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TOP 10 Hyperscaler Cloud Service Providers



A hyperscaler and a provider with an evolving partner and product ecosystem for multi-cloud capabilities



INNOVATION CAPABILITY

- #2 – Marketing and thought leadership
- #1 – IP and accelerators
- #2 – Consulting and professional services
- #2 - Investments and roadmap



ABILITY TO EXECUTE

- #3 – Talent and development
- #4 – Partnership
- #1 – Breadth, scale and reach
- #7 - Pricing and commercial models

Full set of services focused on hybrid and multi-cloud scenarios: IBM’s cloud services excel in the most complex engagements where customers have hyperscale transformation needs alongside legacy systems that require management and integration. IBM is leveraging its infrastructure management heritage to effectively manage across technology stacks.

RedHat completes IBM’s service story in the cloud: The acquisition of RedHat shifted the focus of IBM’s cloud services away from a very “IBM Cloud” view of the world toward a more truly hybrid and multi-cloud view.

Strong set of solutions and accelerators: IBM has one of the strongest sets of solutions coupled with the most mature management and transformation accelerators and platforms.

Investment in hyperscale partnerships: IBM’s new focus on multi-cloud includes investment in product portfolio aimed at managing the cloud.

Strong automation IP: IBM’s embedded its automation focus within its platform and accelerators to good effect.

Governance and security solutions: Cloud transformation requires more due diligence in policy, governance, and security. IBM has assembled strong building blocks and developed clear offerings around these.

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VOICE OF THE CUSTOMER

#1