITUG Chairman



The Global HP User Community
Stepping Forward with NonStop Business Solutions

VNUG Home Page

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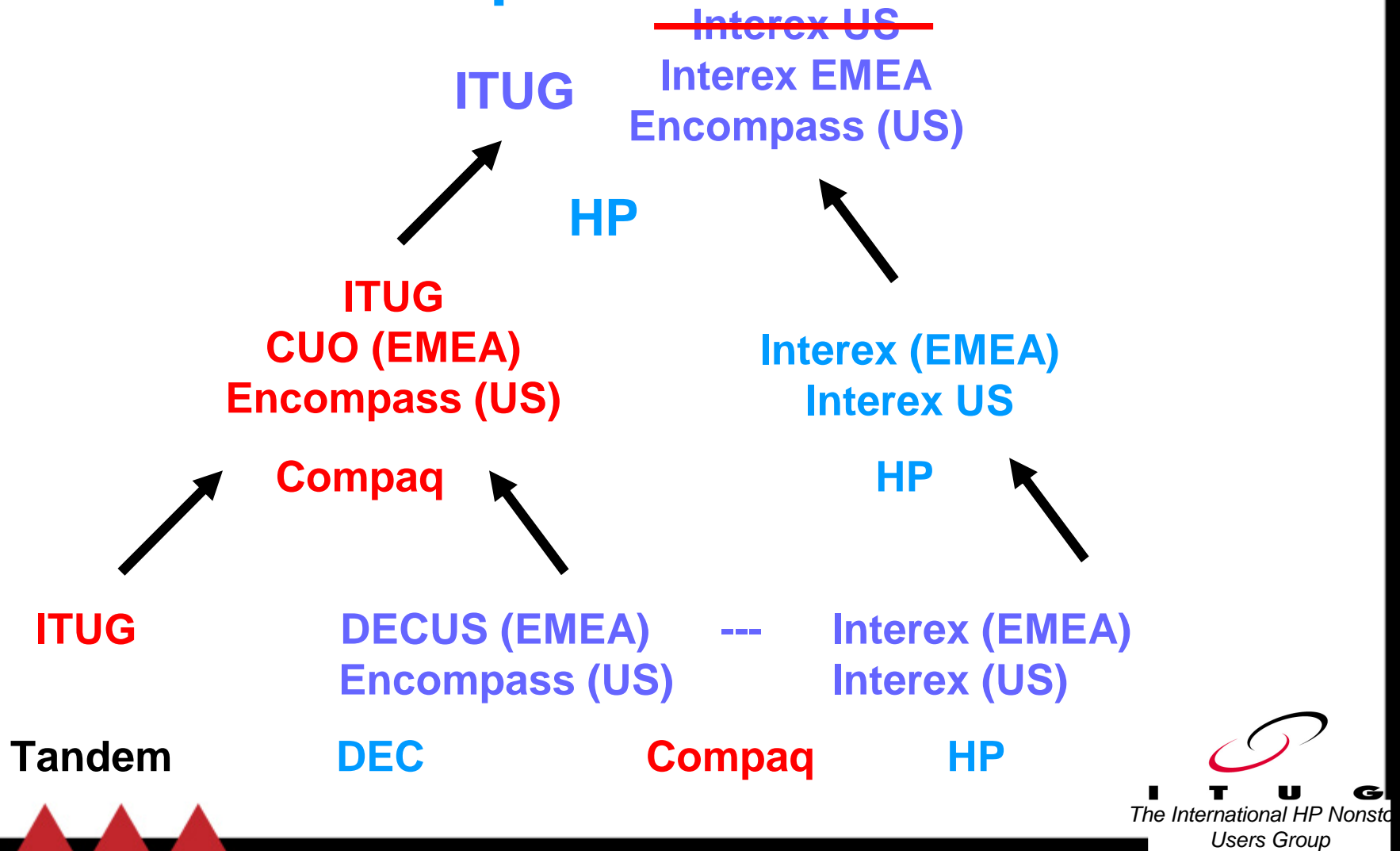
**ITUG board
congratulates VNUG
on it's
5th anniversary and
wishes all the best
for it's future**



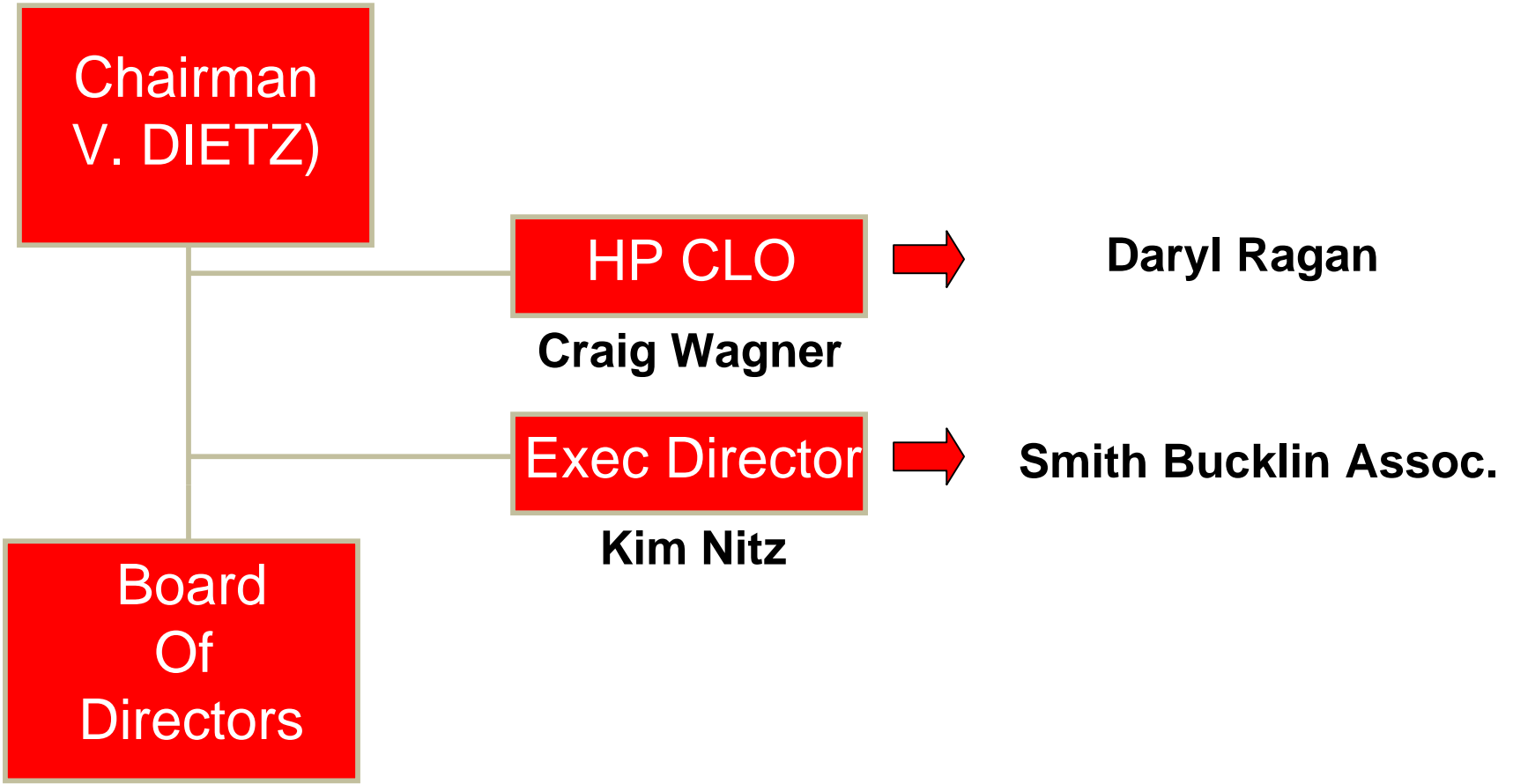
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HP User Groups



ITUG organisation 2006

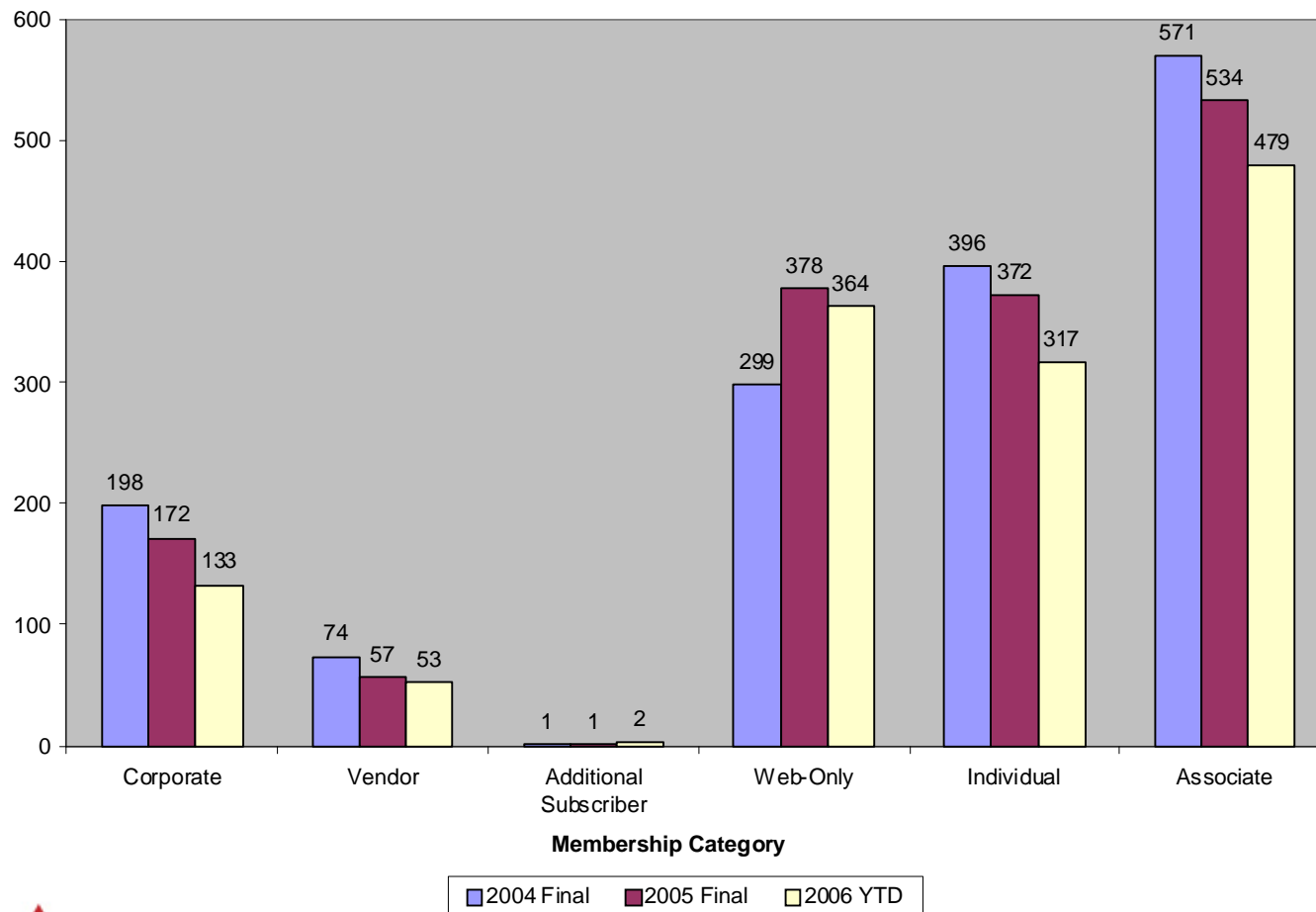


Who is ITUG?...Board of Directors

- **Chairman:** Volker Dietz, Neue Realitäten GmbH
- **Vice Chairman:** Scott Healy, Sabre Holdings Inc., USA
- **Directors:**
 - Stan Prushik, SIAC, Inc., New York
 - Margo Holen, Finance Chair, ACI worldwide, Omaha
 - Anton Lessing, The Bankers Services Company (SA)
 - Jay McLaughlin, Unlimited Software Associates, USA
 - Michael Weilbacher, Consultant, Germany
 - Craig Wagner, Director NED Marketing, Cupertino
 - Kim Nitz, Executive Director, Chicago
- To come: Sam Ayers, Paymentech
 - Marcel Chretien, Youngwood Solutions
 - Nestor Colleen, SBA, Exec. Director

ITUG membership

2004 - 2006 Membership Analysis
2004 & 2005 Final + 2006 YTD



ITUG Events 2006

- **ITUG European Conference**
Amsterdam RAI May 15-17
 - Conference highlights
 - 36 Infrastructure Solutions Sessions
 - 24 Business Application Solutions Sessions
 - 5 General Sessions
 - 6 SIG Sessions
 - 513 participants
 - 117 Certification exams taken

NEW Conference Format for 2006 -
IT Infrastructure & Business Application Solutions



Registrations

	Amsterdam 06	Berlin 05
HP	145	136
Countries	21	18
Exhibitors	133	149
Companies	35	40
Users	220	184
Others	15	22
Total	513	491



User companies Amsterdam

ABN AMRO
AIT
ALUMINUM NORF GMBH
ARAB NATIONAL BANK/ ITG-SYSTEM
ATOS EURONEXT MARKET SOLUTIONS
ATOS ORIGIN
BANK AL BILAD
BANKSERV
BANKSYS
BANK-VERLAG GMBH
BBS
BITUG & BARCLAYS BAI
BIZZFLEX
BORICA
BRIGHTSTRAND
BT
CEDICAH
CMA SMALL SYSTEMS AB
COMPAREX HUNGARY
DIRECTEUR COMMERCIAL
DUBAI ISLAMIC BANK
EDS
EUROCLEAR SA NV
EURONEX
EUROPABANK
EUROPAY FRANCE
EUROSHHELL
FDI
FIRST DATA AUSTRIA GMBH
FIRST DATA SLOVAKIA
FORTIS BANK NL

GIRO BANKCARD LTD
HAV INFORMATIVA LTD
HELLINIC BANK LTD
IBM
IBM (VOORHEEN ABNMRO)
ICMA
INFORMATION SERVICE CENTER FDTP
ING
ING BANK AMSTERDAM
ING LOC KC03.03
ING NEDERLAND (POSTBANK)
INGENS BV
INTERPAY
ISC EJPD
J KLOPPENBURG
KONINKLIJKE MARINE
LA CAIXA- BARCELONA
LCH.CLEARNET
LICORE ASC LTD
LINK INTERCHANGE NETWORK LTD
MAK DATA SYSTEM
MAV INFORMATIKA
MBU LTD
OUTOKUMPU STAINLESS OY
PSA PEUGEOT CITROEN
RABOBANK NEDERLAND
RABOBANK PB&O
RAHAXI PROCESSING OY
RDC DATACENTRUM

S & T HERMES PLUS
SABRE HOLDINGS
SSB SPA
TELECOM ITALIA SPA
TELEKURS CARD SOLUTIONS AG
TELEKURS SERVICES AG
TIETOENATOR
T-SYSTEMS ENTERPRISE SERVICES GMBH
T-SYSTEMS HUNGARY LTD
VALIMO WIRELESS

Finance 34

CME 3

Man 5

SP 12

Pub.S 5

? 8

ITUG Events 2006

- **HP Technology Forum**

Houston September 17-21

- ITUG Contribution: 5 User presentations
- 10 NED presentations

- **ITUG 2006 Summit**

San Jose October 16-18

- HP Exec Speaker: Ann Livermore
- Infrastructure Solution and Business Application Solution tracks
- Leader's day
- Exhibition, Certifications, SIG sessions



What's new with ITUG's offering:

ITUG's new Web Site!!

New layout of 'The Connection'

The Global **HP** User Community | Stepping Forward with **NonStop Bu.**
independent, not-f

Membership Events RUGs SIGs Advocacy Online Resources

Home > Print this Page

Search **GO**

MEMBER LOGIN

Username:

Password:

Save Password? Yes No

GO

Email my password

<< Sep 2006 >>

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

News

A collection of news from the top **RSS** feeds

Latest Calendar Search

01-SEP-06 News release: HP Climbs to No. 1 Position in Total External Disk Storage Systems, Exceeds Market Growth (HP News)

29-AUG-06 News release: HP Enhances Server Portfolio with Latest Intel Dual-core Technology (HP News)

29-AUG-06 News release: HP and Cisco to Deliver Pervasive Indoor Wireless Solution to Enterprise Customers (HP News)

28-AUG-06 News release: New Stackable **ITUG News Archives**

Advocacy

Is real-time, active/active replication, for the purpose of swapping nodes, failover and recovery, important to your organization?

Yes

No

Total Current Votes: 48

>>View Current Results

Events

ITUG EUROPE 6

ITUG SUMMIT 6

ITUG AUSTRALASI 6

hp
invent

HP NonStop Home Page
HP Integrity NonStop Servers
HP NonStop Education
HP NonStop Contacts
HP NonStop Services
HP NonStop Customer Conference Call Program
HP Enterprise Storage and Servers Customer Times Newsletter

Invest In Your Future By Becoming A Certified Information Systems Security Professional

ITUG Budget 2005

- **Revenue**

• Membership	165
• A/P Conf	78
• Europ Conf	505
• Summit	1188
• Connection	293
• Others	66

- **Total** **2295**

- **Capital gains** **102**

- **Expense**

• Administr.	366
• Web Site	59
• BOD	135
• RUG Support	70
• A/P Conf	65
• Europ Conf	421
• Summit	784
• Connection	240
• Advocacy	28
• Marketing	79
• Other	166

- **Total** **2341**




I T U G

ITUG Goals for 2006

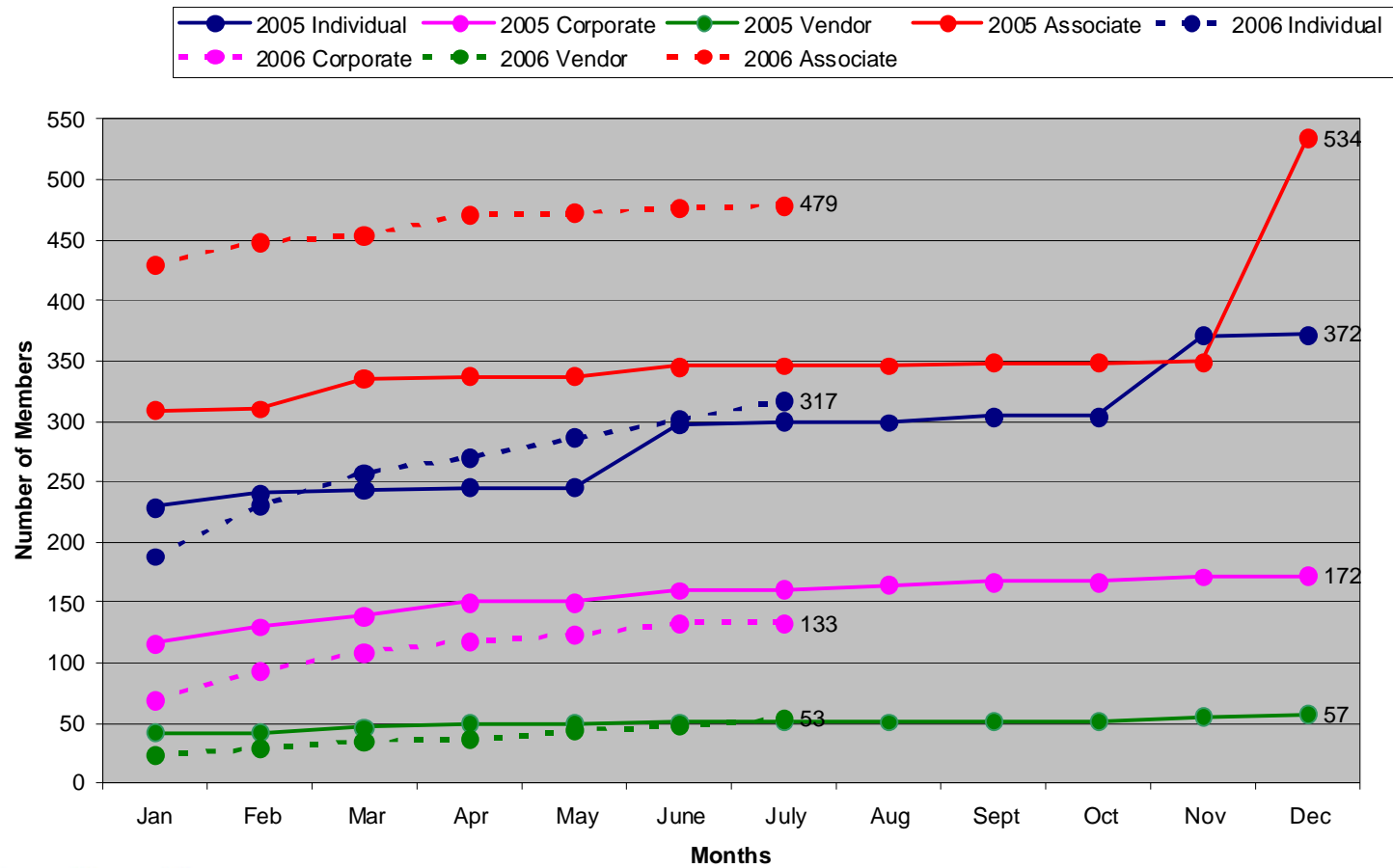


*The Global HP User Community
Stepping Forward With NonStop Business Solutions
independent, not-for-profit, user run*

- 1. Increase membership by 25%**
 - 2. Continue to widen ITUG's focus**
 - 3. Continue to successfully manoeuvre the ITUG ship through interesting times**
 - 4. Continuously audit and improve the ITUG business model**
- 

ITUG Goals for 2006 Membership

2005 vs 2006 ITUG Members



ITUG Goals for 2006 Membership

Activities

- Renewal campaign
 - Telemarketing
 - Chairman's personal letter
- New audiences
 - Bundled pricing offer to RUG's
 - Mailing via Techforum address list
 - Extend ITUG's database
 - Cooperate with HP locally

Continue to widen ITUG's focus

*Stepping forward with NonStop **Business Solutions***

NonStop Integrity/NSK

**Heterogenous
Solutions**

**Unix
Linux
Open Source**

**Business application
solutions**

**Industry solutions
Cross industry solutions**

**Business continuity
solutions**

Open View etc.

Make it more visible and gain add. Audience
More to come!

European Conference 2006

Teaser postcard and Advance Program

NEW Conference Format for 2006 -
IT Infrastructure & Business Application Solutions



NEW — Conference Format for 2006:
IT Infrastructure Solutions B Business Application Solutions



Register by 24 March
to save up to 200 Euro!
Visit www.itug.org/events/euro/2006.

Presented in
collaboration with:
 HP



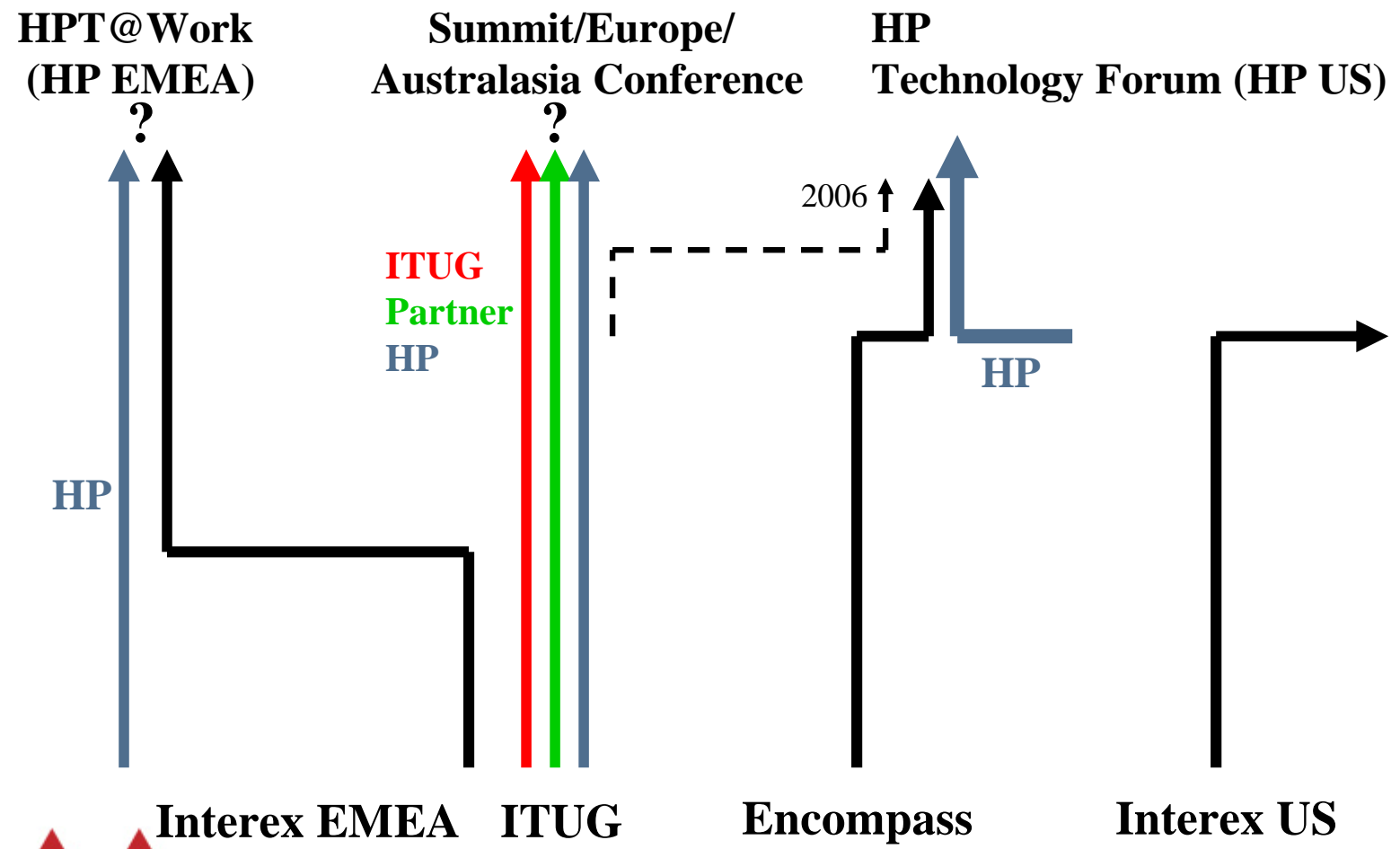
Experience a **NEW** conference format focused on two
key areas of interest: **Business Application**
and **IT Infrastructure Solutions** for users and
project owners of the HP NextStep Servers.

401 North Michigan Avenue • Chicago Illinois 60611-4257



Continue to manoeuvre through interesting times

Independent, not-for-profit, **user run**



Continuously audit and improve the ITUG
business model

Independent, **not-for-profit**, userrun

- **Benchmark ITUG's offering**
(membership, comparable organisations)
- **Check ITUG cost efficiency**
(verification of service provider)
- **Audit ITUG governance model**
(By-laws, Procedures and Policies Guide)

ITUG Stepping Forward...

- **Strategic priorities and objectives**
 - Community building
 - Strengthen personal relationships between ITUG members
 - Extend the community
 - Content building
 - Be recognised as a primary source for education and information
 - Extend the content as related to HP NED strategy
 - Deliver effective channels to provide education and information
 - Relationship with primary vendor
 - Be recognised as a strategic partner to HP
 - Provide advocacy through ITUG's collective voice to HP
 - ITUG organisational model
 - Be independent, but collaborate with HP and other HP user groups
 - Strengthen our financial independence
 - Continue to adapt and refine ITUG's governance model

Thank you
for your attention!

Questions?



Thank You

