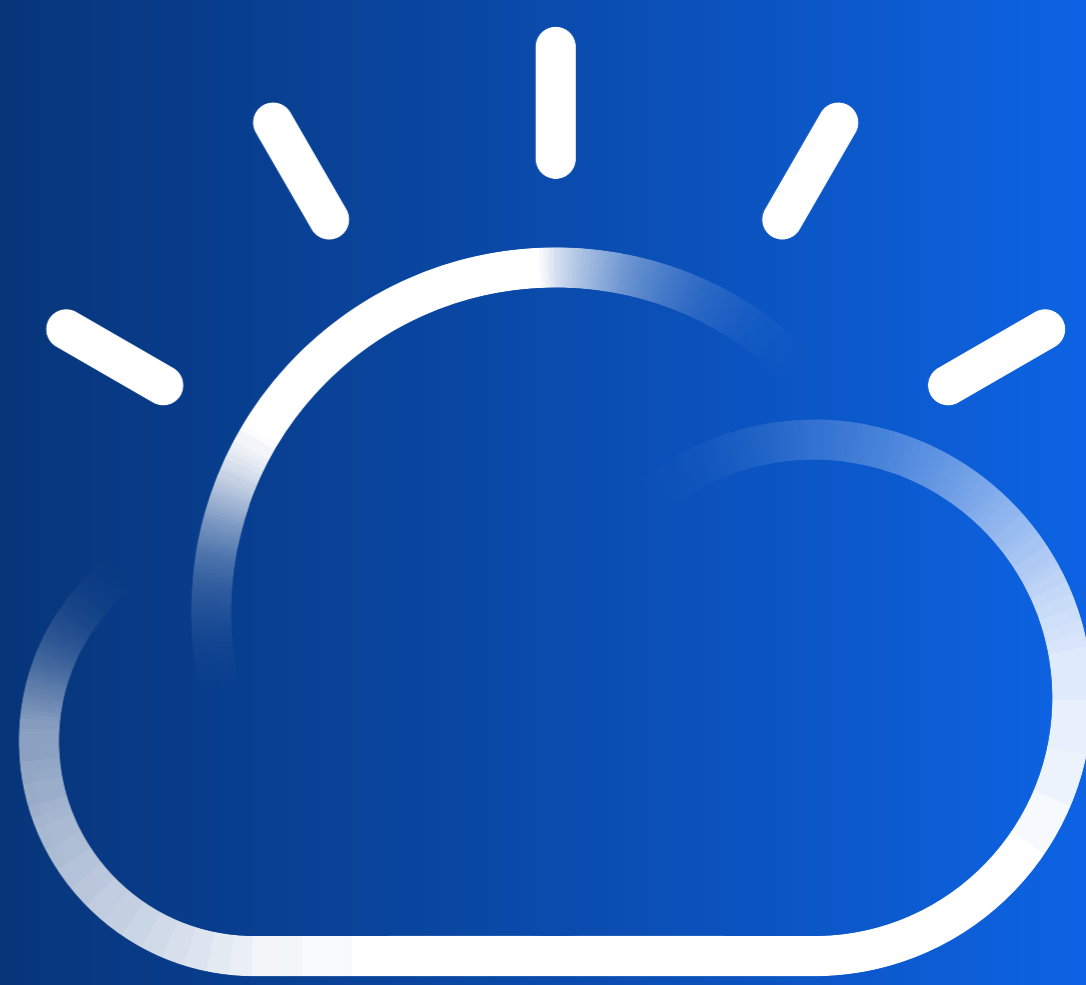


IBM & VMware partnership

“One team”—leveraging IBM’s service reach and VMware’s future-proof technology



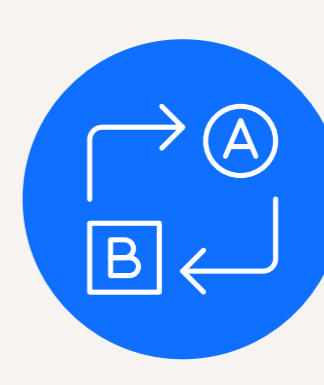
Why IBM and VMware?



Long-term strategic relationship
A go-to-market partnership with more than 14 years of experience combining IBM’s vast services resources with VMware’s flexible next-generation platforms



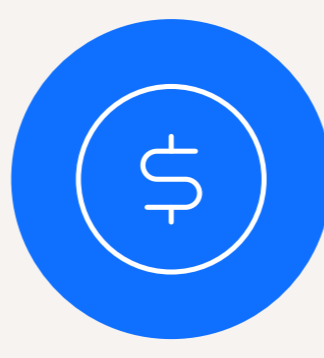
Unmatched global scale
The world’s largest IT services company combined with the world’s largest virtualization technology company



End-to-end expertise
Market-leading technologies to create a software-defined enterprise that enables+ next-generation IT

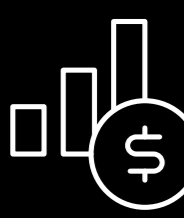


Business transformation opportunities
A shared vision and commitment to enable business transformation through “C-suite” conversations and capabilities



Leading-edge technology with lower TCO
Customers gain the cost-saving benefit of IBM Service’s discount on VMware technologies without compromising service quality

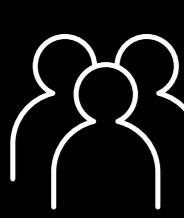
IBM



\$81B in revenue

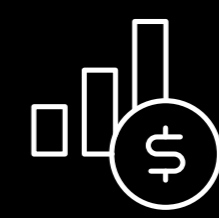


#1 in hybrid cloud¹

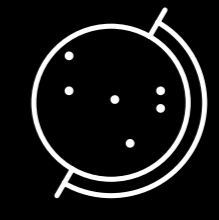


Leader in hybrid cloud management solutions²

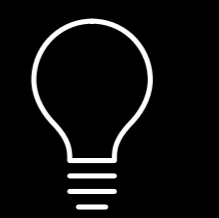
VMware



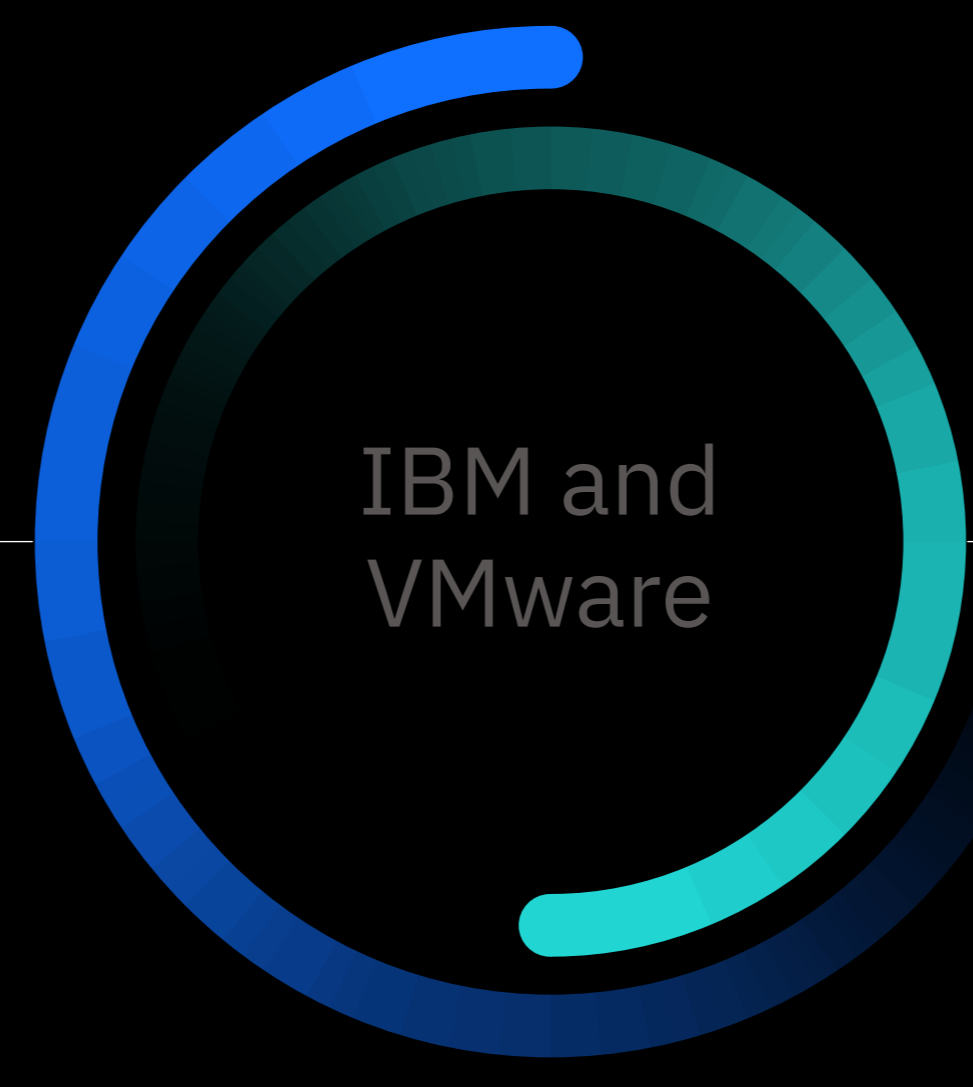
\$7B in 2015 revenue



500k customers worldwide

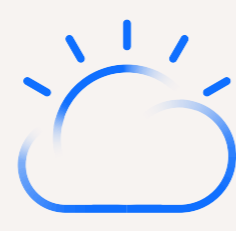


Visionary in Magic Quadrant for data center networking



Source
1. Technology Business Research, Inc. (TBR)
2. Forrester Wave report

IBM and VMware joint solutions



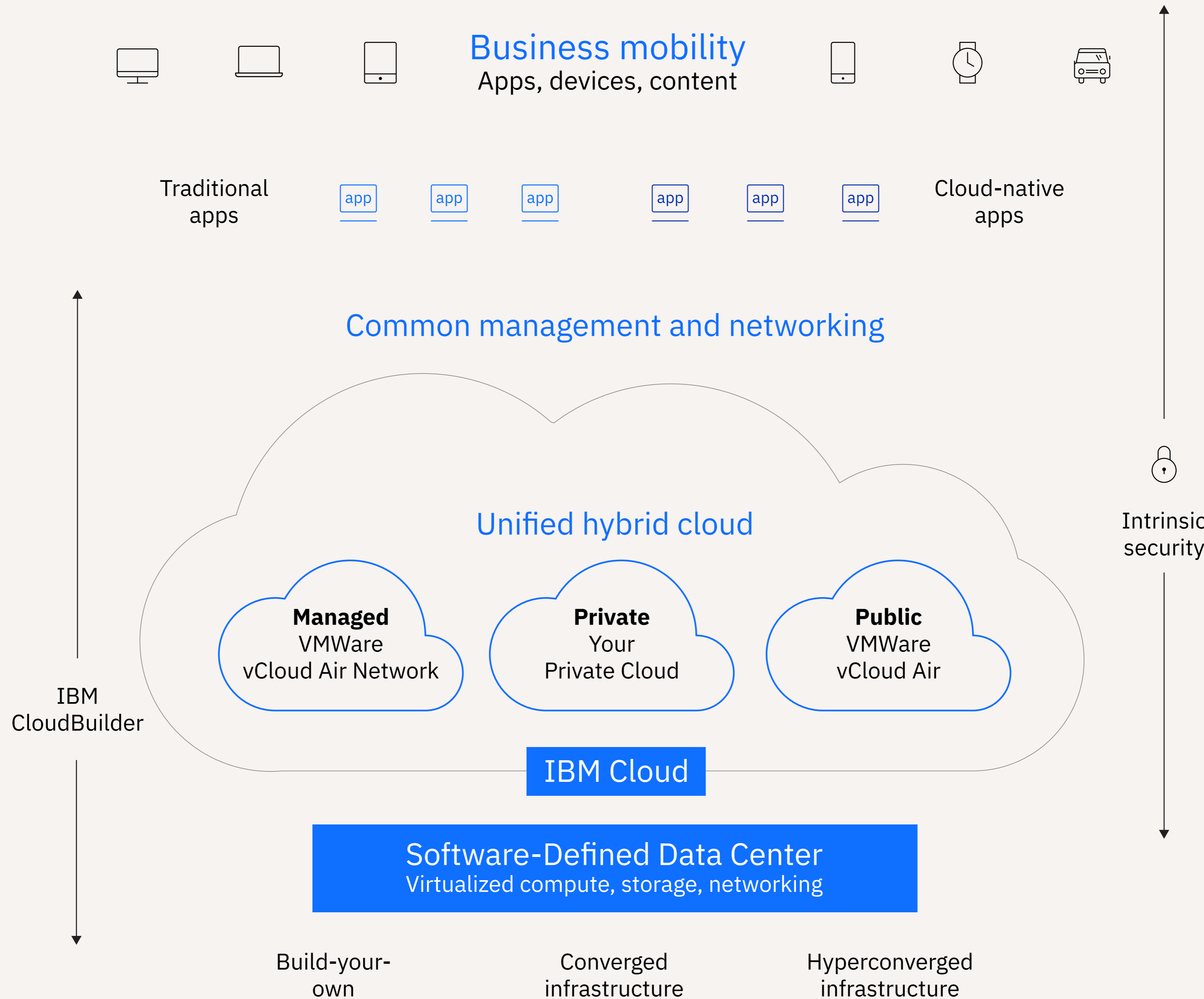
IBM Cloud
Best-in-class public, private and multi-cloud solutions based on software-defined data center



Networking
End-to-end network virtualization solutions to speed implementation, increase security and reduce risk — with knowledgeable, professional support



Mobility
One cloud, one app and one device with next-gen business mobility solutions, including mobility-as-a-service offerings



Our joint wins*



Automotive and manufacturing

30 days

Time to expand and deploy applications in production



Media and advertising

8

Number of regional hubs consolidated



Technology

20,000

Number of virtual machines relocated within 4 months



Financial services

90%

Reduction in development time for new applications

[Learn more](#)

