

WHY IBM & VMware?



Extensive VMware expertise among IBM professionals

Combine IBM's vast services resources with VMware's flexible next-generation technology to seamlessly optimize, protect and mobilize your IT infrastructure



Unmatched global scale

Work with the world's largest IT services company combined with the world's largest virtualization technology company



End-to-end expertise

Stay ahead of your competition with an agile and efficient software-defined enterprise powered by market-leading technologies



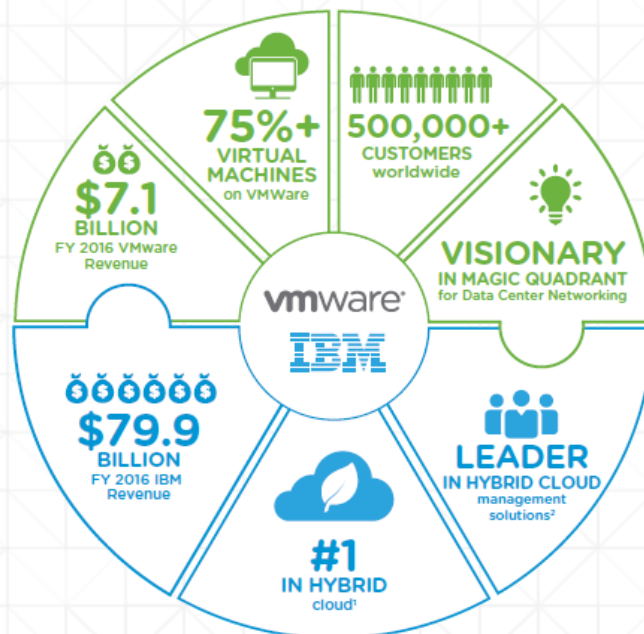
Business transformation opportunities

A shared vision and commitment to enable business transformation through 'C-suite' conversations and capabilities



Leading-edge technology with lower TCO

Customers gain the cost-saving benefit of IBM Service's discount on VMware technologies without compromising service quality



Source: Technology Business Research, Inc. (TBR)

Source: Forrester Wave report



IBM/VMware JOINT SOLUTIONS



IBM Cloud



AppDefense with IBM QRadar



Network Virtualization



Mobility Solutions

OUR JOINT WINS*

AUTOMOTIVE AND MFG

30 days

Time to expand and deploy applications in production

FINANCIAL SERVICES

90%

Reduction in development time for new applications

TECHNOLOGY

20,000

Virtual machines relocated within 4 months

MEDIA AND ADVERTISING

8

Regional hubs consolidated

*The results represented in the wins below are for specific customer situations and are not representative of vertical or generic customer situations. Results will vary based on specific situation and environment for customers.