

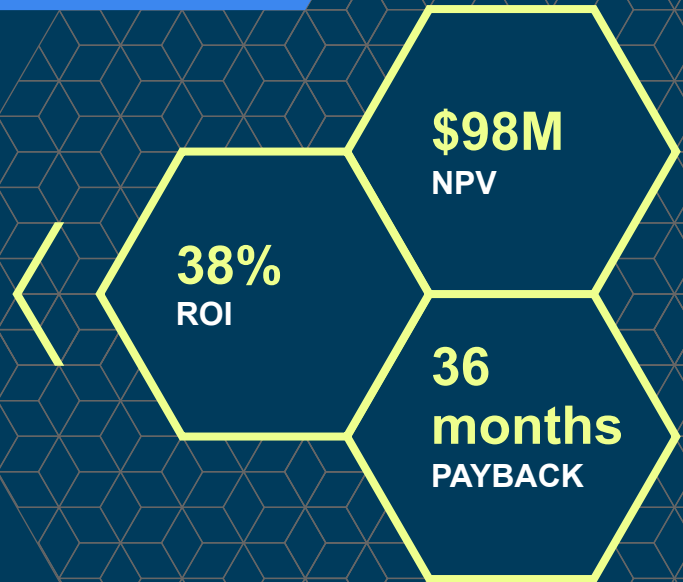
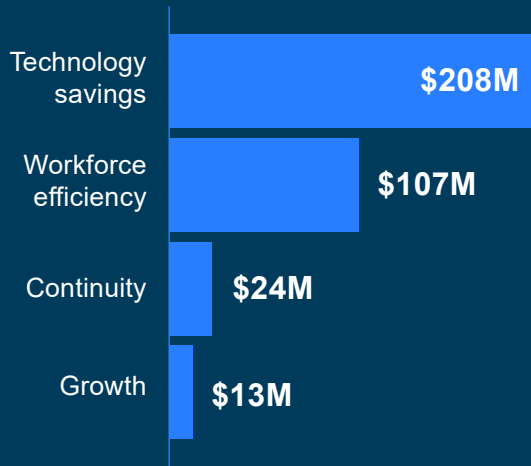
The Total Economic Impact™ Of IBM And Red Hat For Telecommunications

FORRESTER®

Forrester found the following five-year financial impact of IBM and Red Hat by aggregating data from 15 customer interviews, 18 prior TEI studies, and industry annual reports.

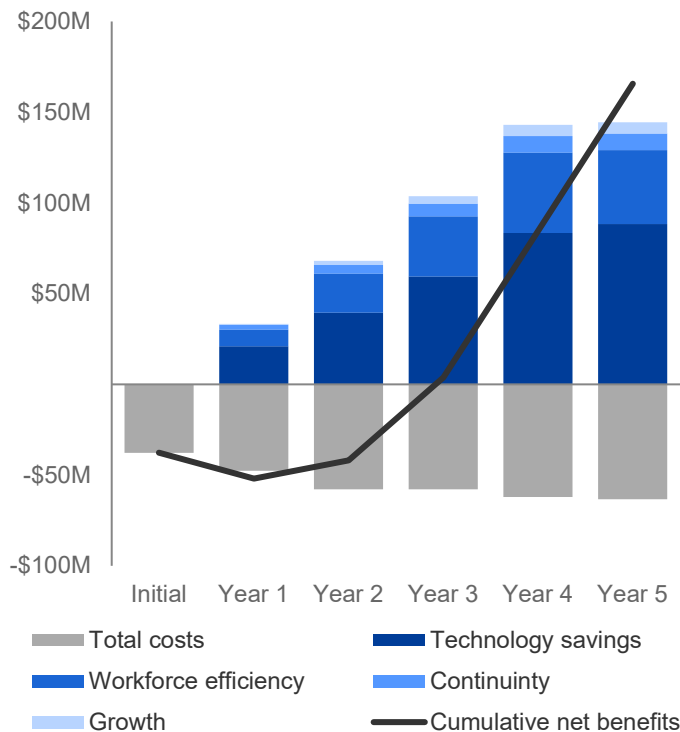
BENEFITS TOTALED \$352M

Five-year risk-adjusted



FINANCIAL SUMMARY

Five-year risk-adjusted



VOICE OF THE CUSTOMER

“Working with IBM and Red Hat is cheaper, better, and faster. We can use any server and environment, which lets us be open, efficient, and flexible.”

*Chief technology officer,
multinational telco*

“We’re using IBM servers, IBM Cloud, and public clouds from [two different third parties] with Red Hat Enterprise Linux, Red Hat OpenShift, IBM Cloud Pak for Multicloud Management, and IBM Cloud Pak for Data across the whole environment. We literally could not function without IBM and Red Hat working across it all.”

*Head of IT operations,
secure payments and communications*



Read the full study

This document is an abridged version of a case study commissioned by IBM, titled: “The Total Economic Impact™ Of IBM And Red Hat For Telecommunications,” June 2020.

Learn more at <https://www.ibm.com/account/reg/us-en/signup?formid=urx-46623>.

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