Welcome to a new era of IBM - retaining a history rich in experience and paving the way for new business in the digital age.

- **Leading Edge Innovations and Solutions to Transform Your Business**
- **Globally Recognized Capabilities to Drive Your Success**
- **Full Suite of Services to Fulfill Your Needs**
- **Strong Relationships to Support Your Goals**
IBM Global Business Services (GBS) Microsoft Practice

Microsoft Practice’s substantial range across multiple geographies

IBM’s Microsoft Global Practice Capabilities

<table>
<thead>
<tr>
<th>Deep Pool of Microsoft Resources</th>
<th>Gold Partner with Microsoft</th>
<th>Deep Microsoft Consulting Experience</th>
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</thead>
<tbody>
<tr>
<td>4,600+ Resources</td>
<td>✓ Gold in Cloud CRM</td>
<td>75% Certified</td>
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<tr>
<td></td>
<td>✓ Cloud Platform</td>
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<td>✓ Communications</td>
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<td></td>
<td>✓ Data Platform</td>
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Additional 33,000 SAP Resources

Presence in all Major Geographies

- Canada
- United States
- Middle East
- Middle East Africa
- Australia
- New Zealand
- Ireland
- Benelux
- France
- CEE
- Spain
- DACH
- ASEAN
- Japan
- India
- GCG

IBM’s Microsoft Center of Competencies

- Strong MS Alliance
- Multiple Resource Channels
- Develop & Market Solutions
- Technology Showcase / PoC
- Competency Development
- Implementation/Accelerator Kits
Why IBM for Microsoft Services?

Strategic alignment with Microsoft

IBM & MS Alliances Mission: “Better Together”

We are dedicated to the success of our clients by combining the best of our products and services. We create and jointly go to market with innovative solutions where we serve our clients better as a team than when we operate alone.

Microsoft Gold Certified Partner

Responsible for:
- managing end to end relationship
- new initiative development
- In market partnering and “go to market” alignment

Reciprocal investment from Microsoft

...with optimal blend of skills, experience and technologies for successful solution deployment
Azure Platform solutions covers business scenarios

**DevOps**
- MS Visual Studio Team System integrated with Team Foundation Server for Collaborative Development, Configuration Management and Build Management
- MS Team Foundation Server, Package Deployer, MS Life Cycle Services, Powershell scripting for Release Management and Automated Deployment
- MS Application Insights for Application Monitoring and Exception Management

**Big Data and Analytics**
- Fully managed cloud data store designed for analytics
- Cortana Intelligence Suite comprising of Data Factory, Data Lake Store, SQL Data Warehouse, Data Lake Analytics, HDInsight, Cognitive Services, Cortana and PowerBI
- Enterprise grade security, compliance and management, availability and reliability
- 100% open source Apache Hadoop harnessing .NET or Java to develop customer extension

**Internet of Things (IoT)**
- High scale data ingestion via Event Hub.
- High scale stream processing via Stream Analytics (or HDInsight /Storm)
- Storage for cold-path analytics and processing for hot-path analytics
- Cloud-scale telemetry ingestion from websites, apps, and devices
- Compatible with more than a million publishers supporting HTTP, AMQP and MQTT
- Real-time analytics for Internet of Things solutions
- Mission critical reliability, performance and predictable results

**Disaster Recovery**
- Azure Site recovery to protect and safe guard customer applications
- Automated VM protection, replication and remote health monitoring
- Customizable recovery plans and no impact on recovery plan testing
- Support for heterogenous environments
- Orchestrated recovery of tiered applications
- Compliance assurance without impacting production

**Machine Learning**
- Web based UI accessible from different browse
- Share & Collaborate with any other ML Workspace
- Drag and drop visual design and development
- Extend with OSS R and Python Scripts
- Deploy, Publish and Scale rapidly via APIs