



L'ECOSYSTEM IBM COME ACCELERATORE DI INNOVAZIONE PER I PARTNER

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WE SIMPLIFY YOUR WORK

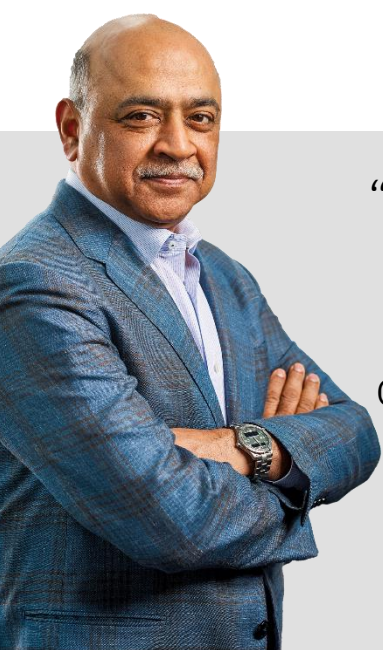
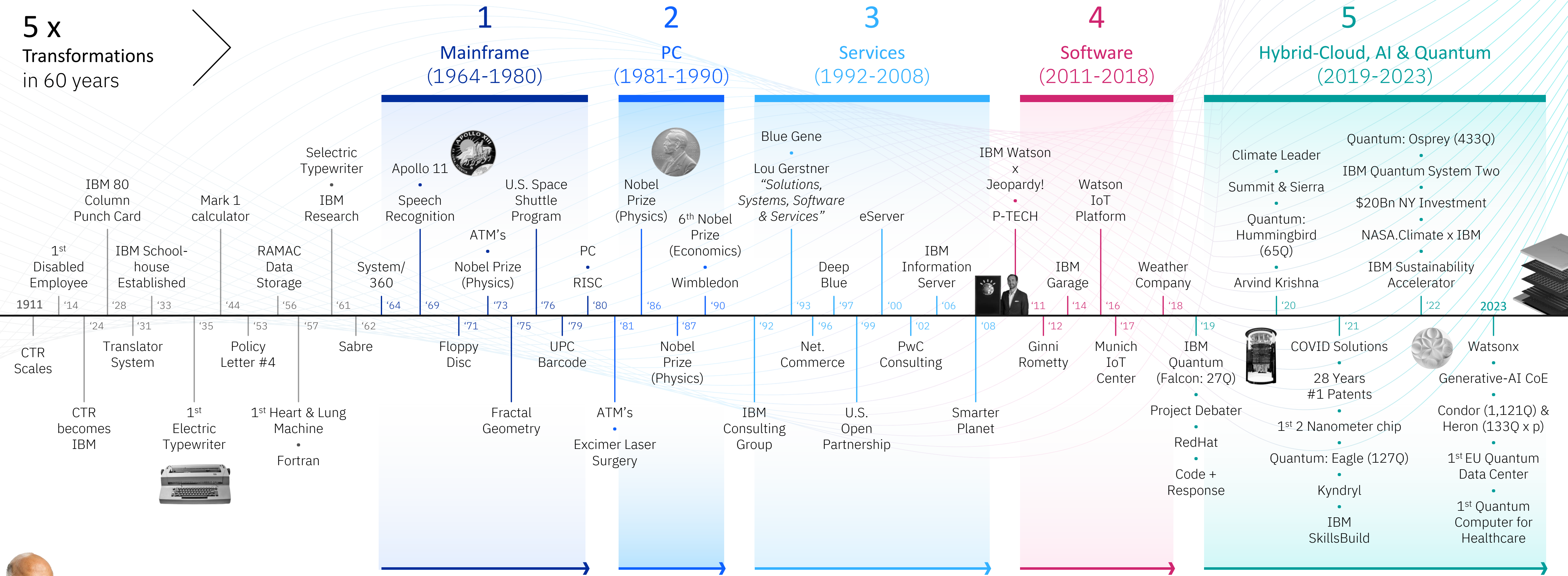
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Gold Partner

IBM Strategy

IBM: The 114-Year Old Startup

No other technology company has transformed and re-invented itself as many times as IBM

5 x
Transformations
in 60 years



“Our clients’ systems support modern society. In making them faster, more productive, and more secure, we don’t just make business work better. We make the world work better.”

Arvind Krishna, Chairman & CEO

 **Our Purpose**
To be the catalyst that makes the world work better.

 **Our Mission**
We bring together all the necessary technology and services, regardless of where those solutions come from, to help clients solve the most pressing business problems.

 **Our Values**

- Dedication to every client’s success.
- Innovation that matters—for our company and for the world.
- Trust and personal responsibility in all relationships.

10 Trends of Generative AI and Cloud



Generative AI

#1 - Enterprises are starting to deploy GenAI into production

#2 - Enterprises are adopting fit-for-purpose models

#3 - Enterprises will realize value from enterprise data

#4 - Trust is critical to scale GenAI adoption

#5 - Enterprises must overcome major operational challenges to scale GenAI



Cloud

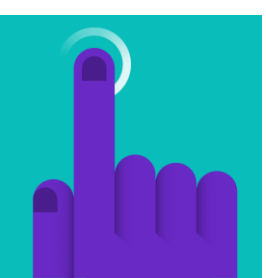
#6 - Cloud strategies need to evolve to deliver greater value

#7 - Hybrid multi-cloud is the norm... SaaS and edge are fast growing

#8 - Siloed environments increase complexity and cost

#9 - Successful Hybrid Multi-Cloud is building on Open-Source

#10 - Hybrid by design is key to scale GenAI and generates higher ROI



IBM Today

IBM Technology

Consulting

Business Transformation • Technology Consulting • Application Operations

System integrator partners

Software and SaaS partners

Automation platform

Apptio | Cloudability
Instana • Turbonomic • SevOne • Concert • Target process • Verify • Maximo

Data platform

watsonx .ai • .data • .gov • Assistants • Guardium

Hybrid Cloud platform

Red Hat OpenShift • Enterprise Linux • Ansible

Infrastructure

IBM Z & LinuxOne • Power Systems • Storage • IBM Cloud • Infrastructure Support • Quantum

Public Clouds

Enterprise infrastructure

Edge





ESSERE LEADER NELL'ERA DELL'AI

Dal Pensiero all'azione,
innovare e crescere con l'AI

Martedì 30 settembre



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