

Bull Profile



- *Open,*
- *flexible*
- *and*
- *secure*
- *IT solutions*

Open, flexible and secure IT solutions

Bull designs and develops servers and software for an open environment, integrating the most advanced technologies. It brings to its customers its expertise and know-how to help them in the transformation of their information systems and to optimize their IT

infrastructure and their applications.

Bull is particularly present in the public sector, banking, finance, telecommunication and industry sectors. Capitalizing on its wide experience, the Group has a

thorough understanding of the business and specific processes of these sectors, thus enabling it to efficiently advise and to accompany its customers. Its distribution network spreads to over 100 countries worldwide.

Key facts and figures (2003)



Turnover distribution



Our customers

Bull has a worldwide customer base:

- whose main activities depends on the efficiency of their Information Systems;
- involved in the world economy and interested by the wide geographical presence of Bull;
- in the main sectors: public sector, banking, telecommunications, insurance, transportation, service and industry;
- with over 100,000 installations: 70,000 Unix servers, 45,000 Intel based servers and about 1,500 GCOS servers.



The offer

Bull's offer is supported by its innovation capacity and its worldwide network of high-tech industrial partners. It is built around four axes and provides complete solutions:

- Servers, the heart of Bull's business, includes the design, development, and the manufacturing of NovaScale Open servers and GCOS mainframes.

- The supply and implementation of infrastructure products and services, including notably solutions for storage, data warehousing, e-infrastructure, security and business continuity as well as architectural consulting services.
- Application Services, including consulting, systems integration and outsourcing.

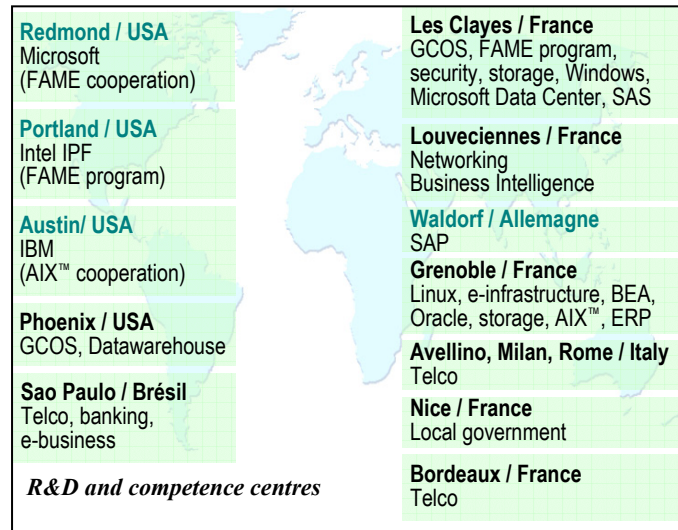
- Support, operation and maintenance services for servers, applications and multi-vendor infrastructures.

The technical expertise of Bull and its competence in the deployment of large projects allows it to commit on the infrastructure performance levels, implementation timescales and ongoing costs.

Research and development

Bull mobilizes its research and development activities on five key programs:

- **The development of GCOS mainframes** to increase power and openness, especially bringing benefits from the new Intel® Itanium® architectures (Diane program and Bull DPS 7000/XTA series for GCOS 7; Helios program and Bull NovaScale 9000 series for GCOS 8).
- **The development of large multi-OS open servers** (FAME program and Bull NovaScale series), based on the Intel® Itanium® 2 technologies supporting Linux, Microsoft® Windows®, GCOS 7 and GCOS 8.



- **The development of products in the security domain**, in particular administration, access control, Internet portals and encryption with AccessMaster, OpenMaster and TrustWay.

- **Open Source based software development** for e-business applications (JOnAS, ObjectWeb), and enhancing the robustness of Linux and its operability capabilities (Atlas project).
 - **The evolution of AIX™ on Power processors** in the framework of its partnership with IBM.
- The main R&D centers include:

- Les Clayes-sous-Bois, in the Paris region, for Intel® based and GCOS servers, storage and security.
- Echirolles, near Grenoble, for Linux, Internet infrastructure, storage and AIX™.
- Phoenix, USA (Arizona), for GCOS and datawarehouse.

Partnerships

Over many years, Bull develops strong partnerships bringing benefits from the most advanced technologies, in particular with:

- The major technology suppliers for their processors and servers (IBM, Intel®, NEC, STMicroelectronics...) and for storage (EMC², Legato,

StorageTek, Veritas...).

- The major ERP and e-business software publishers (Baan, BEA, Oracle, SAP, SAS ...).

In the framework of its partnerships, Bull puts at the disposal of its customers competence centers in key areas such as:

- Linux and AIX™ at Echirolles.
- Windows Data Center at Les Clayes-sous-Bois. In this area, in France, Bull is the only partner recognized by Microsoft and is one of the top three in Europe.
- SAP at Waldorf (Germany).

Organization

The objective of the governing principle at Bull is to streamline the organization while optimizing its resources and putting all its forces at the service of its customer projects.

Operational units are in charge of strategy and technological development of the offer and its distribution:

- Bull Technologies is in charge of defining, developing, distributing, installing and maintaining the Bull product offer.
- Bull Services France has the responsibility for selling and producing services, in particular outsourcing and systems integration. Bull Services France is also responsible for the security offer for the whole Group.

- Bull Technologies and Bull Services are in charge of distributing Bull's products and services in the main European countries.
- Bull Asia, Africa, Eastern Europe, Latin America, and Bull NAM (North America) are in charge of distributing Bull's products and services in their respective geographical areas.

Functional directorates include:

- Technical Directorate, in charge of research and development programs as well as defining the main technical directions for the Group.
- Strategy, Finance, Human Resources, Central Marketing and Central Communication ensure at Group level the coherence of activities and resource optimization.

Some offers or parts of offers described in this document may not be available in your country. Please consult your local Bull correspondent for information regarding the offers which may be available in your country

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