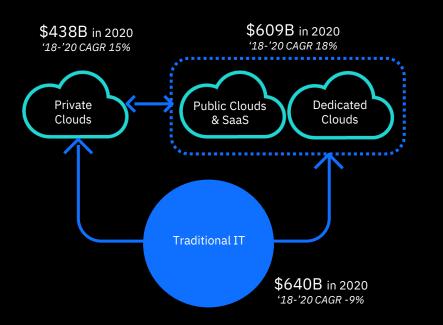
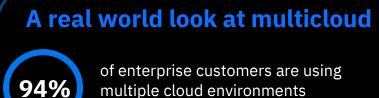


## Today's hybrid multicloud reality presents new opportunities for clients, as well as new challenges





multiple cloud environments (public and/or private)



of enterprise customers are using more than one public cloud provider

(expected to remain constant or increase by 2022)



between clouds

73%

priority concern

Connectivity between clouds

82%

priority concern



Consistency of management

priority concern

## IBM provides a choice of cloud adoption models



**Choice with consistency** 



**Hybrid integration** 



**DevOps productivity** 



Powerful, accessible data and analytics



**Cognitive solutions** 



**PUBLIC** 

Maximize on cloud agility and economics



**DEDICATED** 

Public cloud benefits, with dedicated infrastructure



PRIVATE

Behind the firewall for the most demanding workloads

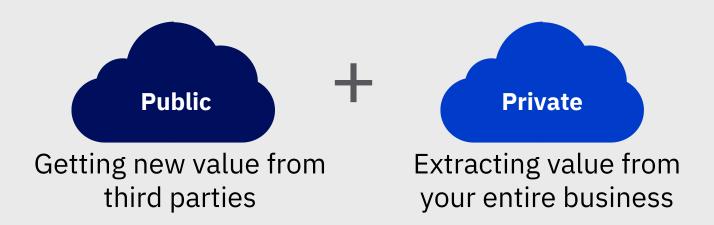
#### **Seamless Experience**

Regardless of which combination you choose, you get a single, seamless experience.

IBM Cloud/ © 2018 IBM Corporation

## Multi-cloud is the key to organizational agility

8 out of 10 committing to Multi-Cloud 71% use 3 or more clouds



# 77%

of containers are managed by Kubernetes

Organizations saved upwards of **70%** on dev/test costs, **40%** on production costs, while operating on **80%** fewer servers



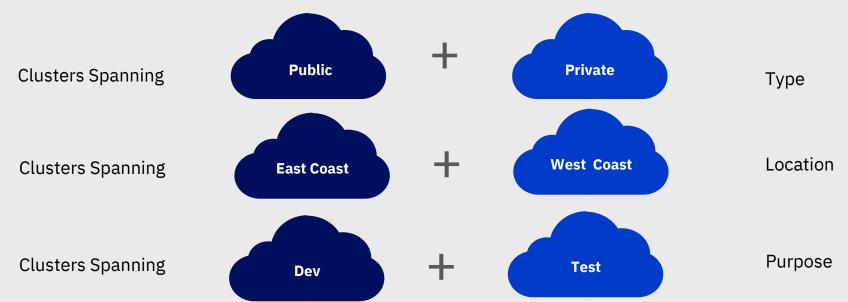


# 200%

Increase in Kubernetes adoption since 2017

## Organizations are deploying multiple clusters

9 out of 10 enterprises adopting Kubernetes have already deployed multiple clusters



IBM Cloud / © 2018 IBM Corporation

/

## Emphasis has been on simple migration and innovation...

#### **Unforeseen challenge**

Increased TCO / lock-in from lift & shift

#### **Driver**

**Lower Capex** 

## Migrate

Lift & shift applications and workloads

## #1 Priority for enterprise digital transformation

Modernize existing applications

#### **Outcomes**

Greater business agility Access to data for insights

#### Modernize

Update using containers and microservices

#### **Unforeseen challenge**

Integration, security, governance challenges

#### Driver

Building with new tech

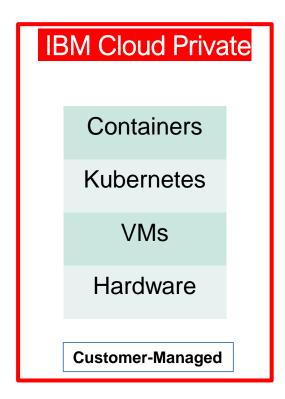
#### **Innovate**

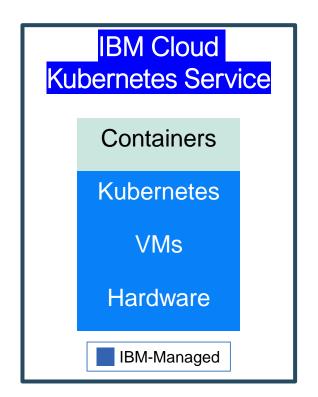
Build new cloud native applications

## Manage

Integrate and manage, multicloud

## IBM solutions based on Kubernetes





## **IBM Cloud Kubernetes Service**

A certified, managed Kubernetes service

Built-in **security and isolation** to enable rapid delivery of apps.

Available in six IBM regions WW, including **40+ datacenters**.

Fully **dedicated, single tenant clusters** deployed within customer account and network

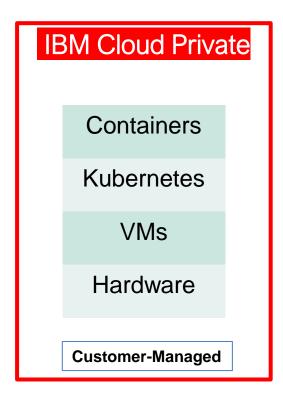
Seamless integration with IBM Cloud services

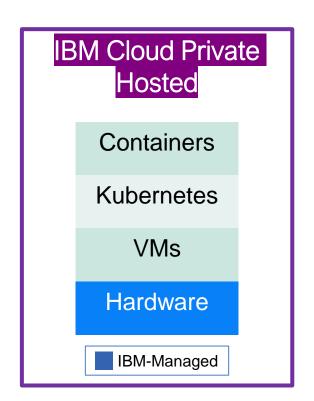
Portability with native Kubernetes experience and full API support

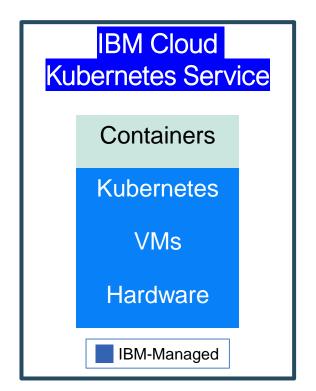


IBM Cloud / © 2018 IBM Corporation

## IBM solutions based on Kubernetes







## **IBM Cloud Private Hosted**

#### IBM Cloud Private Hosted

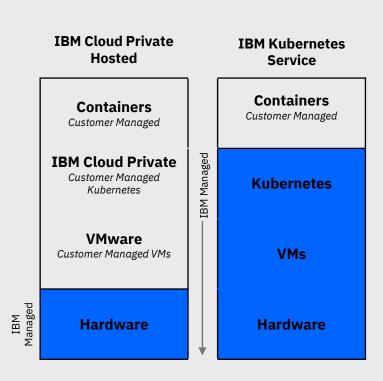
Customer manages everything from VMWare up to the containers and applications, enabling:

- Control over the full environment lifecycle
- Consistency with ICP and VMWare on-prem
- BYOL of PVU-based entitlements

#### **IBM Kubernetes Service**

Customer manages *JUST* the containers; everything below the container level is managed by IBM enabling

- IBM handles most of the environment lifecycle;
   customer just worries about the containers
- No worrying about set up, installation, patches or configuration of the environment



## IBM Cloud Private Solution Overview



#### **Enterprise Content Catalog**

Open Source and IBM Middleware, Data, Analytics, and AI Software





#### **Core Operational Services**

Log Management, Monitoring, Metering, Security, Alerting





## **Kubernetes Container Orchestration Platform**



Choose your infrastructure:























#### **Strategic Value:**

Reduced infrastructure, license, and maintenance costs

Self-service catalog

Agility, scalability, and elasticity

Self-healing

Enterprise security

No vendor lock-in

## IBM Cloud Private Editions

## Community

#### **Platform**

- Kubernetes (+ Helm)
- Core services
- Content catalog (Containers)

Freely Available in Docker Hub

#### **Cloud Native**

#### **Platform**

- Kubernetes (+ Helm)
- Core services
- Content catalog (Containers)

#### **Cloud Foundry (Optional)**

#### **IBM Enterprise Software**

- Microclimate
- WebSphere Liberty
- IBM SDK for node.js
- Cloud Automation Manager

## **Enterprise**

#### **Platform**

- Kubernetes (+Helm)
- Core services
- Content catalog (Containers)

#### **Cloud Foundry (Optional)**

#### IBM Enterprise Software

Cloud Native Edition, plus:

- + WAS ND
- + MQ Advanced
- + API Connect Professional

## **Enterprise Content Catalog**



#### **Toolchain & Runtimes**

IBM UrbanCode Deploy

Microclimate

Jenkins (open source)

IBM WebSphere Liberty (MicroProfile, Web Profile, JEE Profile)

Open Liberty (open source)

Node.is runtime (open source)

Swift runtime (open source)

Reactive Platform (open source)

Nginx (open source)

IBM WAS for ICP VM Quickstarter Community

ed.

IBM WAS for ICP VM Quickstarter (Supported with ICP)

#### **Integration**

**IBM Integration Bus** 

IBM Integration Bus for Developers

IBM DataPower Gateway Virtual Edition

IBM DataPower Gateway for Developers

IBM API Connect Professional

**IBM API Connect Enterprise** 

IBM AppConnect Enterprise Developer Edition

IBM AppConnect Enterprise 11.0.0

IBM Aspera CLI Client

#### **App Modernization Tooling**

**IBM Transformation Advisor** 

#### **Multi-cloud Management**

IBM Cloud Automation Manager

IBM Cloud Cost and Asset Management

#### Messaging

IBM MO Advanced 9.0 and 9.1

IBM MQ Advanced for Developers

Rabbit MO (open source)

IBM Event Streams for Developers (Based on Apache Kafka)

IBM Event Streams (Based on Apache Kafka)

#### **Digital Business Automation**

IBM Operational Decision Manager

IBM Operational Decision Manager for Developers

IBM FileNet Content Manager 5.5

IBM Content Foundation 5.5

#### IoT

IBM IoT MessageSite Developer Edition

#### **Blockchain**

IBM Blockchain Platform Remote Peer Beta

#### Management

IBM Netcool Operations Insight

IBM Netcool - integration (Probe for ICP Services – Logging events & Monitoring alerts)

IBM Netcool – integration with Omnibus

IBM Cloud App Management 2018.2.0

IBM Netcool - integration (Probe to manage ICP Events) (Sold with IBM Netcool Insights product)

IBM Cloud Event Management for IBM Cloud

Private (free and commercially supported versions)
IBM Operations Analytics Predictive Insights

Mediation Pack (Manage ICP monitoring metrics)
(ILAN Licensed for discovery and fry from catalog)

IBM Operations Analytics Predictive Insights
Mediation Pack (Sold with Predictive Insights product)

IBM Workload Automation Agents for Developers

IBM Workload Automation Agents for Devel

## Enterprise Content Catalog (Continued)



#### **Data Science and Analytics**

IBM Data Science Experience Local

IBM Data Science Experience Developer Edition

IBM Watson Explorer Deep Analytics Edition

**IBM Power AI** 

IBM Power AI Vision

IBM Power AI Enterprise (with Spectrum Conductor with Spark and Deep Learning Impact)

#### Watson

IBM Watson Compare & Comply: Element Classification

IBM Watson Speech to Text: Customer Care IBM Watson Assistant for IBM Cloud Private

#### Mobile

IBM Mobile Foundation

#### Connectivity

IBM Voice Gateway Developer Trial IBM Voice Gateway

#### **Commerce and Customer Engagement**

- IBM WebSphere Commerce Professional
- IBM WebSphere Commerce Enterprise

#### **Data Services**

IBM Db2 Advanced Enterprise Server Edition

IBM Db2 Direct Advanced Edition

IBM Data Server Manager

IBM Db2 Dev-C

IBM Data Server Manager (for Db2 Dev-C)

MongoDB (open source)

PostreSQL (open source)

MariaDB (open source)

Galera clustering with MariaDB (open source)

Redis (open source)

#### **HPC / HPDA**

IBM Spectrum LSF Community Edition IBM Spectrum Conductor with Spark Evaluation Ed. IBM Spectrum Symphony Community Edition IBM Spectrum Symphony Advanced Edition

#### **Bring your own**

Add your own charts locally or community repositories

#### **Networking**

F5 BIGIP Controller (open source)
Calico BGP-Peer (open source)
strongSwan IPSec VPN (open source)

#### **Storage**

IBM PowerVC FlexVolume Driver (open source), (supported with PowerVC product)

GlusterFS Storage cluster with Heketi lifecycle management (open source)

Container Storage Interface (CSI) sample NFS driver (open source)

Rook Ceph Cluster (open source) Minio object storage (open source)

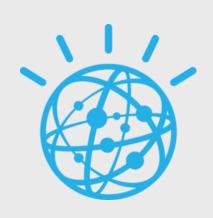
#### **Tooling**

Web Terminal (open source) Skydive – network analyzer (open source)

Catalog content is not distributed with IBM Cloud Private. Content is distributed separately, licensed under separate terms and conditions.

## Introducing Watson on IBM Cloud Private

Watson Speech to Text: Customer Care
Easily convert audio and voice into written text for
quick understanding of content.



Watson Assistant for IBM Cloud Private
Build virtual assistants that can support a single
user to supporting millions of conversations
across your organization

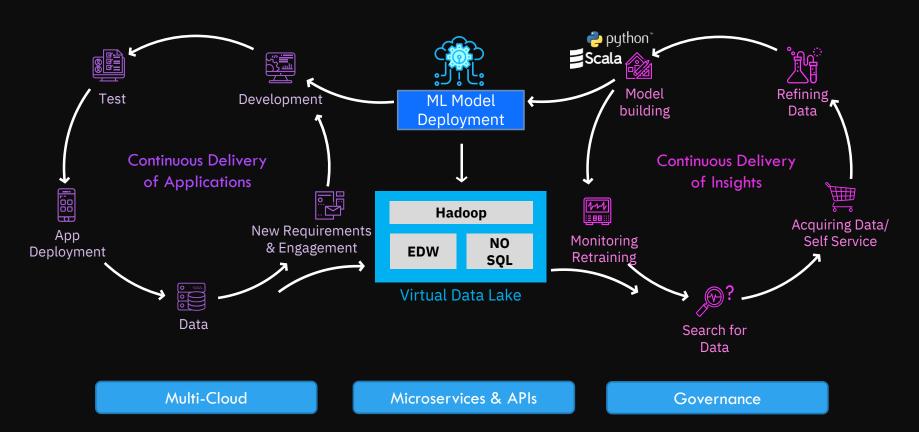
AI for the enterprise, deployed on the infrastructure of your choice

Classification

Apply semantic contract understanding and visual comparison techniques to streamline contract analysis

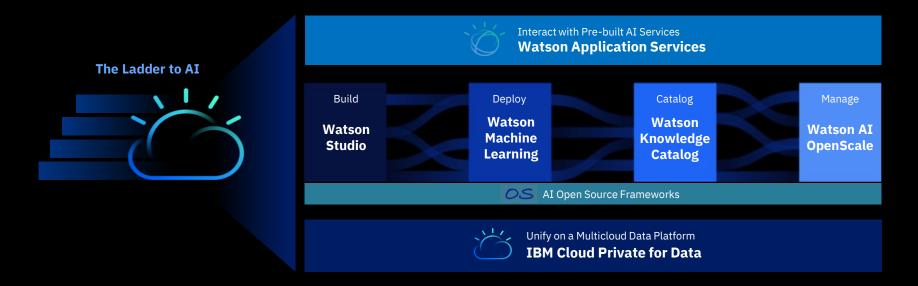
**Watson Compare and Comply: Element** 

## Delivering Insight Applications



## **IBM AI Portfolio**

Everything you need for Enterprise AI, on any cloud





## IBM AI on IBM Cloud Private for Data

Add-on **AT Services** 

#### Watson Studio/ML

Data Science Premium

Premium tools to design, build & deploy AI models



Optimization



Watson

Explorer





Streams Designer Watson AI OpenScale

Operational optimization services

**Watson Assistant** 

Conversational AI services

**Watson Discovery** 

■ Knowledge discovery AI services

**Watson APIs** 

■ Interactive AI services (e.g., speech)

**AI Digital Automation** 

AI-automated business processes

**Foundational AT Services** 



#### **AI Services**

Open Source frameworks to build, train and deploy Machine Learning models powered by Watson Studio and Machine Learning



R Studio











- o Machine learning learning
- Model build & deploy
- Model management
- Dashboards & reporting

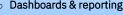












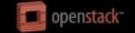
Data Collection Services

Data Organization Services

IBM Cloud Private









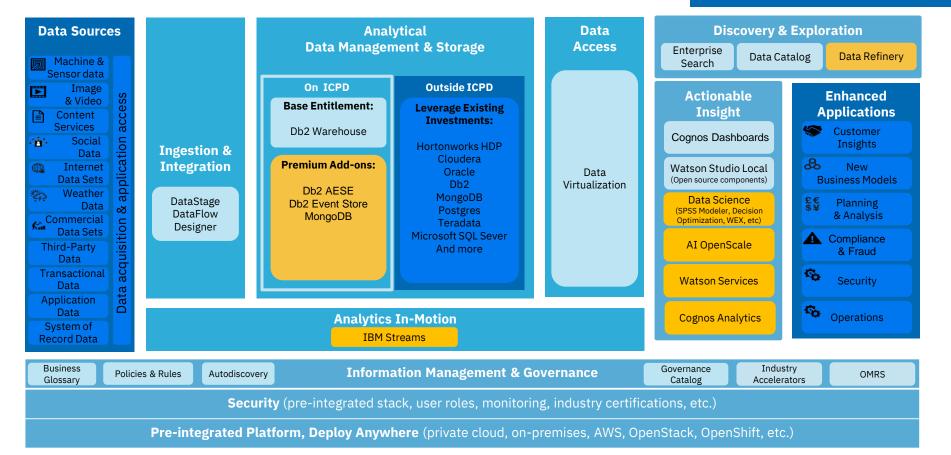


#### IBM Cloud Private for Data

IBM Cloud Private for Data (Base)

IBM Cloud Private for Data – Premium Add-ons

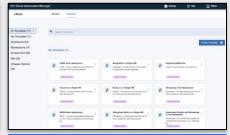
Customer Investments Outside ICPD



## Proven Solutions to Accelerate Modernization









#### **IBM Cloud Garage**

Best Practices

Reference Architectures

## Transformation Advisor

Assess and Plan
Prescriptive Guidance

## Cloud Automation Manager

Multi-Cloud Provisioning and management

#### **Microclimate**

End-to-End Development Experience

## IBM Cloud Garage

- Best Practices
- Prescriptive Guidance from Industry Experts
- Proven Methodology
- Reference Architectures

#### **IBM Cloud Garage**



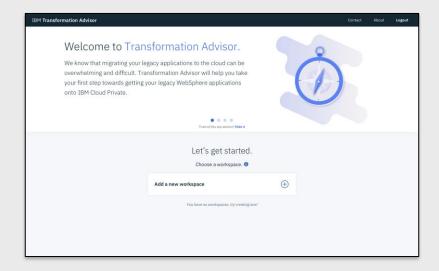
## **Garage Method**



## **Transformation Advisor**

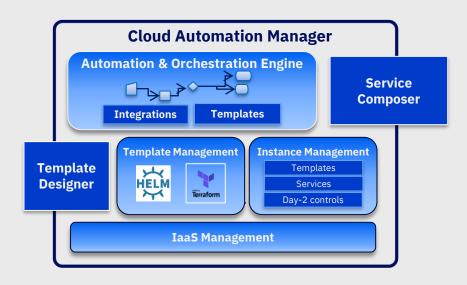
Transformation Advisor is a tool that **consumes information about your J2EE Applications.**These inputs are combined with rules and insights gained from years of working with WebSphere and WebSphere applications to provide recommendations for your cloud journey.

- Included and deployed on IBM Cloud Private
- Analyses your J2EE Applications for cloud readiness
- Provides recommendations for lift and shift to containers and cloud
- Automates containerization of applications



## IBM Cloud Automation Manager

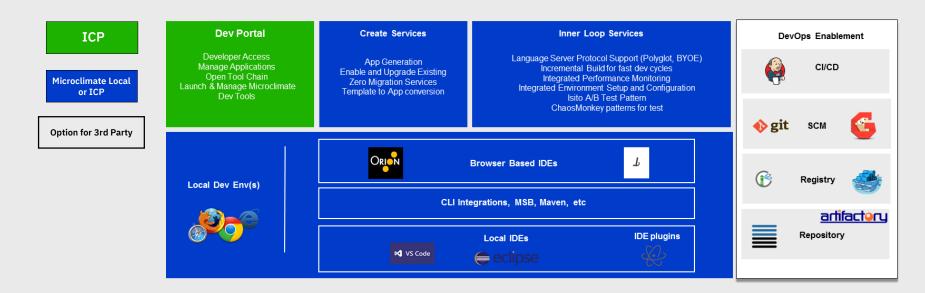
**IBM Cloud Automation Manager** is the anchor tenant of a modern cloud management solution architected to deliver application environments from idea into production with *efficiency, speed*, and *predictability* 



- Manage infrastructure as code consistently in all clouds to reduce errors and improve predictability
- Unified automation process that works consistently across all cloud environments: IBM, AWS, Google, Microsoft
- Standardize automation of cloud infrastructure and application stacks with a common automation framework

## **IBM Microclimate**

Microclimate is an **end to end development environment that lets you rapidly create, edit, and deploy applications.** Applications are run in **containers** from day one and can be delivered into production on **Kubernetes** through an automated DevOps pipeline using **Jenkins**. Microclimate can be installed locally or on **IBM Cloud Private**.



## **IBM Cloud Labs**

IBM Cloud Labs covers a broad spectrum of use cases helping you in each stage of your Cloud Adoption Journey

#### THINK

#### **Architect**

#### <u>Define your Private Cloud</u> <u>solution or use cases</u>

- Delivered as Architectural consultancy
- Identify requirements and architect solutions on IBM Cloud Private - App, Integration, and Platform architectures

#### **Business value**

- Define Kubernetes based architecture
- Lay a strong foundation for your cloud adoption journey

#### **TRANSFORM**

#### **Integrate & Manage**

#### <u>Deploy and Manage your</u> Private Cloud

- Delivered as Solution Initiation Workshop(s)
- ICP Ops Readiness to ensure Operations teams are ready to manage this solution
- IBM Hybrid Cloud Admin Bootcamp to enable the Ops teams

#### **Business value**

- Ready to use Private Cloud
- Transform operations, roles, processes and skills for cloud
- Manage the cloud instance using inhouse skills

#### **TRANSFORM**

#### Develop

## Build on cloud using the IBM Cloud Garage Method

- Get introduced to our approach to innovation
- Participate in IBM Design Thinking workshop to identify the 'low-risk, highvalue' solutions possible
- Build and deploy a cloudnative as a Minimum Viable Product.

#### **Business value**

- Validate hypothesis with user base
- Transform skills and apps to cloudnative
- Get your developers enabled on the IBM Cloud Garage Method

#### **THRIVE**

#### Modernize

## <u>Update middleware and</u> monolith applications

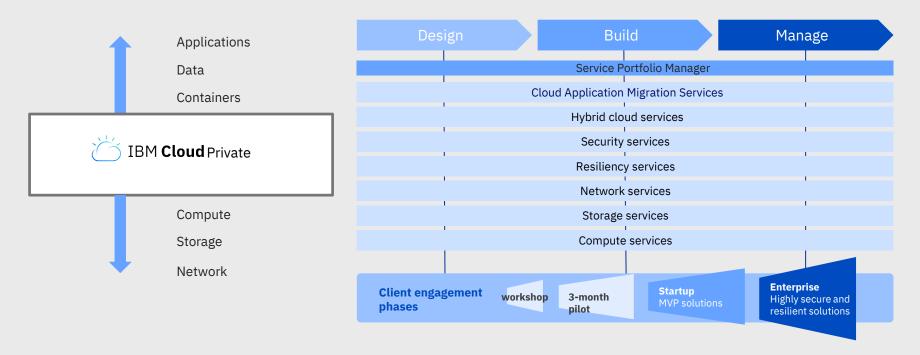
- Use the **Application Modernization offerings** to:
  - plan and classify candidates
  - move, refactor, or integrate requires deep skills and experience.

#### **Business value**

- Align your business priorities
- Take inventory of your applications
- Spend your modernization dollars wisely
- Build Transformation velocity

## IBM Services for Private Cloud (GTS)

End-to-end solutions for security-rich and resilient private cloud production infrastructure and workloads



For more information see <a href="https://www.ibm.com/us-en/marketplace/services-for-private-cloud">https://www.ibm.com/us-en/marketplace/services-for-private-cloud</a>