



**“IBM understood what we needed to do in terms of capitalizing assets, and that was really the tipping point for us in choosing IBM Cloud.”**

—Mark Fernandes, Chief Information and Technology Officer, Hydro Ottawa Ltd.

### Business challenge

To accommodate unpredictable delivery demands, Hydro Ottawa Ltd. wanted to migrate key workloads to a cloud platform. However, the industry’s capital-intensive operating model presented a challenge.

### Transformation

Among providers evaluated, including Amazon Web Services (AWS) and Microsoft, only IBM proposed an agreement designed to classify cloud infrastructure as a capital investment and deliver a rate of return. IBM will host business-critical billing and ERP systems in an IBM® Bluemix® environment and manage the infrastructure.



**Mark Fernandes**  
Chief Information and Technology Officer  
Hydro Ottawa Ltd.

### Business benefits

**≈USD 900,000**

#### in cost savings

resulting from the migration of critical workloads to an IBM Cloud hosting environment

### Transforms

#### IT organization

by shifting focus from operational tasks to higher-value strategic projects and initiatives

### Delivers

#### seamless service

by underpinning its customer care and billing platform with IBM Cloud technology

# Hydro Ottawa Ltd.

## Transforming IT and saving USD 900,000 with a strategic shift to an IBM Cloud platform

In 2000, five municipal electric utilities merged to create Hydro Ottawa, establishing a unified distribution company to serve the population of the newly amalgamated City of Ottawa in Ontario, Canada. As Ontario’s third-largest municipally owned electric utility, the organization delivers electricity to more than 324,000 business and residential customers spanning a service area of over 1,000 square kilometers.

### Solution components

- IBM® Bluemix®
- IBM Cloud Services
- IBM Global Financing
- IBM Integrated Managed Infrastructure Services

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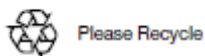




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