

IBM Power Systems Hybrid Multicloud Strategy

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Cloud has reset expectations

Self-service user experience, from anywhere

Pay as you go for what you use

Rapid access to resources – compute, storage, GPUs, network bandwidth

Deploy and scale apps rapidly – on demand

Simplified management and operations

Continuous software, infrastructure innovation

Cloud is a capability and not a place



94% of organizations are using a mix of public and private clouds and are embracing a multicloud strategy

What is hybrid multicloud?

Hybrid Cloud

A hybrid cloud is a computing environment that **combines a private cloud and a public cloud** by allowing **applications and data to be shared** between them.

Multicloud

Multicloud is a cloud approach made up of **more than one cloud service**, from **more than one cloud vendor**—**public or private**.

Hybrid Multicloud = Hybrid Cloud + Multicloud

A hybrid multicloud combines a private cloud, a public cloud and more than one cloud service, from more than one cloud vendor.

IT teams worldwide are exploring where their POWER solutions fit into today's multcloud world



...IBM provides **flexible ready-for-the-enterprise cloud solutions** to realize your organization's goals

Enterprises want or need to...

Simplify Infrastructure Management & Automation

simplify operations of their IT infrastructure

provision apps with ease and simplicity

run IBM i or AIX apps on systems managed elsewhere

get out of managing all the infrastructure

create a more "automated" environment

Deliver a "Cloud Experience" to the Business & Increase Agility

apply internal charge metrics for server usage

convert existing apps on AIX/IBM i to Linux

create a self-service cloud experience within the data center

manage multiple clouds in a unified manner

deploy multi-arch apps in a repeatable, continuous DevOps model, but don't know where to start

understand the benefits of running a heterogeneous cloud infrastructure... and implement it!

Provide an Innovation Fabric for the Business

use as much open source software as possible

leverage AI technology to create next-gen innovation

understand the POWER relationship with ecosystem partners like VMware and Red Hat and how they can use the technologies

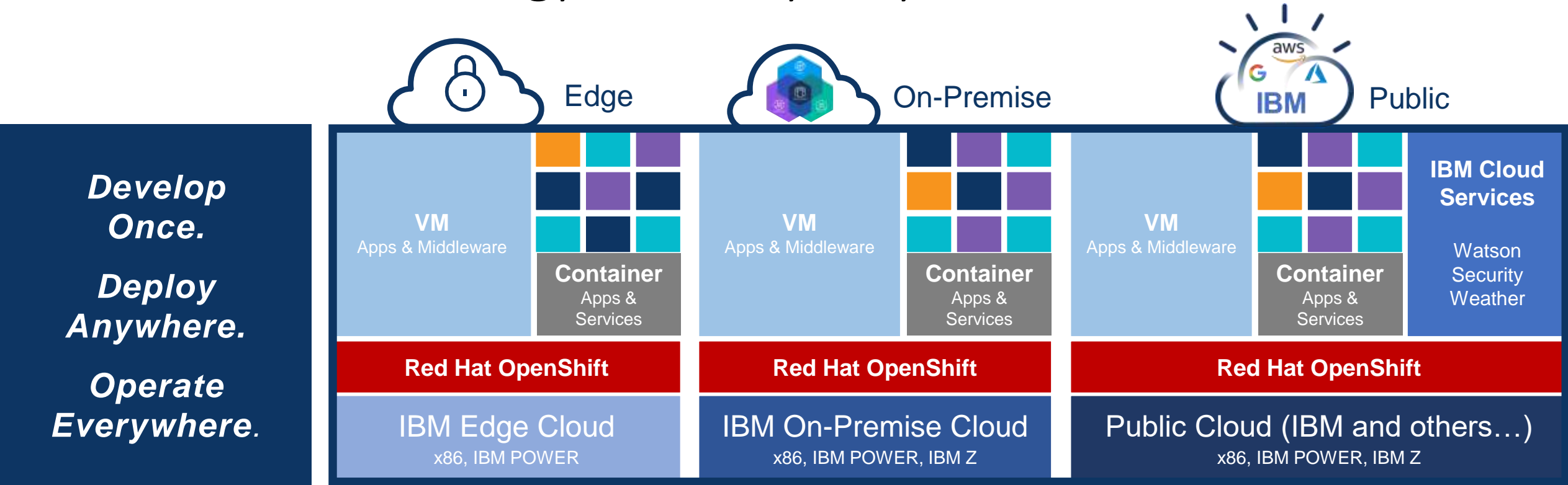
modernize existing apps to microservices & new software technologies

understand how to build an effective multicloud strategy that leverages all of their investments

build new applications using the latest software approaches

On Premises (Private Cloud), Off Premises (Public Cloud) or Both (Hybrid Cloud)

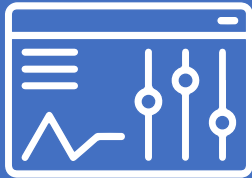
IBM Cloud Strategy for today's Hybrid Multicloud World




Develop Once.
Deploy Anywhere.
Operate Everywhere.

Enterprise Grade Infrastructure – *Runs all your apps*
 Built from Open Source – *No technology lock-in*
 Reliable, Extensible, Scalable – *Grows with you*
 Multicloud enabled – *Goes anywhere you need*

IBM Multicloud Manager

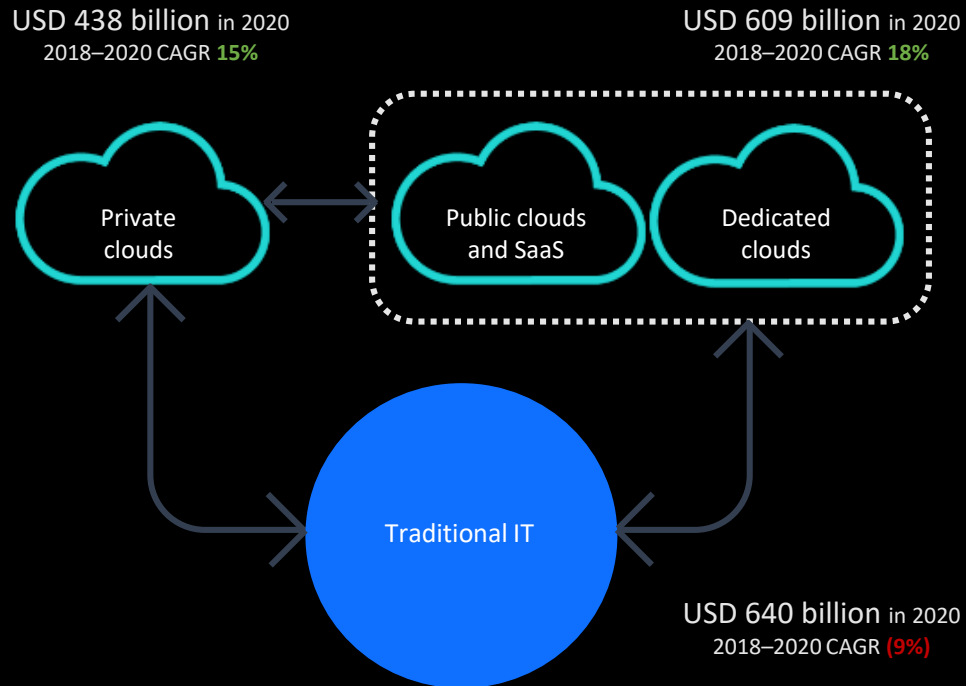


Single dashboard to manage all of your clusters—in your data center, in a public cloud or at the edge



...etc.

Hybrid multicloud has arrived



A real-world look at multicloud

94% Share of enterprises using a mix of cloud models


67% Share of enterprises using more than one public cloud provider

 Movement between clouds

73% priority concern

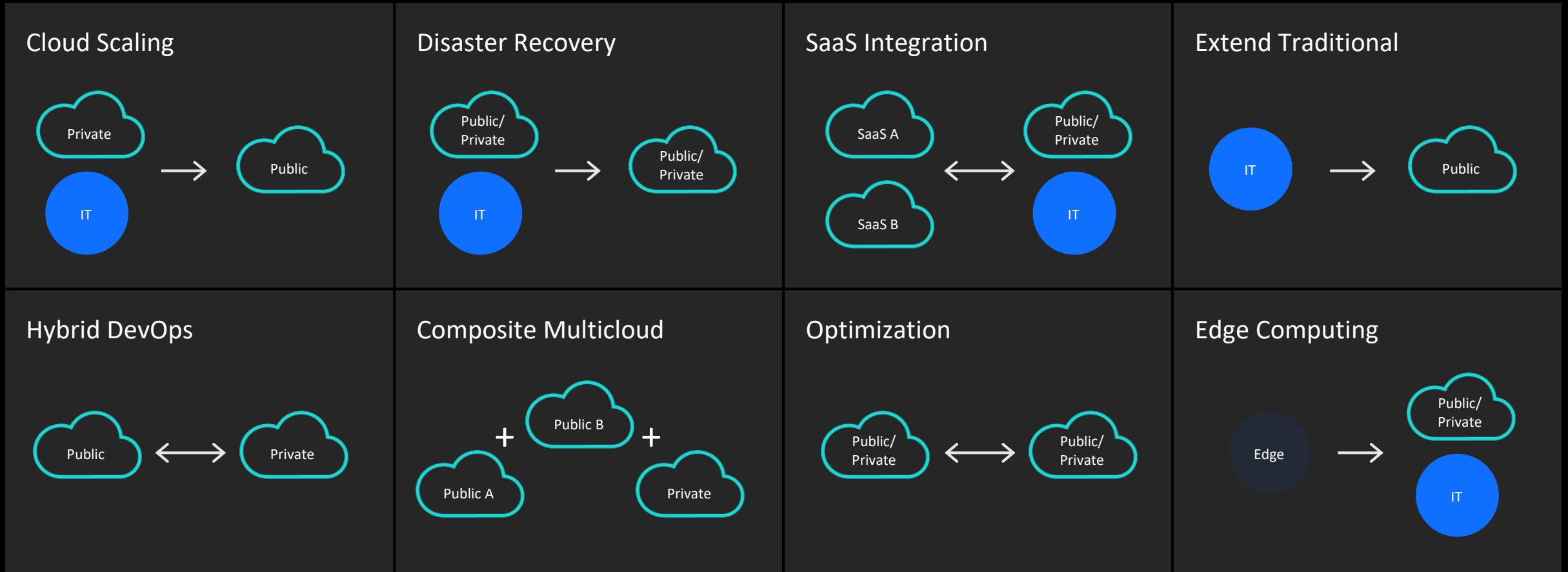
 Connectivity between clouds

82% priority concern

 Consistency of management

67% priority concern

The number of hybrid use cases continues to grow



The next phase...

Modernize once.
Innovate anywhere.

Hybrid multicloud

- Open standards liberate apps and developers
- Open source ecosystems' speed and innovation
- Secure, open access to data and AI for new insights



IBM and Red Hat Partnership



Red Hat



IBM and Red Hat – Partners for 20 Years



For over 20 years, IBM and Red Hat have collaborated with the Open Source community to drive innovation and power businesses around the world.



Together, IBM and Red Hat will support our clients with forward-thinking, flexible, cloud-ready infrastructure solutions – **optimized for Power Systems.**

Linux in the Foundation for Open: Red Hat is the Leader

54%

of public cloud
apps run on Linux

#1

most used platform for
development today

79%

of container hosts
are Linux

71%

paid market share is Red Hat Enterprise Linux

#2

contributor to Kubernetes Open Source



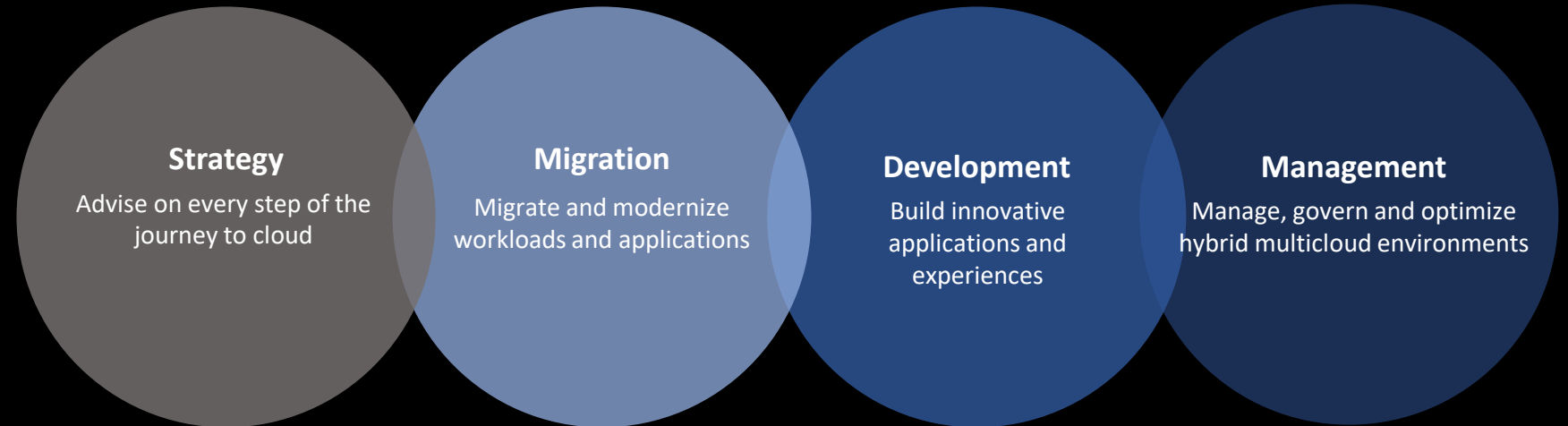
Expertise – Industry, Cloud, Security, Data and AI

Improve speed
using proven methods

Manage risk
security & compliance

Optimize outcomes with industry
solutions

IBM & Red Hat offer proven methods at each step of the cloud journey



Cloud

- 90,000 experts
- 20-year promise to open source
- 100,000 migrations
- 38 global studios

Security

- Security built in
- 60 billion security events managed every day

Data

- 20,000 data scientists, developers and consultants

Industry

- Depth in 20 industries
- \$6 billion spent in R&D each year
- Patent leader for 26 consecutive years

Five Principles Define Our Approach to Cloud

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 client flexibility and 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.



Performance, IBM and Red Hat

Performance is an IBM Platinum Business Partner and a Red Hat Premier Partner

Performance brings IBM and Red Hat technologies together in the areas of Hardware, Software and Services

- Technical expertise and knowledge in core technological areas
- Extensive common clientele including NBG, Eurobank, Piraeus Bank, Bank of Greece, SIA s.p.a. (ex. First Data Hellas), FORTHNET, Vodafone, Public Power Corporation, HEDNO...
- “Most Innovative Client Experience on Z-Systems” award in IBM Think 2017 in Las Vegas for the “Database Consolidation Project” in Eurobank hosted in Linux Red Hat on IBM z-System



We can help you start
your Journey to Hybrid
Multicloud today...

