

IBS IT Compass  
Sofia, 26<sup>th</sup> November 2019



# IBM Cloud Paks

## Accelerating Innovation & Insight

10S	Ops Engineers
100S	of Microservices
1,000S	of Daily Production Changes
10,000%	Share Price growth 2009-2018
100,000S	of Customer Interactions / Second
1,000,000S	of Eastern European customers
10,000,000S	of European customers
100,000,000S	of WW customers
1,000,000,000S	of time-series metrics / Minute
10,000,000,000S	of hours streamed per Quarter





Born on the Cloud



Restlessly reinventing



Pioneered Microservices



Pioneered DevOps (without “doing DevOps”)



Created Chaos Engineering



Built on Open Source

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# Cloud

-2018 Season 1

## Episode 1: “Someone Else’s Computer”

Everyone gets excited about possible cost reductions, but are they really creating value?

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Creators: CAPEX-2-OPEX

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# Cloud

-2018 Season 1

## Episode 5: “Mixed Models”

94% of organisations run applications on premise and in the public cloud

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Creators: Data Security



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# Cloud

-2018 Season 1

## Episode 7: “Multiple Clouds”

67% of enterprises use more than one public cloud, many use 5 or 6

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Creators: Shadow IT



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# Cloud

-2018 Season 1

## Episode 10: “A Long Way to Go”

Only 20% of applications have been migrated to date ...and they were the easy ones

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Creators: Lift & Shift



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# Cloud

**-2018   Season 1**

## Episode 13: “Lock in”

In this exciting Season Finale, organisations discover they can't move their workload between clouds

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Creators: Proprietary Technologies



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# Cloud

2019- Season 2

## Preview: “The Open Hybrid Multicloud”

- Cloud Native & Open Source
- Build once, deploy anywhere
- Rapid, insight driven, innovation
- Secure, reliable and consistently governed
- Accelerated value

PLAY PREVIEW

SUBSCRIBE

Creators: The Open Source Community



Season 2

# Five principles define our approach to Cloud ~~Chapter 2~~

## Hybrid

Enable enterprises to work across public, private, and traditional environments.

## Multicloud

Manage other vendors' clouds, acknowledging the reality that client environments are heterogeneous.

## Open

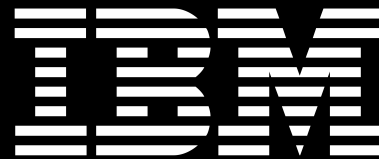
Build capabilities that are open by design, enabling rapid innovation & reducing vendor lock-in.

## Secure

Provide reliability and continuous security for the client's environment.

## Management

Offer consistent service level support, logging, management and delivery across the cloud environment.





# Accelerating the journey requires clients to...

## Move

Migrate and/or  
modernise  
applications and data

## Build

Build innovative  
and insightful  
applications and  
experiences

## Manage

Manage, govern and  
optimise hybrid  
multicloud environments

# ...and iterate

# Why modernise apps?



# Why modernise data?

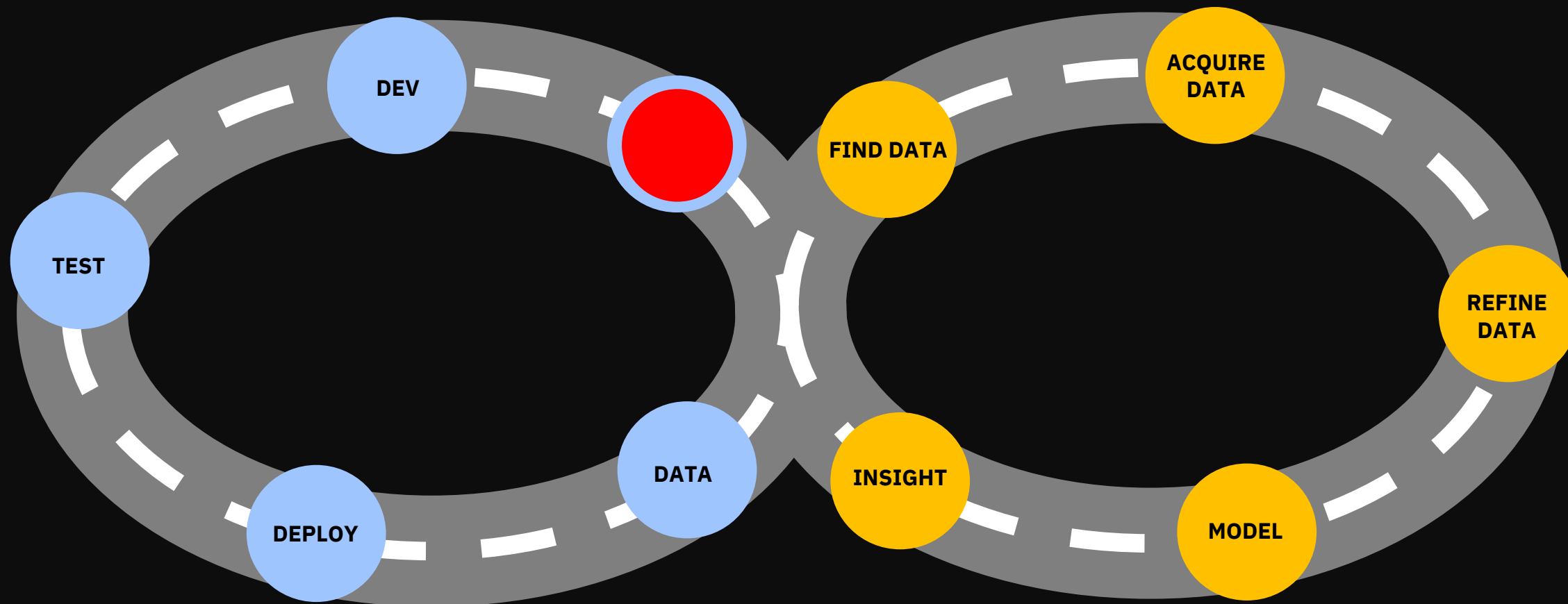
“Data is the new oil. It’s valuable, but if unrefined it cannot really be used. It has to be changed ... to create a valuable entity that drives profitable activity”

*Clive Humby, 2006*

# Why modernise data?

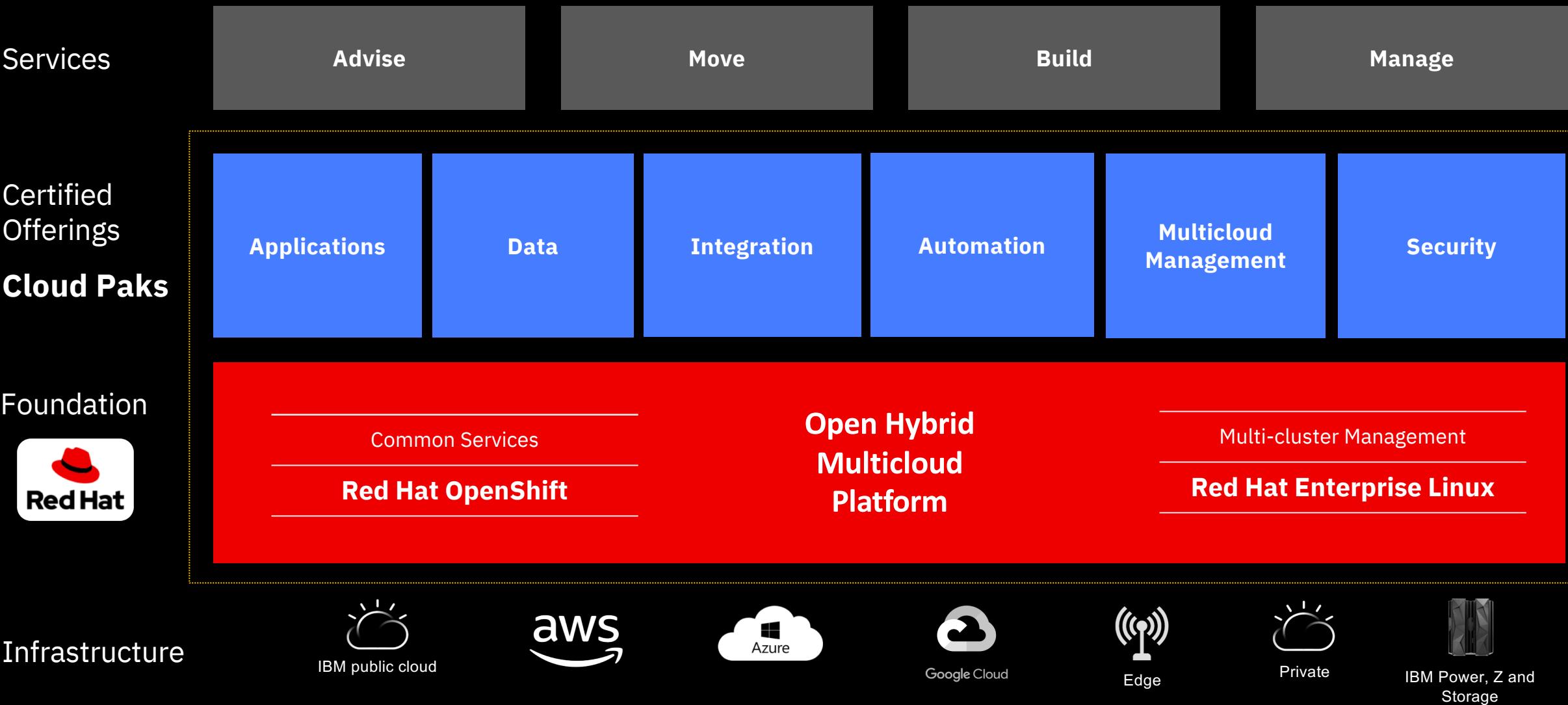


# How to accelerate transformation?



**Rapid, insight driven, innovation at scale**  
with in-built security and reliability

# Next Generation **Open Hybrid Multicloud Platform**



# Cloud Paks – Enterprise-ready cloud software

*A faster, more secure way to move your core business applications to any cloud through enterprise-ready containerised software solutions*

## IBM containerized software

Packaged with Open Source components, pre-integrated with the common operational services, and secure by design



## Container platform and operational services

Logging, monitoring, security, identity access management



- Complete yet simple
- Easy to consume
- Flexible licensing
- IBM certified
- Run anywhere



# Cloud Paks – Pre-integrated for cloud use cases

*Reduce dev time  
up to 84%\**

*Make data ready  
for AI in days*

*Eliminate 33%  
of integration cost*

*Reduce manual  
processes up to  
80%\**

*Reduce IT op  
expense by up to  
75%\**

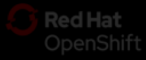
*Resolve security  
incidents  
8x faster\**

## Cloud Pak for Applications



*Build, modernize, run  
applications*

Container platform and operational services



## Cloud Pak for Data

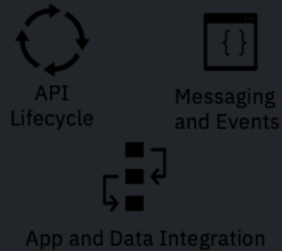


*Predict outcomes,  
automate data tasks*

Container platform and operational services



## Cloud Pak for Integration

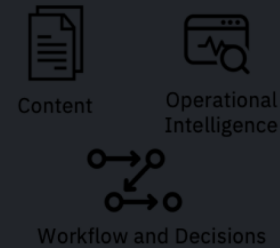


*Move and integrate*

Container platform and operational services



## Cloud Pak for Automation



*Automate work*

Container platform and operational services



## Cloud Pak for Multicloud Management



*Manage hybrid  
environments*

Container platform and operational services

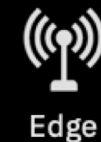


## Cloud Pak for Security



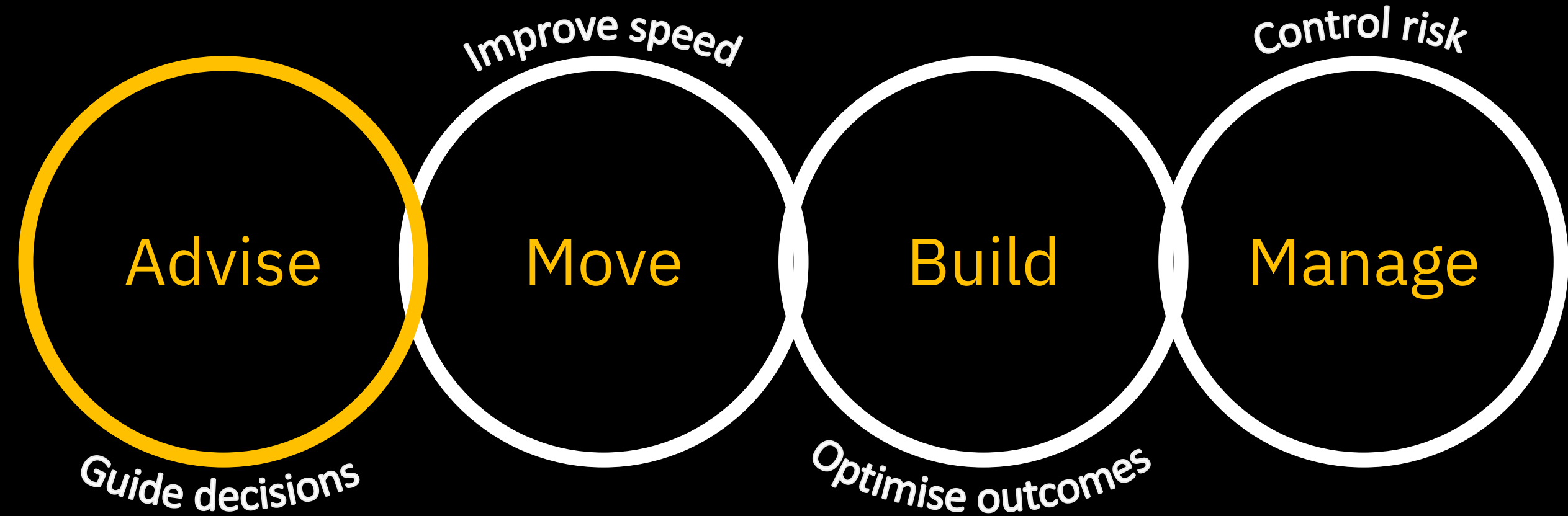
*Secure the Multicloud*

Container platform and operational services





To ensure success, clients require a skilled & trusted partner





# Thank you

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