

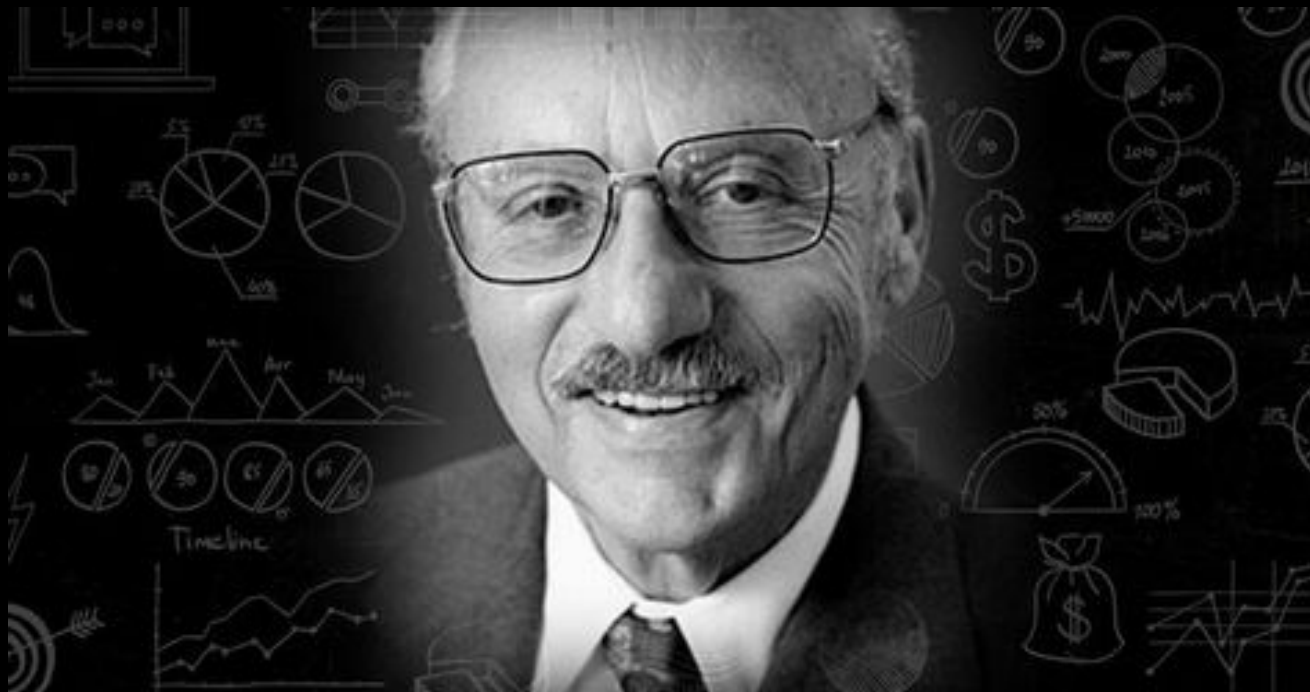
Partnering to accelerate *Innovation Flywheel*

—

Gaurav Sharma

Vice President, IBM

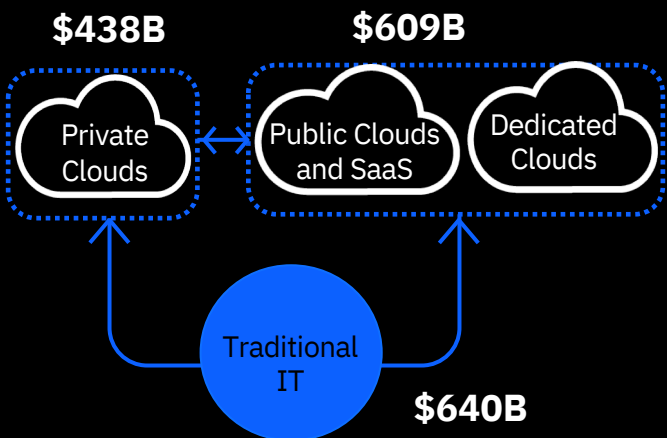
gaurav.sharma@in.ibm.com



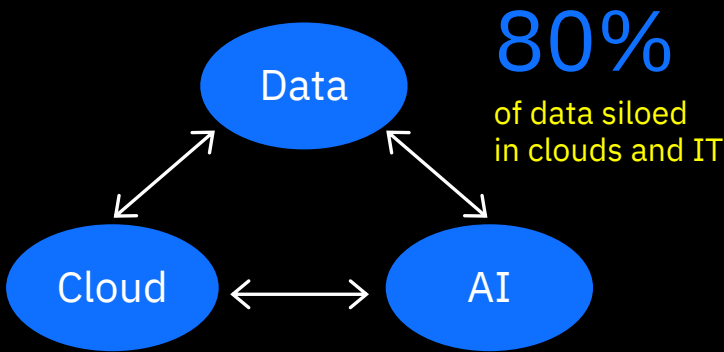
George Dantzig (1914-2005)

Point of view – market & clients

Only
20%
of enterprise
workloads have
moved to the
cloud



Data fuels digital transformation



80%
of data siloed
in clouds and IT

94% using a
mix of cloud models
and platforms

92%
are increasing
investment in
Data and AI

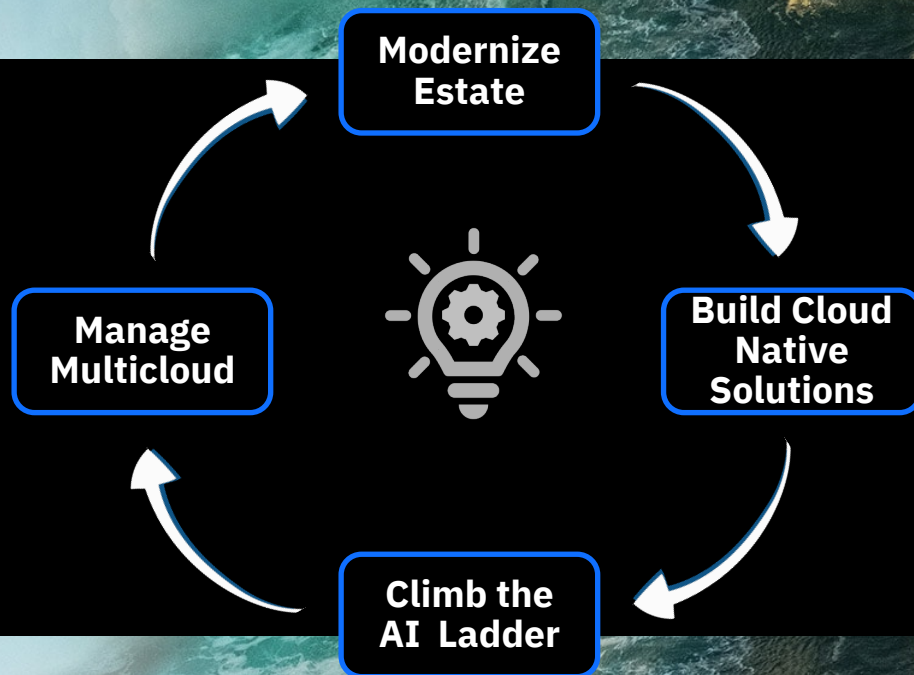
*Hybrid cloud is
the apps and
data platform*

*AI unlocks the
value of
predictive data*

The Innovation Flywheel

Open by Design

Cloud-native, data and AI services meet open source, working as one ... on any cloud



IBM's guiding principles

Hybrid Multicloud and AI

Open

Open by design,
enabling flexibility
and reducing lock-in.

Secure

Continuously
reliable and secure
and compliance

Managed

Offer consistent
service level delivery
management

IBM's next gen Hybrid Multicloud Platform

Certified Offerings

IBM Cloud Paks

Open Hybrid Multicloud



Infrastructure



Cloud Paks: Pre-integrated for Cloud

Today, IBM offers clients [the first six Cloud Paks...](#)

Cloud Pak for Applications

Container platform and operational services



Cloud Pak for Data

Container platform and operational services



Cloud Pak for Automation

Container platform and operational services



Cloud Pak for Integration

Container platform and operational services



Cloud Pak for Multicloud Management

Container platform and operational services

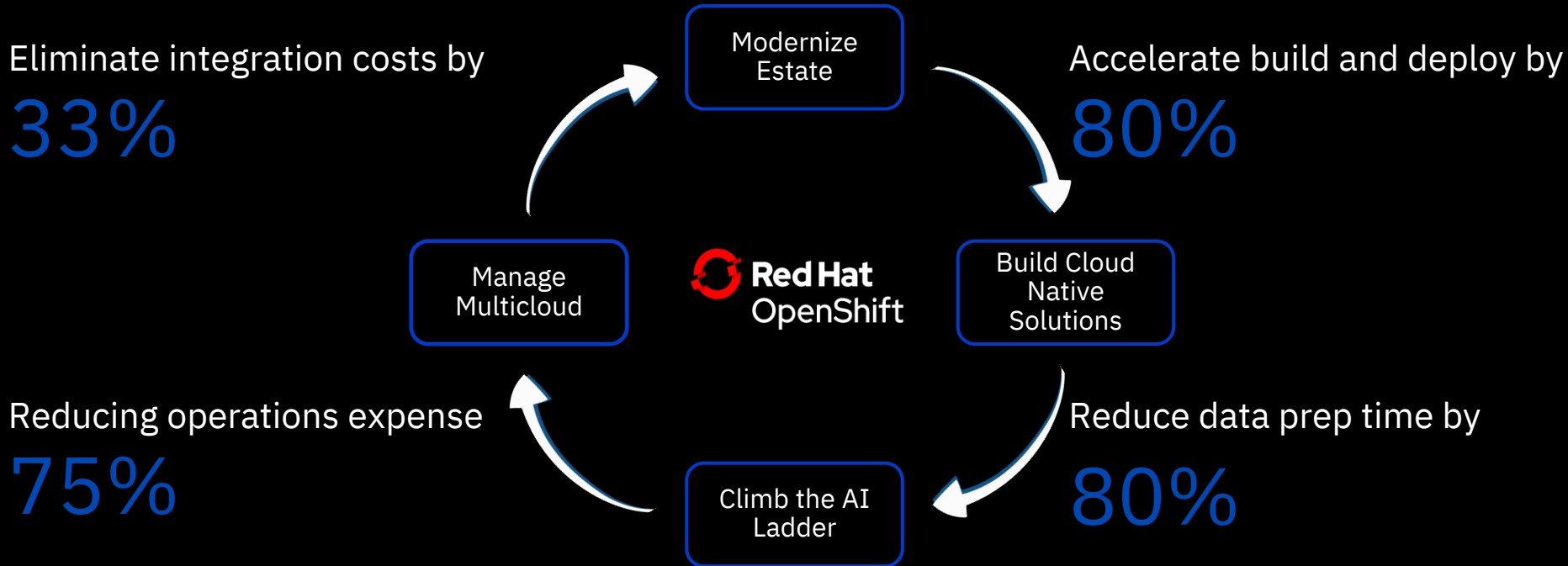


Cloud Pak for Security

Container platform and operational services



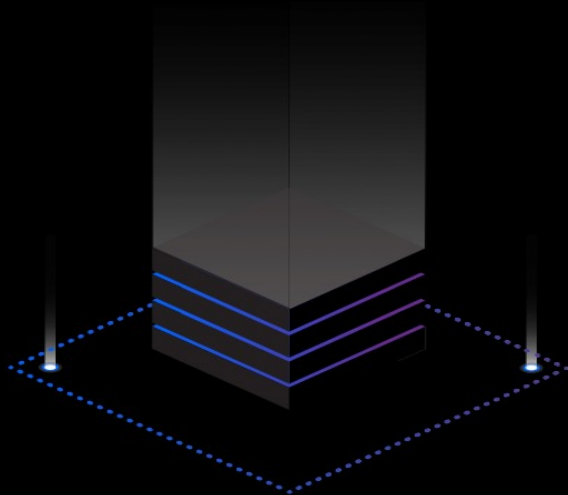
Cloud Paks turn the Innovation Flywheel



AI is **not** a magical black box.....

It is

Predictions + Automation + Optimization



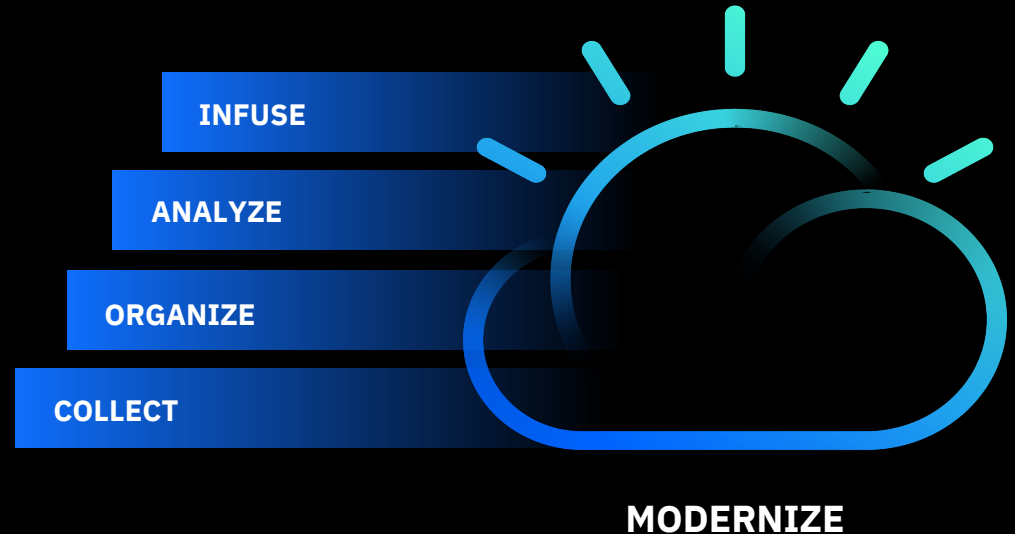
Climb the AI Ladder to achieve digital transformation

Predict and shape
future outcomes

Empower people to
do higher value work

Automate decisions,
processes, experiences

One Platform, Any Cloud



IBM Public Cloud for financial services



Bank of America



**IBM Public Cloud
Platform with **Security,**
Compliance and
Resilience at its core**



smart is open



open is smart