

Together we innovate at speed, from on premise to the edge

As your clients' needs change, evolve
your innovation along with them



Today's challenges lead to tomorrow's environment

The present period of disruption has spurred on your clients' transition into digital and AI-driven enterprises.

80% of mission critical workloads are currently deployed across an increasing number and variety of clouds.

And hybrid cloud — a mix of on-premise, public, private and open multicloud — is increasingly the environment of choice.

Transitioning at speed to embrace the new normal

We're able to operate, plan and respond to this unprecedented situation in ways that past eras never could, thanks to a broad array of innovative devices, software and technologies.

AI and machine learning, enhanced data and analytics, virtual engagement environments, and distributed work are already available and in use in various ways and to varying degrees.

The key to your growth and new client acquisitions lies in employing these technologies to their fullest, enabling speed, agility, responsiveness, innovation, continued delivery excellence and business value.

The solutions to a differentiated offering

Your clients are demanding ever more complex, integrated solutions along with a more streamlined

buying experience. You have to deliver differentiated value and an accelerated time to market.

Modernize, migrate, or rapidly create new cloud native apps

You can flexibly manage your clients' requirements while helping ensure that their data is private and secure via an open, hybrid multicloud with a containerized architecture empowering workloads and data to run anywhere.

Innovate with speed: Build once, deploy anywhere

Develop and migrate cloud native applications in a fraction of the time by leveraging resources such as 1:1 IBM developer consultations and streamlined, no-cost coding processes that utilize reusable code patterns. Grant your clients the ability to deploy wherever their needs are best served, including public and private cloud, the edge and your clients' servers.

“By choosing IBM Cloud for its hosting, we were also able to bring Help Flash Smart app to the market quickly and in a profitable way.”

Carlos Conde, CIO & Technology Strategy Director, Netun Solutions

Open, secure and integrated

Accelerate delivery of visibility, governance and secure data access on a cloud that's both open and secure and that is supported by containers, micro services, application modernization, new cloud native development and DevOps.

Why IBM Cloud?

Trusted by 47 of the Fortune 50 companies¹ and with the highest Gartner² rating among leading cloud providers, IBM Cloud is recognized as being the most open and secure public cloud for business.³

Its managed Kubernetes service, Red Hat OpenShift, is capable of accelerating cloud native development cycles by up to 66%.⁴

And the flexibility of open source, hybrid infrastructures, market-leading security and automated operations IBM Cloud offers enable the deployment of security-focused, dependable applications at speed.

Unleash the power of data with AI

A hybrid multicloud platform helps optimize accessibility to a client's full range of data. Data fuels digital transformation. And AI unlocks that data's value.

By infusing AI throughout an enterprise, you can empower the customized collection, organization and analysis of your clients' data, transforming it into actionable insights.

Relying on Red Hat OpenShift, IBM delivers a leading, fully integrated cloud-native and AI-fueled business intelligence platform capable of supporting your entire analytics cycle from discovery to operationalization.

Unleashing clients' data in entirely new ways, it helps place all the answers they need in one place.

Designed to speed up development, our ecosystem of specialized tech and expert support includes modular offerings you can effortlessly integrate into your own brand solutions.

A partnership focused on your growth

When IBM best-in-class technology and invaluable support is combined with your expertise, you're better positioned to deliver enhanced offerings and new value for your clients. If you wish, you can grow in-house skills with an accredited training curriculum, or even team up with other trusted partners.

You can also leverage flexible finance options, such as development and IBM Co-Marketing funds, to free up cash flow. And through the IBM Embedded Solution Agreement (ESA), you get to deliver a total solution to your clients under your terms and conditions, via a commitment-based pricing that lets you reduce development costs and increase profits.

We're there for you too when you're ready to go-to-market, granting global access to sellers, partners, potential prospects and digital forums like the open cloud Red Hat Marketplace.

“That the ESA lets us embed these components in OLYMPIC Banking System is a great value. Our clients don't have to sign multiple agreements or deal with multiple procurement headaches.”

Jean-Philippe Bersier, Director for Business Development, ERI Bancaire

Let's accomplish more together

[Explore more ways to leverage a partnership with IBM to build innovative solutions and go to market faster.](#)

Sources:

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