



IBM Technology

Annual meeting RSI

Customer Success Manager Team

2022



- 1 Value to Clients
- 2 Current Entitlements & Software Deployment Status
- 3 Current Activities
- 4 List of ideas
- 5 Agreed plan & next steps
- 6 Feedback

1**Value to Clients****2**

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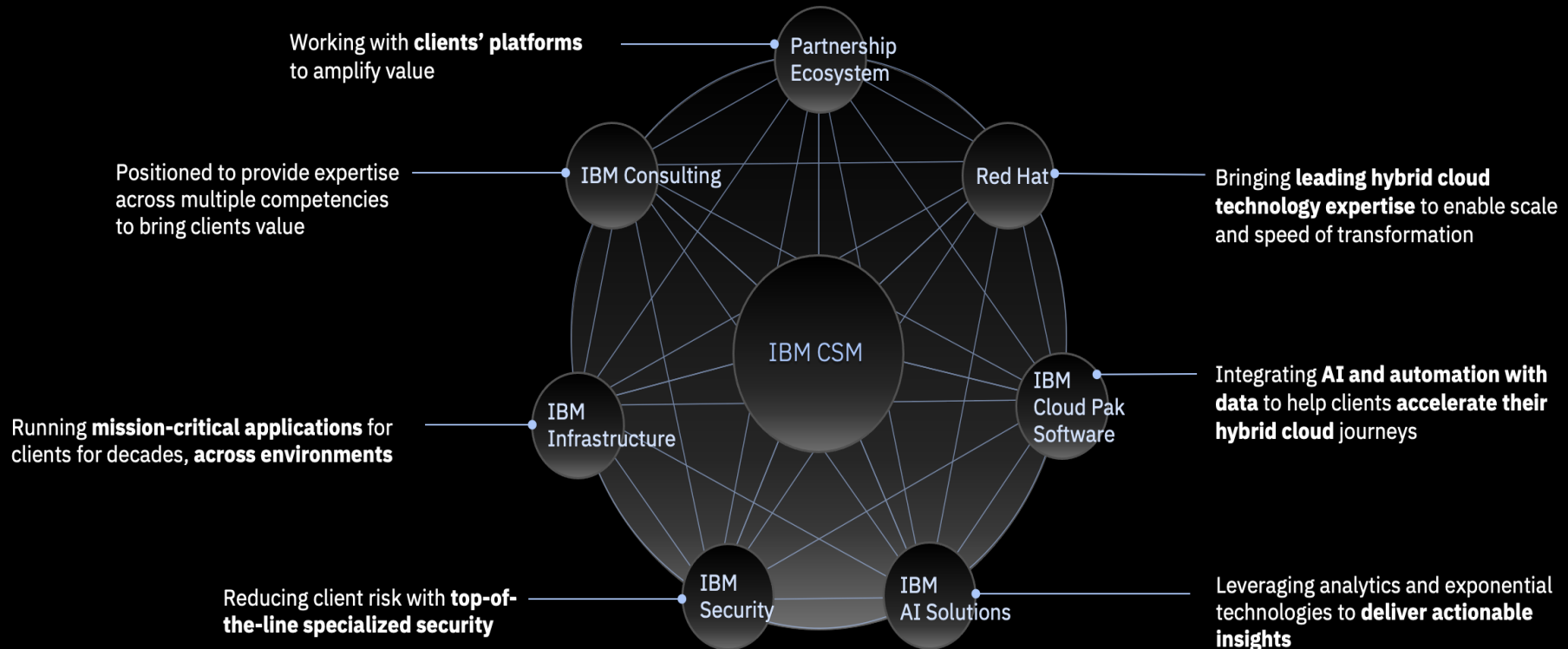
Agreed plan & next steps

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Value to Clients from One IBM. Customer Success Manager

Through leveraging the power of IBM technology and innovation, IBM CSM is uniquely positioned to provide expertise across multiple competencies to bring clients the best value for their investments



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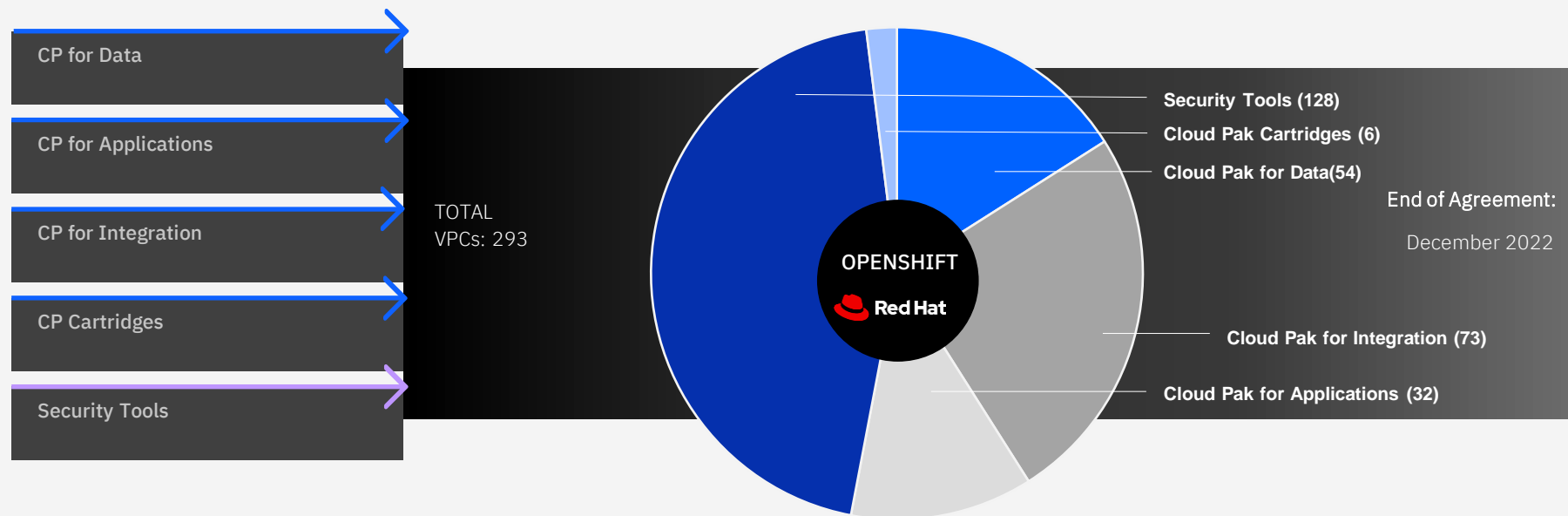
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Feedback

Current Entitlements

SW Entitlements Status

This slides shows the information about current IBM ELA Entitlements



Current

R S I

ENTITLEMENTS

TOTAL VPCs :

• 293

End of Agreement:

31 December, 2022

Security Tools (128)

- IBM Security Verify (100)
- IBM Security Qradar (28)

Cloud Pak for Data Cartridges (6)

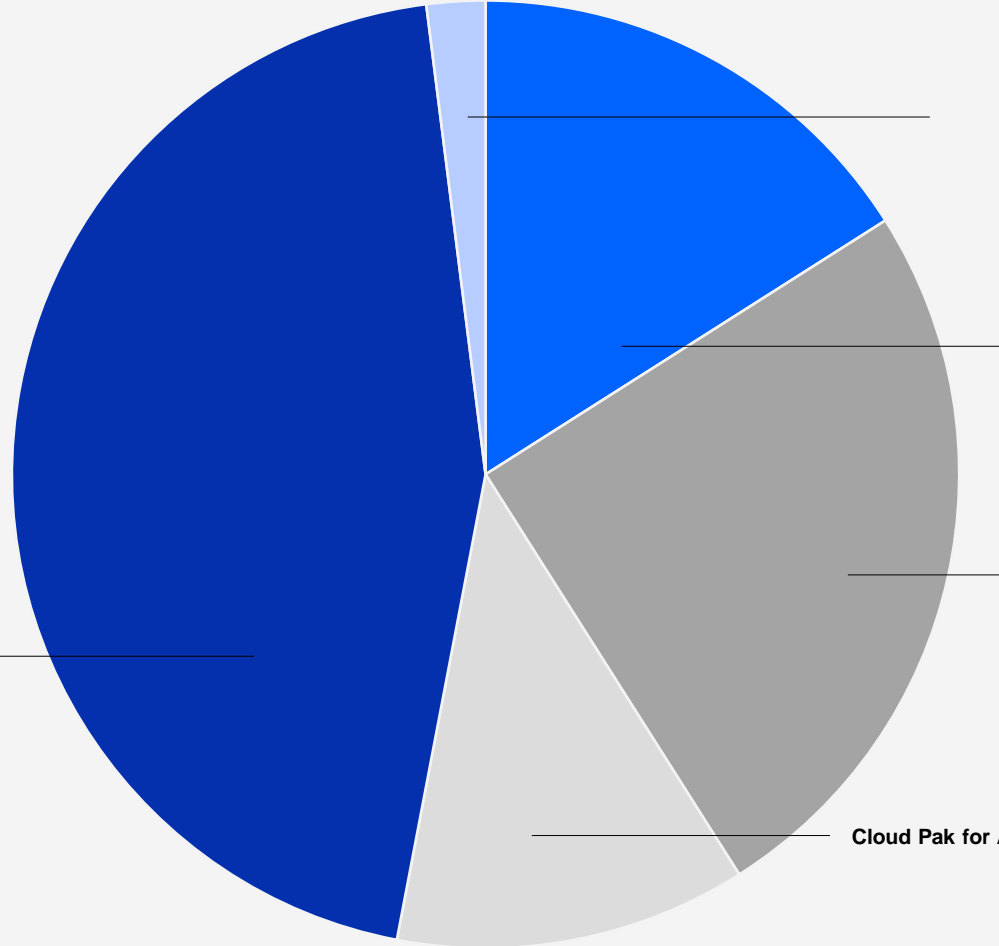
- IBM Cloud Pak for Data DataStage Enterprise Plus (6)

Cloud Pak for Data (54)

- IBM Cloud Pak for Data Enterprise Edition (34)
- IBM Db2 Advanced Edition Modernization (20)

Cloud Pak for Integration (73)

Cloud Pak for Applications (32)



Current Cloud Pak Deployment status

Cloud Pak	Component	Project Name	Licensed	Deployed (Estimated)
CP Integration	DataPower	DataPower	73 VPC/Unit	32 VPC/Unit (Point product)
CP Data Enterprise	Hybrid Data Management	Store transaction history of Z system	54 VPC/Unit	8 VPC/Unit (Point product)
CP Applications	OCP cores	Unrestricted OpenShift Container Platform	32 VPC/Unit	32 VPC/Unit (Register OCP)

VPC Deployment

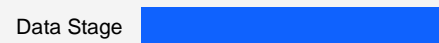
VPC Licensed vs VPC deployed
Usage summary per Cloud Pak
Component Entitlements

CLOUD PAK



■ Deployed ■ Available

CARTRIDGE



■ Deployed ■ Available

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New use cases

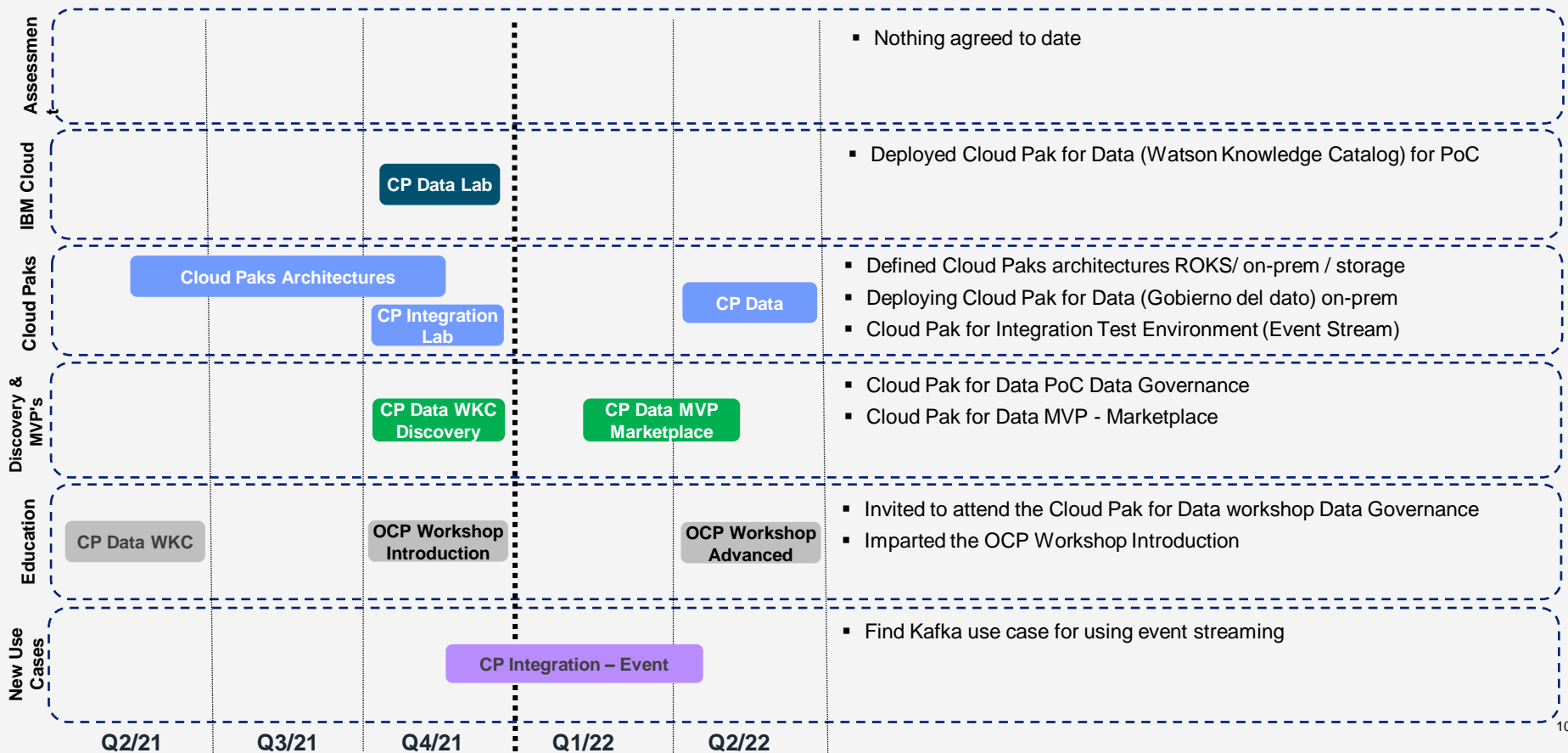
Initiatives IBM Cloud

Discovery initiatives and MVP

Assessment

Initiatives Cloud Paks

Education & Working sessions



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Area	Description	Use case, Initiative, MVP, Workshop, Assessment.	Status (**)	Sponsor
OPENSIFT	1. OCP Assessment	1. Assessment	1. I / A / S / N	
	2. OCP Workshop Advanced	2. Workshop	2. I / A / S / N	
DATA	1. Data Virtualization MVP *	1. MVP	1. I / A / S / N	

(**) Interested, Agreed, Scheduled, Not interested



Area	Description	Use case, Initiative , MVP, Workshop, Assessment.	Status (**)	Sponsor
INTEGRATION	<ol style="list-style-type: none"> 1. React to events as they take place through Event Streaming MVP 2. Solution Design & Architecture with Cloud Pak for Integration 	<ol style="list-style-type: none"> 1. MVP 2. Workshop 	1. I / A / S / N	
<hr/>				
Area	Description	Use case, Initiative , MVP, Workshop, Assessment.	Status (**)	Sponsor
BUSINESS AUTOMATION	<ol style="list-style-type: none"> 1. Cloud Pak for Business Automation (CP4BA) Onboarding - RPA 	<ol style="list-style-type: none"> 1. Workshop 	1. I / A / S / N	
<hr/>				

(**) Interested, Agreed, Scheduled, Not interested



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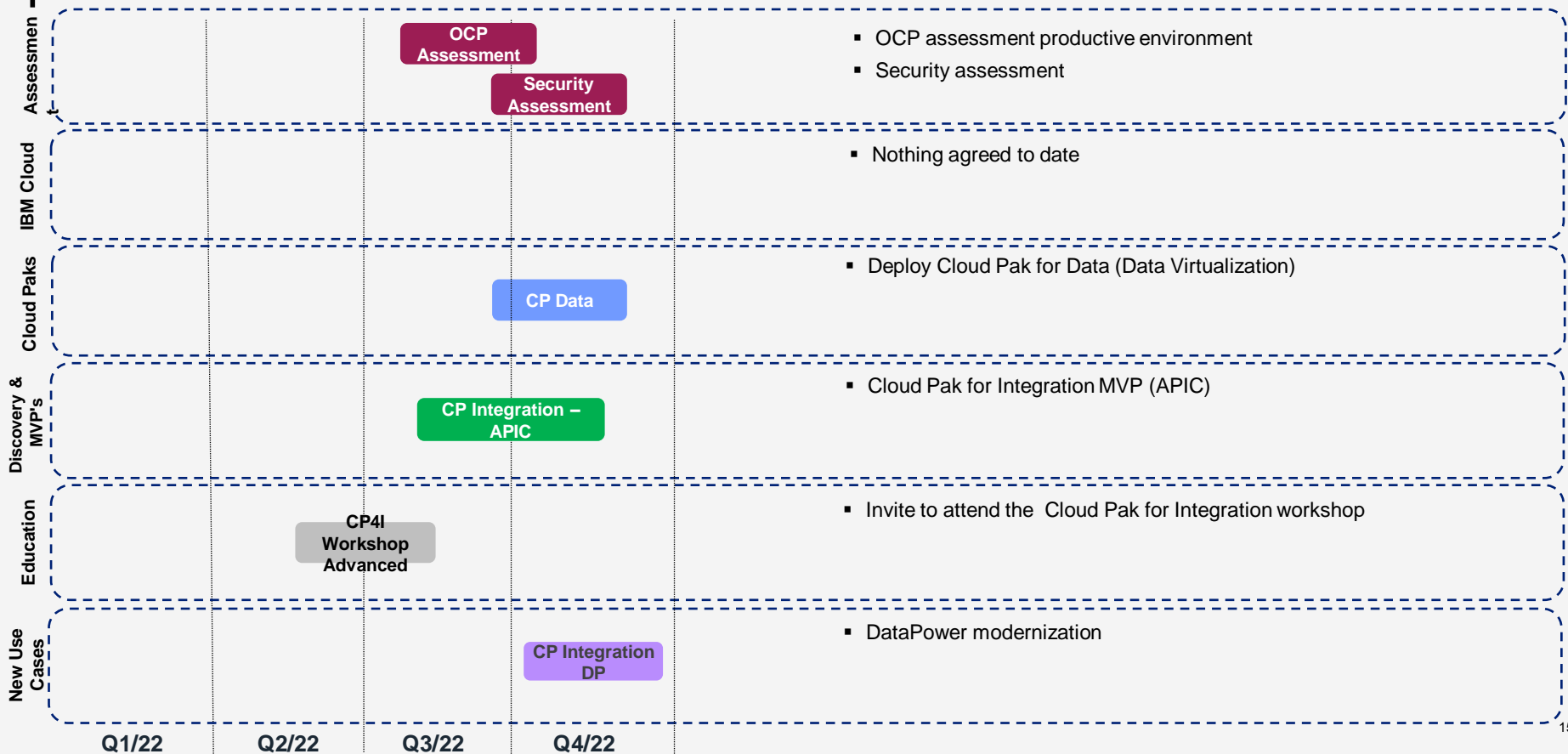
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Feedback

- How was your experience today?
- How could I help to provide better service?

Thank you

