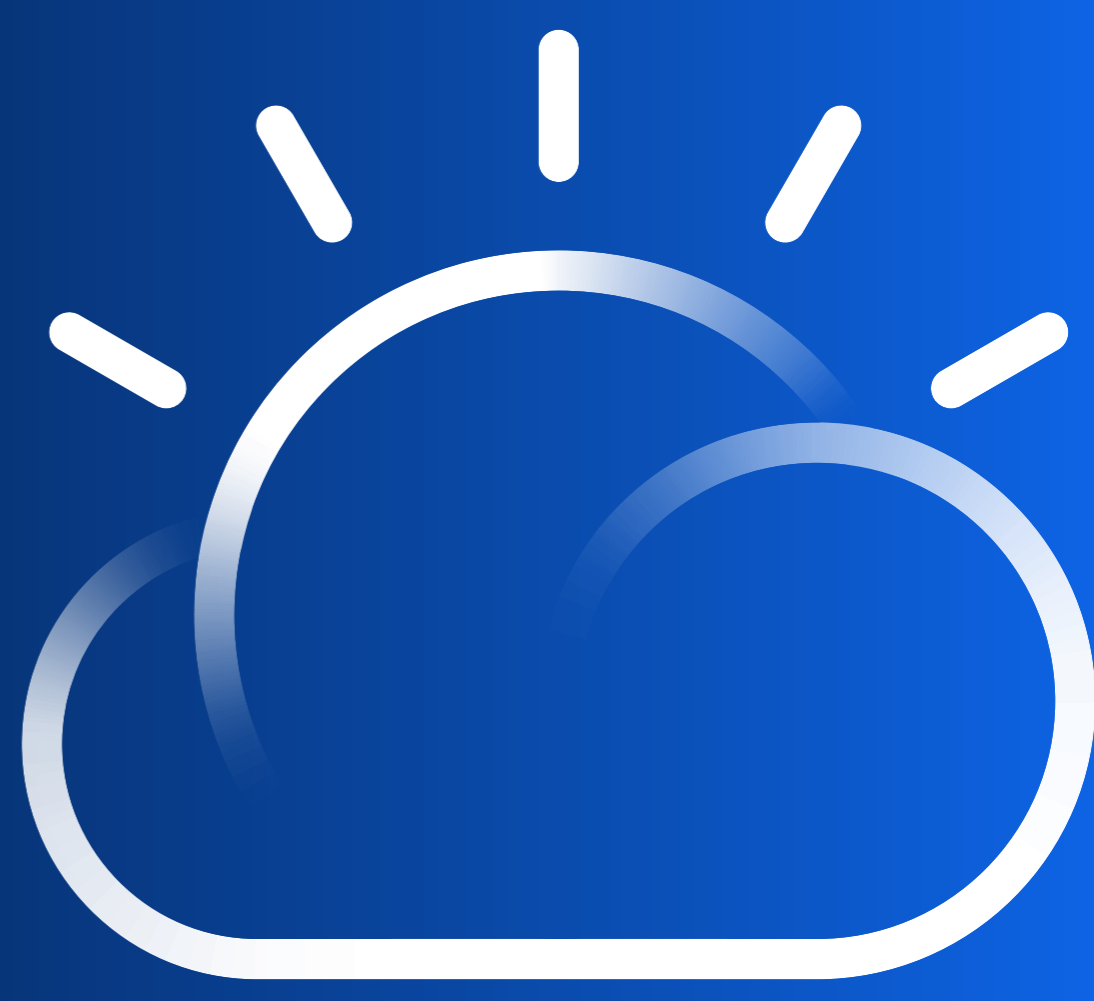


# IBM & VMware partnership

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



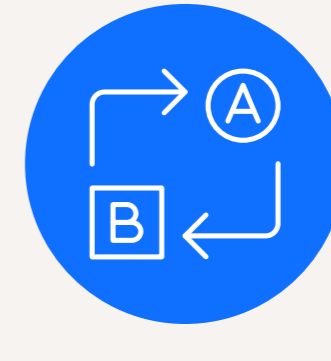
## Why IBM and VMware?



**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



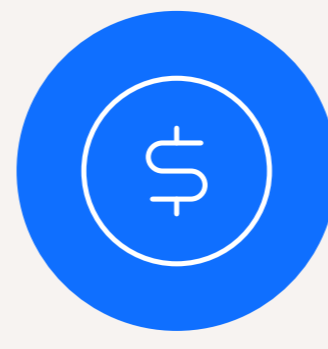
**Unmatched global scale**  
The world’s largest IT services company combined with the world’s largest virtualization technology company



**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 cloud<sup>1</sup>

**Leader** in hybrid cloud management solutions<sup>2</sup>

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**75+%** Virtual Machines on VMWare

**Visionary** in Magic Quadrant for data center networking

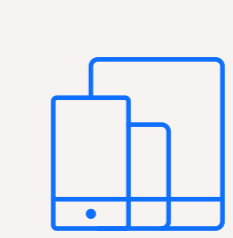
## IBM and VMware joint solutions



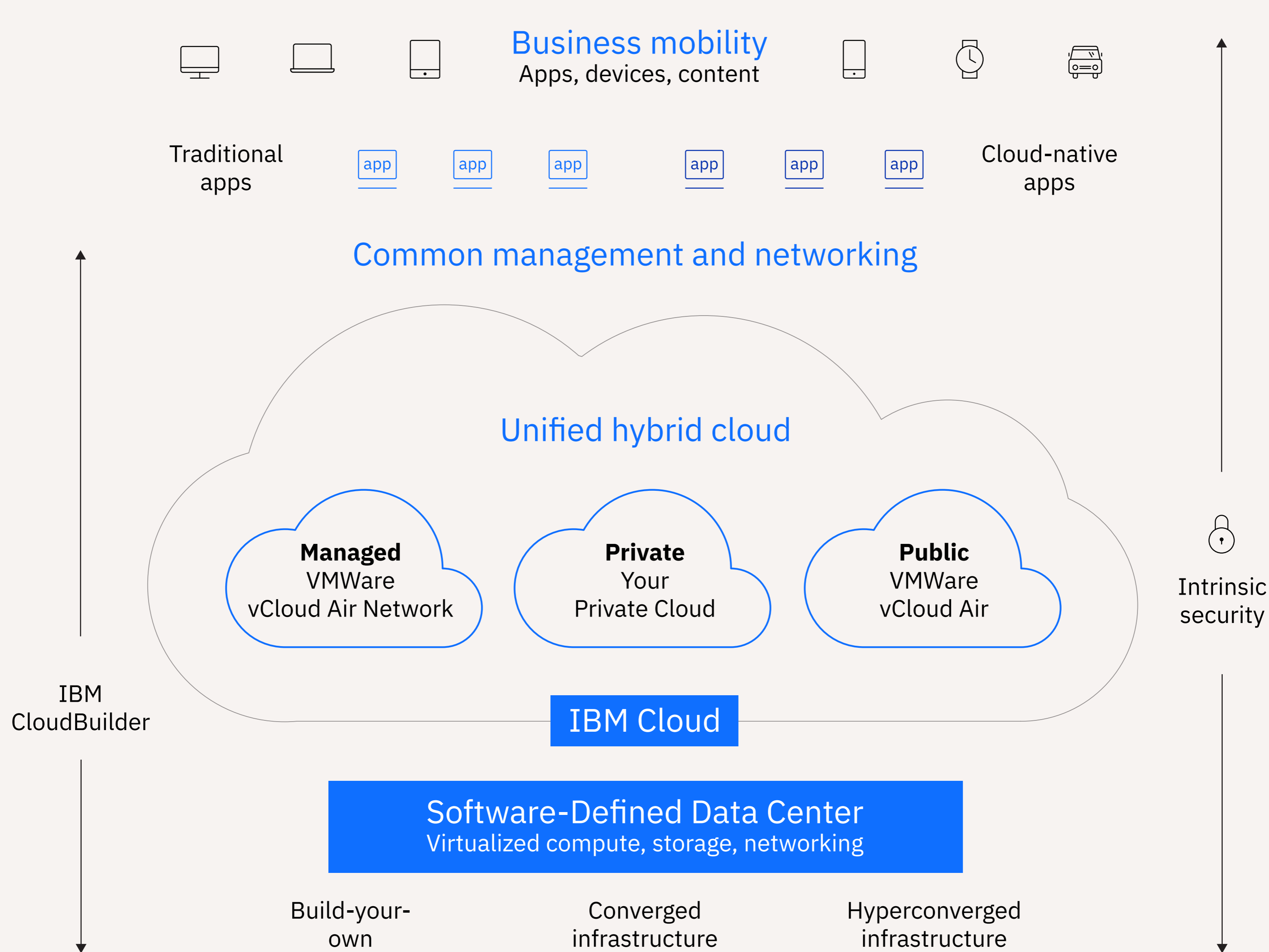
**IBM Cloud**  
Best-in-class public, private and multi-cloud solutions based on software-defined data center



**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](#)

IBM Cloud

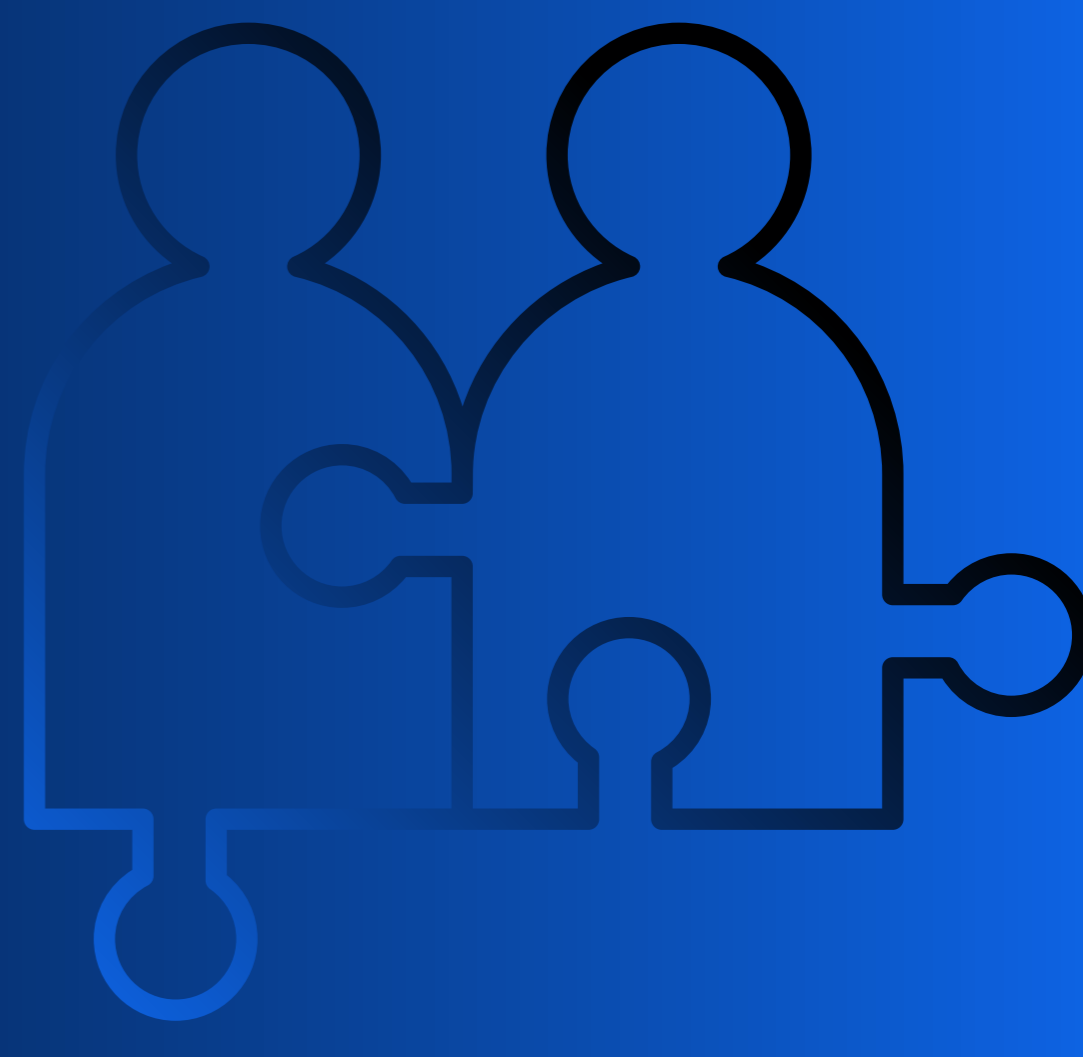


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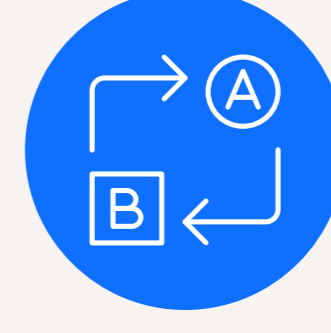
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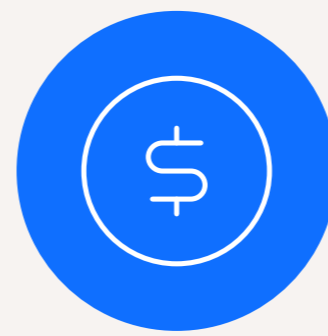
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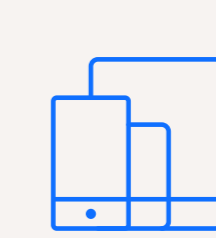
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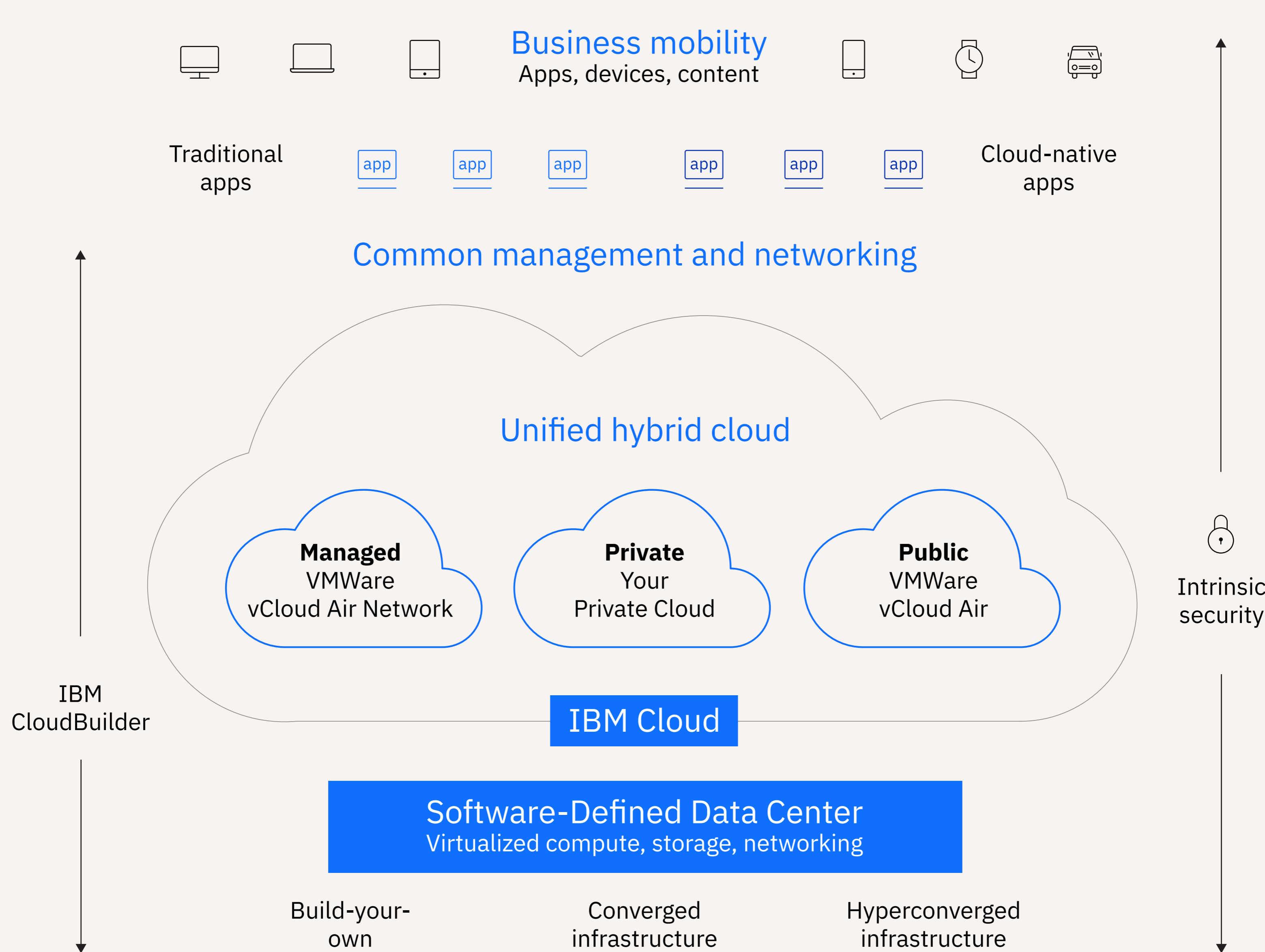
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IBM Cloud



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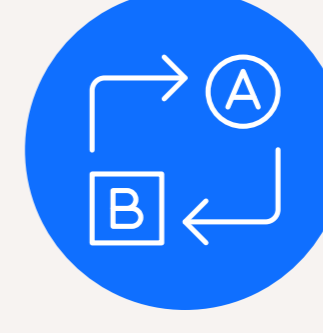
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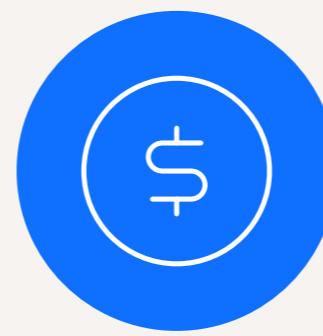
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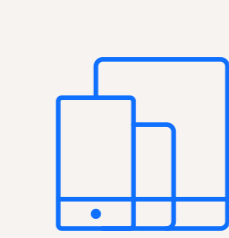
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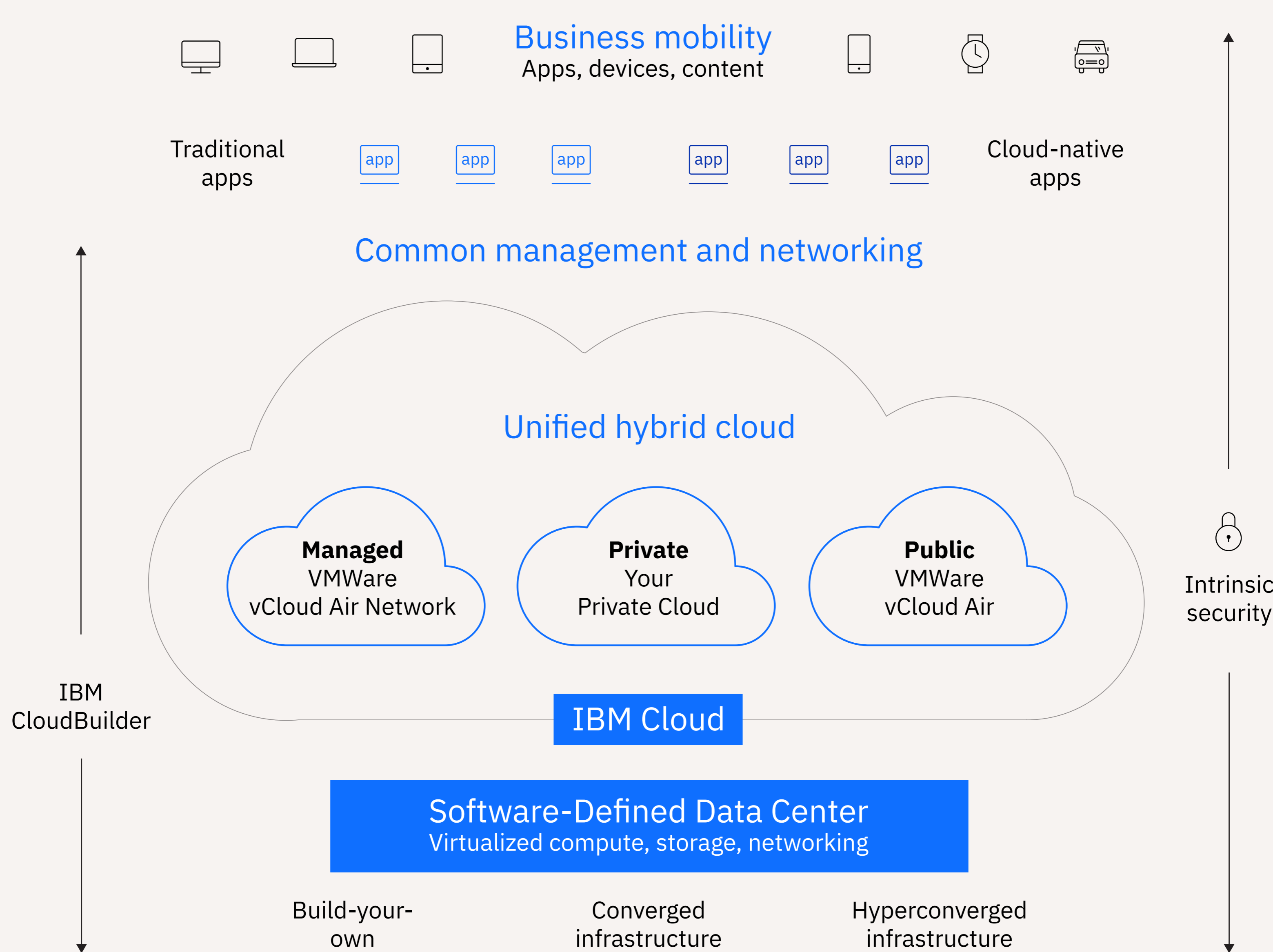
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