Why Java at Fidelity?

- Electronic Commerce over a Web based architecture
- A pre-requisite for the adoption of Internet Terminals
- Software distribution to diverse users

How We Make Java Work at Fidelity Investments?

- "Cooperative" corporate standardization
  - Java™ Application Software Services
  - User Group to Exchange Ideas
- Extending Fidelity Security Protection
  - Transactional Semantics
  - Authenticating EVERY request!

Why Do the Java Application Software Services?

- Business Foundation Objects
- Transaction Brokers
- Relay Services
- Staging Services (especially for Network Terminals!)
- Security Services

New Horizons for Life Insurers

Jerry Peters
Chairman,
TRiMARK Technologies Inc.

Value Triangle - 60s & 70s

Business Climate
- *Traditional Products*
- *Captive Agents*
- *Static Market*

Business Process
- *Assembly Line*
- *Division of Labor*

Technology Revolution
- *Mainframes*
- *Batch Processing Systems*
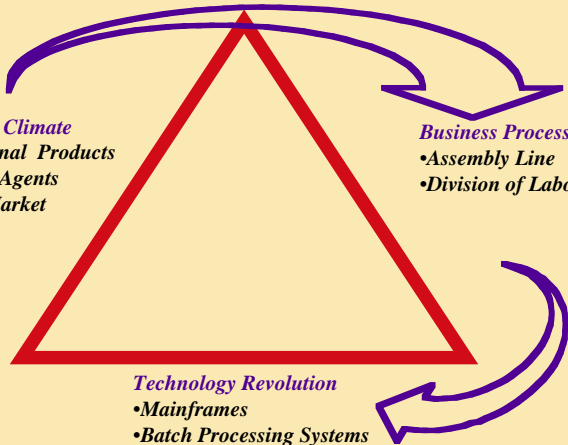
Value Triangle - 60s & 70s

Business Climate
- *Traditional Products*
- *Captive Agents*
- *Static Market*

Business Process
- *Assembly Line*
- *Division of Labor*

Technology Revolution
- *Mainframes*
- *Batch Processing Systems*

Value Triangle - 80s & 90s

Business Climate
- **Complex Products**
- **Independent Agents**
- **New Channels**

Business Process
- **Assembly Line**
- **Division of Labor**

Technology Evolution
- **Mainframe,s PCs/Networks**
- **Batch Processing Systems**
- **Technology initiatives Du Jour**

Value Triangle - 80s & 90s

Business Climate
- **Complex Products**
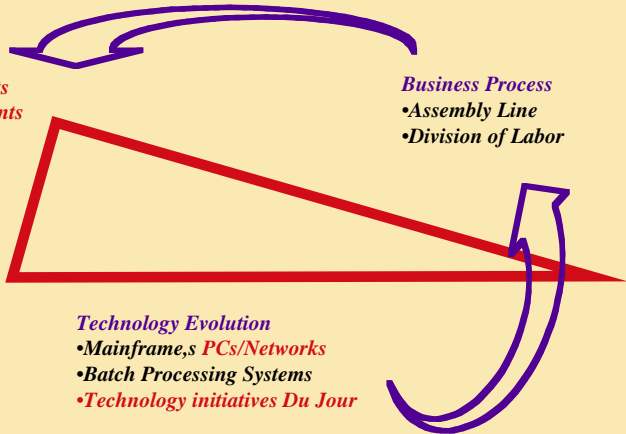- **Independent Agents**
- **New Channels**

Business Process
- **Assembly Line**
- **Division of Labor**

Results have fallen short

Technology Evolution
- **Mainframe,s PCs/Networks**
- **Batch Processing Systems**
- **Technology initiatives Du Jour**

Working Definition of Insanity

"...performing the same actions repeatedly while expecting different results."

Computerworld
Client/Server Journal
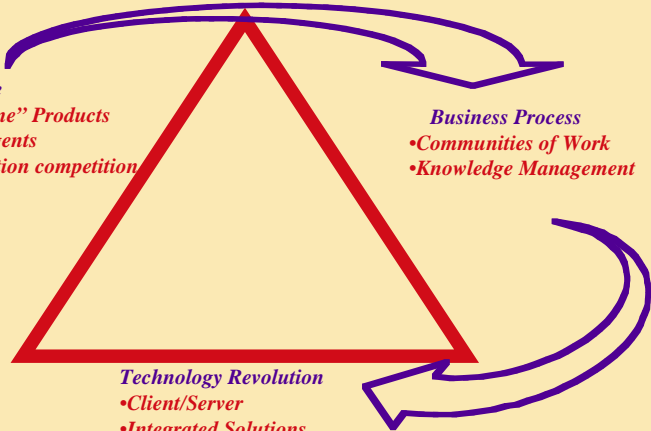November, 1995

Value Triangle - 2000

Business Climate
- **"Audience of One" Products**
- **"Value Add" Agents**
- **Intense distribution competition**

Business Process
- **Communities of Work**
- **Knowledge Management**

Technology Revolution
- **Client/Server**
- **Integrated Solutions**
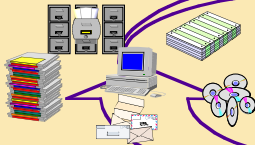- **Event Driven Software**
- **Java/Internet/Intranet**

Knowledge as an Asset

Data

Knowledge Worker
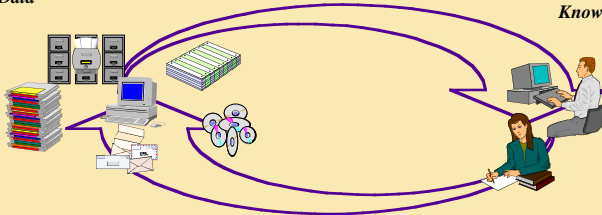
New Productivity Definition

Productivity Growth...
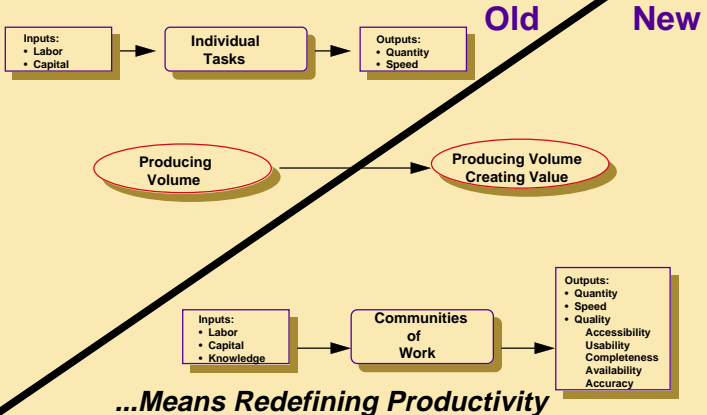
Old **New**

Inputs:
• Labor
• Capital

→

Individual Tasks

→

Outputs:
• Quantity
• Speed

Producing Volume

→

Producing Volume Creating Value

Inputs:
• Labor
• Capital
• **Knowledge**

→

Communities of Work

→

Outputs:
• Quantity
• Speed
• Quality
  Accessibility
  Usability
  Completeness
  Availability
  Accuracy

...Means Redefining Productivity

TRiMARK Connections Foundation

- **Speed**

  Rapid Product Development   4GL
  Distributed Processing   Client/Server

TRiMARK Connections Foundation

- **Speed**
  - Rapid Product Development   4GL
  - Distributed Processing   Client/Server

_____

- **Quantity**
  - High Performance   Sun Sparc/Solaris
  - Open & Scalable   Sun Sparc/Solaris

TRiMARK Connections Foundation

- **Speed**   Rapid Product Development   4GL
                Distributed Processing   Client/Server

- **Quantity**   High Performance   Sun Sparc/Solaris
                Open & Scalable   Sun Sparc/Solaris

- **Quality**

Accessibility	One Common Interface	
Usability	Customization & Control	
Completeness	Common Database	Integrated Functionality
	All Data Forever	Oracle Database
Accuracy	Real-time data & processing	Event Driven
Availability	"Evers" Who, Where, When, What	

TRiMARK Connections Foundation

- **Speed**   **Rapid Product Development**   **4GL**
            Distributed Processing   **Client/Server**

- **Quantity**   **High Performance**   **Sun Sparc/Solaris**
            Open & Scalable   **Sun Sparc/Solaris**

- **Quality**

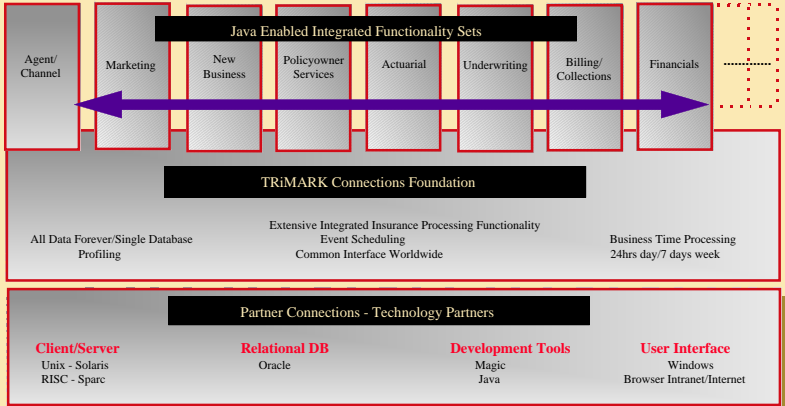 | | | |
  |---|---|---|
  | **Accessibility** | **One Common Interface** | |
  | **Usability** | **Customization & Control** | |
  | **Completeness** | **Common Database** | **Integrated Functionality** |
  | | **All Data Forever** | **Oracle Database** |
  | **Accuracy** | **Real-time data & processing** | **Event Driven** |
  | **Availability** | **"Evers"** Who, Where, When, What | |

TRiMARK Connections Strategy

Java Enabled Integrated Functionality Sets

| Agent/ Channel | Marketing | New Business | Policyowner Services | Actuarial | Underwriting | Billing/ Collections | Financials | |

TRiMARK Connections Foundation

All Data Forever/Single Database
Profiling

Extensive Integrated Insurance Processing Functionality
Event Scheduling
Common Interface Worldwide

Business Time Processing
24hrs day/7 days week

Partner Connections - Technology Partners

Client/Server	Relational DB	Development Tools	User Interface
Unix - Solaris	Oracle	Magic	Windows
RISC - Sparc		Java	Browser Intranet/Internet

Invent your future™

"The only way to successfully predict the

future is to invent it."

---- Dr. Alan Kay