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| IBM Cloud Revenue |
| $17B in 2017 |

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| Cloud ‘as-a-Service’ run-rate |
| $10.3B |

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| IBM Cloud Clients Include |
| * 47 of Fortune 50 * 10 of 10 Largest Global Banks * 9 of 10 Leading Retailers * 8 of 10 Most Traveled Airlines |

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| IBM Cloud: American Airlines |
| * Migrated AA.com, Mobile, Kiosk and Cargo apps in 4 months. * Cut development time for dynamic rebooking from 12+ to 4.5 months. |

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| IBM Cloud : Westpac |
| * Accelerated journey to cloud with private cloud realizing 10 x speed, and 3 x cost improvement. |

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| IBM Cloud : Hertz |
| * App modernization integrates client experience across 5 brands, and IBM, AWS and MSFT clouds * Realized highly scalable & available experience with 1.5 B hits, 30 M updates/day.. |

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| IBM Cloud Leadership |
| * 1,400 VMware clients * 3000 managed SAP instances * Forrester Leader Salesforce Integrations 2017 * MarketsandMarkets Leader Cloud Migration Services 2017 * 1900 patents in 2017 alone. |

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| IBM Cloud : Westpac |
| * Accelerated journey to cloud with private cloud realizing 10 x speed, and 3 x cost improvement. |

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| Truata / Mastercard |
| * Using analytics and AI on IBM Cloud to fully anonymize data and provides analytic services while complying with GDPR |

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| IBM Cloud: USAA |
| * AI analyzes and understands 3,000+ docs on topics exclusive to military transitions, enabling members to ask and receive answers to questions. |

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| JPMC |
| * Deployed trade surveillance on the IBM Cloud to detect financial crimes, allowing them to stay ahead of regulators & establish foundation for cognitive capabilities. |

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| Royal Bank of Scotland |
| * Watson powered chat bot enables smarter customer service that helps live agents dedicate 2X the time to complex issues. |

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| Leadership |
| * Gartner Leader in Data Science platform 2017 * IDC Leader in IoT platforms 2017 * IDC Leader Cognitive/AI Platforms 2017 |

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| SNCF |
| * Uses IBM Cloud IoT to deliver improved customer experience, operational efficiency and enhanced rail safety for 13.5 million daily passengers. |

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| Daimler |
| * World’s first-ever secure end-to- end connected vehicle system, powered by AI, deployed on IBM Cloud. |

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| ExxonMobil |
| * Develop highly scalable, mobile Speedpass+TM app available at 11,000+ Exxon & Mobil US gas stations. |

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| Bank of Montreal, CaixaBank, Commerzbank, Erste Group, UBS |
| * build a new global trade platform based on secure blockchain technology. |

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| Leadership |
| * Forrester Leader Security Analytics Platforms 2017; * Gartner Leader Security Intelligence & Managed Security Services 2018 |

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