

Achieve Your Objectives with IBM Z



CAN YOU IMAGINE Never having to say “no” to a customer’s request?

IBM Z® is designed for over [five nines availability](#) – less than 8 seconds of downtime per month [Source [ITIC](#)]

Predictable IT:

- IBM Z scales up & scales out quickly and seamlessly in a [hybrid cloud](#) environment
- Manage data analytics in place to avoid cost & time of data transfer

Workloads that Matter:

Leading and bleeding edge use cases across industries for blockchain, digital assets and more – across public/private/hybrid environments



87% of all credit card transactions



400 million retail transactions daily



29 billion – over half the world’s annual ATM transactions



CAN YOU IMAGINE legacy no longer being an inhibitor?
With IBM Z, Modernize in place to optimize and advance existing investments

Check out: Thomas Klinect – *Considering Leaving Legacy IBM Platforms? Beware, as Cost Savings May Disappoint, While Risking Quality*, [Gartner](#)

Check out: Business Value of the Transformative Mainframe [[link](#)]

Achieve business value when you transform in place.
The average customer sees:



Revenue **\$194M** total revenue impact per organization



Savings Operations cost savings of **~\$3M** over 5 years



Resiliency Unplanned outages per year down **-44%**



Agility Over **2X** new app features developed in **½** the time

[Source [IDC](#)]



CAN YOU IMAGINE Integrating all core business services across IT into a single view?

IBM Z speeds your journey to cloud – igniting the potential of your [developers](#) to innovate and accelerating time to market for innovation



Modernize in place
Cloud native tools/skills
Private Cloud orchestration
Public Cloud services
Containers & Kubernetes



[Red Hat OpenShift](#) brings the industry’s leading container and Kubernetes platform – **2 million developers strong** – to IBM Z for [cloud-native application](#) development, modernization and deployment.



CAN YOU IMAGINE Having a plan to address security issues before they occur?

WITH IBM Z you never have to worry about the protection or privacy of your core data again

Why risk your data?
Get banking grade security.

IBM embeds the [security](#) DNA of IBM Z into the hybrid multicloud so that you can build today and tomorrow’s businesses – securely.

- Encryption at scale: [100% encryption](#) of data at rest with no impact to SLAs and Zero application changes
- Tamper proof cloud: Protect data and applications from internal and external threats
 - [Hyper Protect Crypto Services](#) supports KYOK (Keep Your Own Key) – industry’s only FIPS 140-2 Level 4 certified HSM available for the cloud
 - [IBM Secure Service Container](#) ensures protection against internal and external threats to container apps and data



CAN YOU IMAGINE: scaling your business to grow with predictable and managed cost growth?

WITH [new pricing](#), placing workloads for production and development on the IBM Z platform is more cost-effective than cloud

[IBM Z hardware](#) is designed to operate at near 100% utilization while x86 machines often operate at 50% or less

New *tailored fit pricing* brings a simple cloud consumption model to software on IBM Z
Growth on non-IBM public cloud can be 164% - 180% more expensive than on Z with tailored fit pricing [[Source](#)]

Tailored Fit Pricing Simplicity, Flexibility, Predictability

Enterprise Consumption Solution



Usage-based offering

Enterprise Capacity Solution



Full-capacity offering