

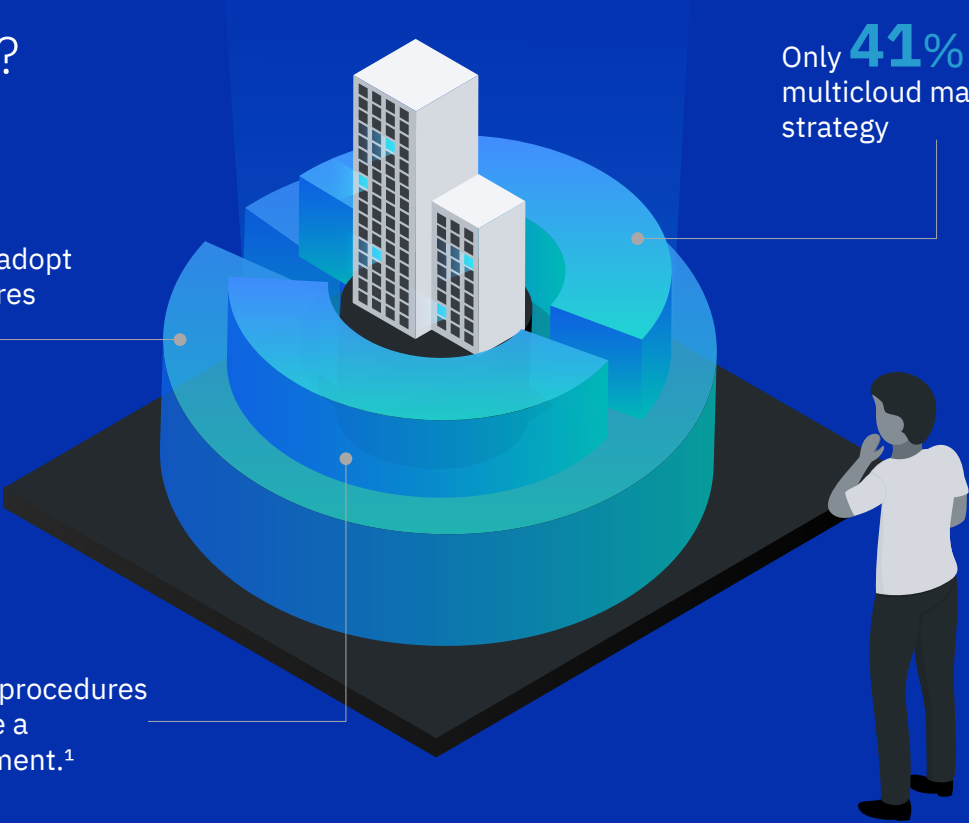
# Hybrid multicloud is growing

## Are you ready?

By 2021, **98%** of organizations plan to adopt multicloud architectures

Only **41%** have a multicloud management strategy

Just **38%** have procedures and tools to operate a multicloud environment.<sup>1</sup>



IBM can provide the expertise to build, deploy and manage diverse cloud environments, including hybrid multicloud across multiple vendors: IBM FlashSystem Family helps simplify your storage with more innovation, less complexity and lower cost.

## From systems to hybrid multicloud deployments - get started today with IBM FlashSystem Family customized payment plans and leases.



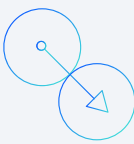
### Accelerate Projects

Low or no upfront cash layouts or a payment deferral can help you get started faster



### Improve return on investment

Customized payments aligned with project implementation can help improve ROI<sup>2</sup>



### Reduce total cost of ownership

Fair market value leasing helps reduce TCO and can improve total cost of acquisition<sup>2</sup>

IBM financing offers flexible payment plans and leasing options for storage and server solutions, software and services, including multivendor services.

### Top 3 strategic reasons for establishing a multicloud environment

**66%**  
Reduces operating costs



**62%**  
Improves customer experiences



**62%**  
Creates and supports new business models



Storage made simple - explore payment options →

Follow us

<sup>1</sup> "Assembling your cloud orchestra: A field guide to multicloud management" IBM Institute for Business Value. October 2018. <https://www.ibm.com/thought-leadership/institute-business-value/report/multicloud>

<sup>2</sup> Improvements of Return on Investment (ROI), Total Cost of Acquisition (TCA), and Total Cost of Ownership (TCO) depend on customer project, financing structure and other parameters is the responsibility of the customer.

© Copyright IBM Corporation 2020. IBM, the IBM logo, and [ibm.com](https://www.ibm.com) are trademarks of International Business Machines Corp., registered in many jurisdictions worldwide. Other product and service names might be trademarks of IBM or other companies. A current list of IBM trademarks is available on the web at "Copyright and trademark information" at [www.ibm.com/legal/copytrade](https://www.ibm.com/legal/copytrade).

IBM Global Financing offerings are provided through IBM subsidiaries and divisions worldwide to qualified commercial and government clients. IBM Global Financing lease and financing offerings are provided in the United States through IBM Credit LLC. Rates and availability are based on a client's credit rating, financing terms, offering type, equipment and product type and options, and may vary by country. Non-IBM content which is part of an overall IBM end user client solution may also be eligible for financing through IBM Global Financing. Other restrictions may apply. Rates and offerings are subject to change, extension or withdrawal without notice may not be available in all countries. IBM and IBM Global Financing do not, nor intend to, offer or provide accounting, tax or legal advice to clients. Clients should consult with their own financial, tax and legal advisors. Any tax or accounting treatment decisions made by or on behalf of the client are the sole responsibility of the client. For IBM Credit LLC in California: Loans made or arranged pursuant to a California Financing Law license.

