

The background of the image is a vibrant, multi-colored gradient. It features broad diagonal bands of color, including shades of blue, purple, magenta, orange, and yellow, creating a dynamic and modern aesthetic. The AWS re:Invent logo is positioned on the left side of the image, rendered in white text.

AWS  
re:Invent

OPN203-S

# How IBM is driving innovation with next-generation solutions on AWS

## **Danny Mace**

VP, Engineering and  
Product Management  
IBM Application Platform

## **Aarti Borkar**

VP, Product Management  
IBM Security

# Cloud accelerates your digital transformation

- Innovate with the latest technology from any source
- Access more types of data, analytics, and AI from anywhere
- Optimize on the right model and improve ROI



Only around

20%

of enterprise workloads have  
moved to the cloud.<sup>1</sup>

Why?

Source 1: McKinsey, "IT as a service: From build to consume," September 2016

IBM Partner Ecosystem / © 2019 IBM Corporation

# What's preventing the remaining 80% from moving?

## Unique workload and data needs

Compliance, security, and location require choice

## The cloud and multiple vendors

Hard to connect across the cloud and data centers

## Technology generation gap

Need to broker cloud-native and traditional



# Successful enterprises accelerate their journey to cloud...

## Today

### Unique workload and data needs

Compliance, security, and location require choice



## Tomorrow

### Build once, deploy anywhere

For optimized data and workload placement

### The cloud and multiple vendors

Hard to connect across the cloud and data centers



### Open, secure, and integrated

Visibility, governance, and secure data access

### Technology generation gap

Need to broker cloud-native and traditional



### Culture and skill transformation

Best practices, proven methods, and tools



# The next phase...

Build once.

Deploy anywhere.

## Hybrid cloud

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



# Red Hat has evolved from an open-source pioneer to a driving force in hybrid cloud computing

## Pioneer of enterprise Linux and open platforms

Wide enterprise adoption

Broad partner ecosystem

Deeply engaged developer community

90%

## Foundational technology for hybrid computing

Common platform across all environments

Leadership in container management

Based on open standards / cloud-agnostic

8M+



# Linux is 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%

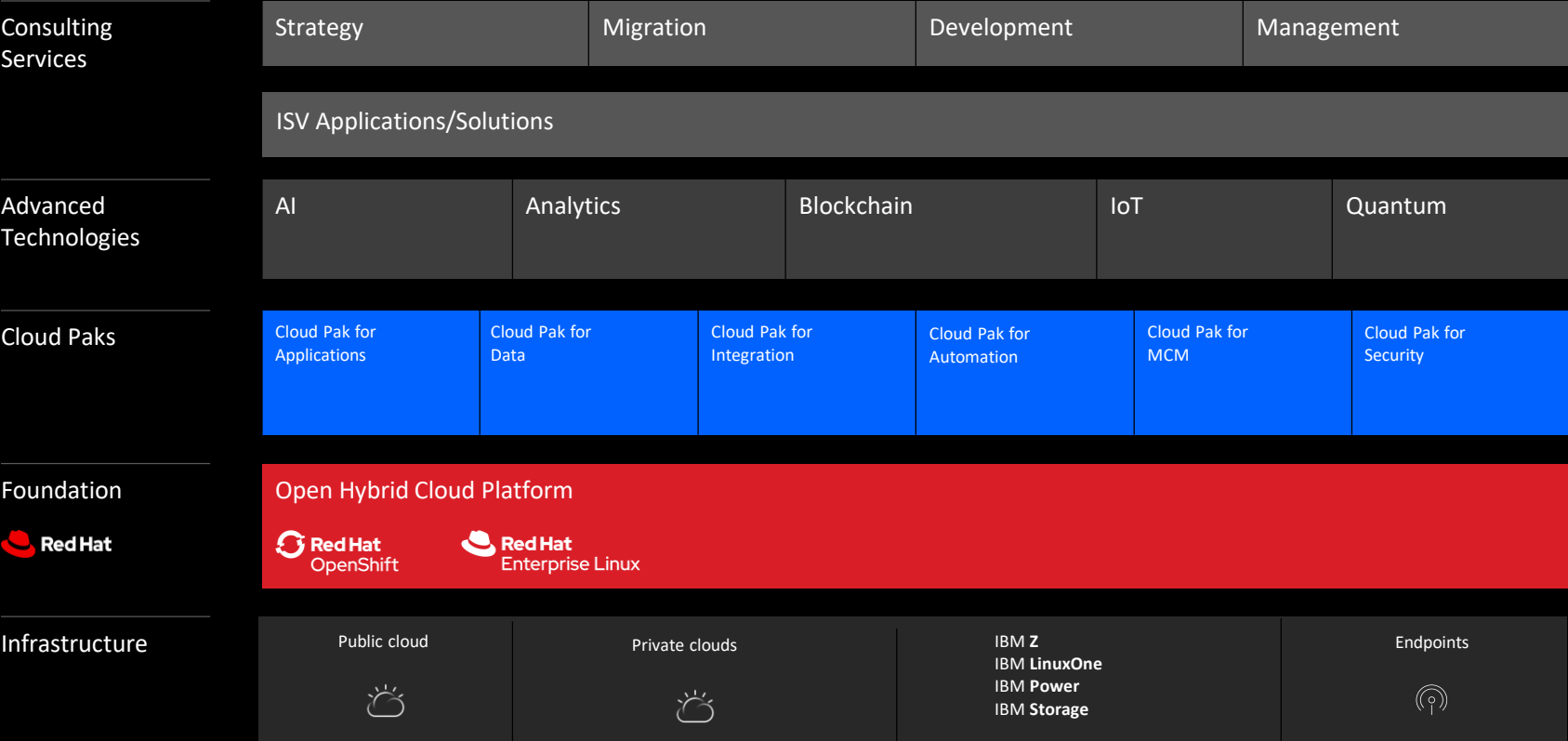
paid market share is Red Hat Enterprise Linux

#2

contributor to Kubernetes open source



# Build once. Deploy anywhere.



# IBM Software for Kubernetes

**Kubernetes** as the foundation for hybrid cloud software

**Standards and consistency** drive client value

**Security & governance** while embracing open technologies



**100**  
**certified container products**  
**on Kubernetes**

# Next Generation of IBM Software

**Integrate** capabilities across use cases

**Go deep** on platform integration

**Certify** a high bar of enterprise QoS with cross-product and platform integration

**Support the journey** to hybrid cloud for existing applications



# 6

**IBM Cloud Paks**

# IBM Cloud Paks – Software Solutions on the Cloud

*A faster, more secure way to move your core business applications to the cloud through enterprise-ready containerized software solutions*

## IBM containerized software

Packaged with open-source components,  
pre-integrated with the common operational services,  
and secure by design



## Container platform and operational services

Logging, monitoring, security,  
identity access management



## Leverages investments

*Application, data and AI services,  
fully modular, and easy to consume*

## IBM-certified

*Full software stack support and ongoing security,  
compliance, and version compatibility*

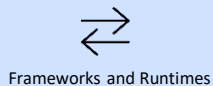
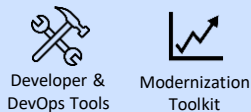
## Run anywhere


*On premises, on private and public clouds,  
and in pre-integrated systems*

# Cloud Paks – Pre-Integrated for Cloud Use Cases

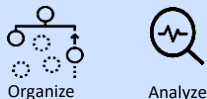
Today, IBM offers clients *the first six Cloud Paks...*


## Cloud Pak for Applications



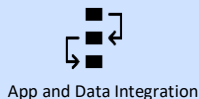
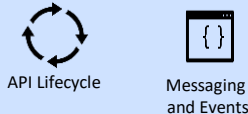
Container platform and operational services  Red Hat OpenShift


## Cloud Pak for Data



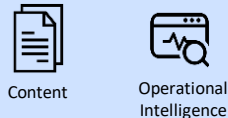
Container platform and operational services  Red Hat OpenShift


## Cloud Pak for Integration



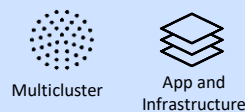
Container platform and operational services  Red Hat OpenShift


## Cloud Pak for Automation



Container platform and operational services  Red Hat OpenShift


## Cloud Pak for MCM



Container platform and operational services  Red Hat OpenShift

## Cloud Pak for Security



Container platform and operational services  Red Hat OpenShift



# IBM Blockchain Platform

*Build, operate, govern, and grow Hyperledger Fabric networks*

## Advanced tooling

Create & manage smart contracts, applications, and networks

## Open technology

Hyperledger Fabric, containers, Kubernetes

## Deploy anywhere

Comprehensive cloud & on-premises options

### Build

*Seamless developer tools*

### Operate

*Intuitive console to manage and govern*



Open Hybrid Cloud Platform



Public cloud



Private clouds

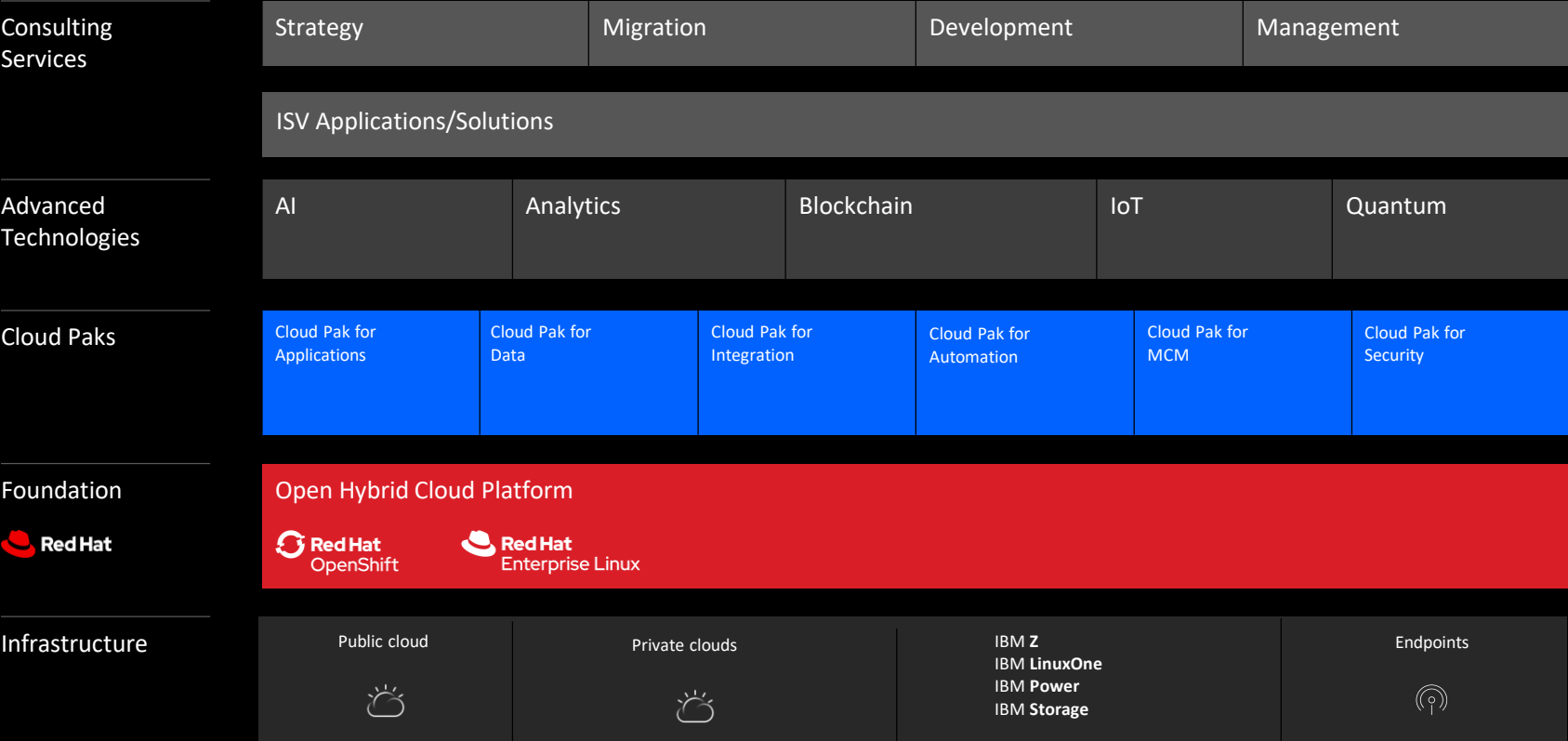


IBM Z  
IBM LinuxOne  
IBM Power  
IBM Storage

Endpoints



# Build once. Deploy anywhere.



# IBM Cloud Pak for Security

Aarti Borkar

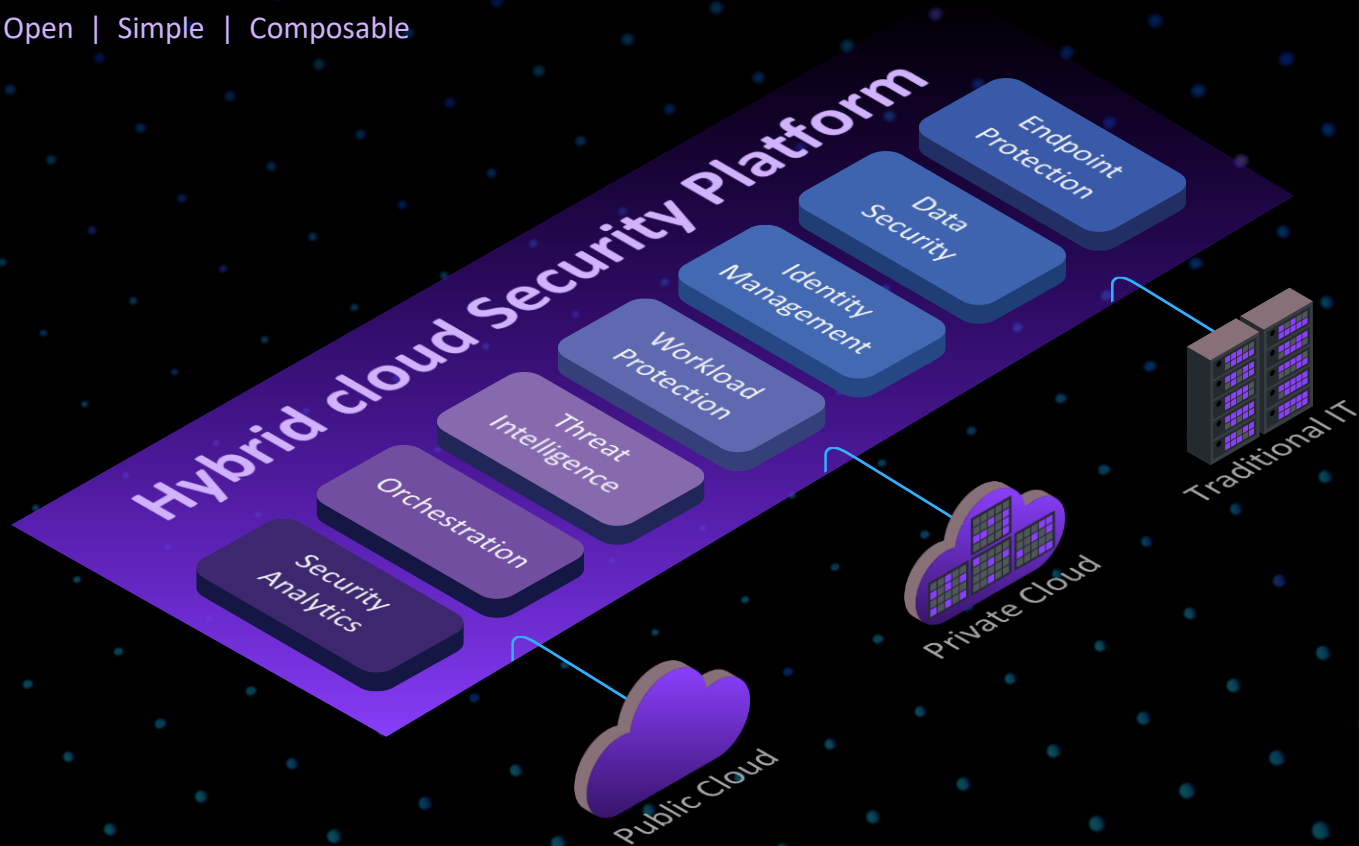
Vice President, Product Management  
IBM Security

# Today, Security Is Fragmented and Disconnected



# Our Vision for Modern Security

Hybrid cloud | Open | Simple | Composable



INTRODUCING

# IBM Cloud Pak for Security

Integrate your existing security tools to generate deeper insights into threats, and orchestrate and automate responses

— all while leaving your data where it is

Connect your data

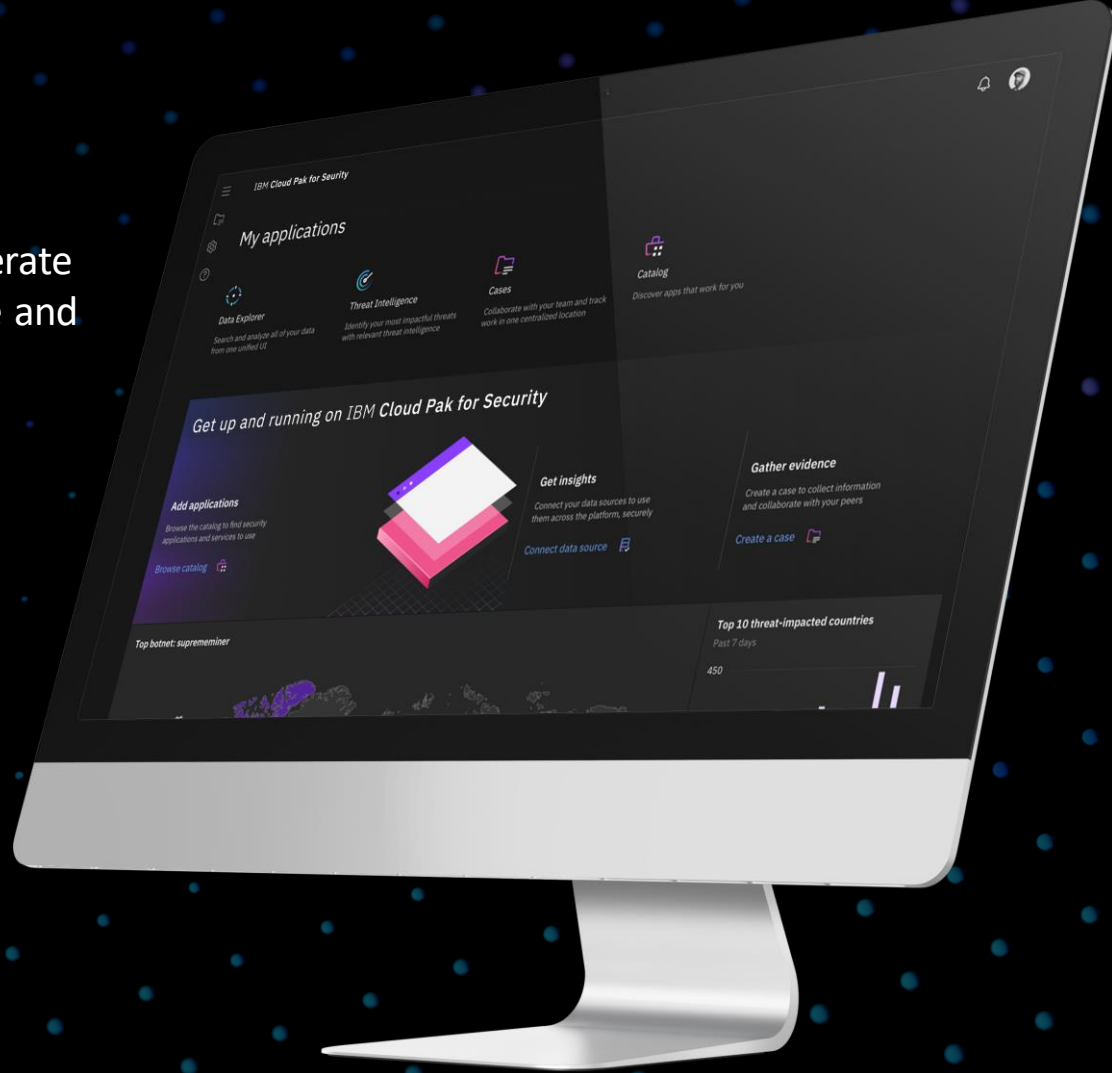
- Gain complete insights

Connect your workflows

- Act faster with automation

Connect openly and securely

- Run anywhere, avoid lock-in





# Unified interface & design system

Work across one unified experience, lower training costs, build applications faster

# Outcome-driven solutions

Out-of-the-box ability to address security workflows, anchored by orchestration and automation

# Hybrid cloud platform

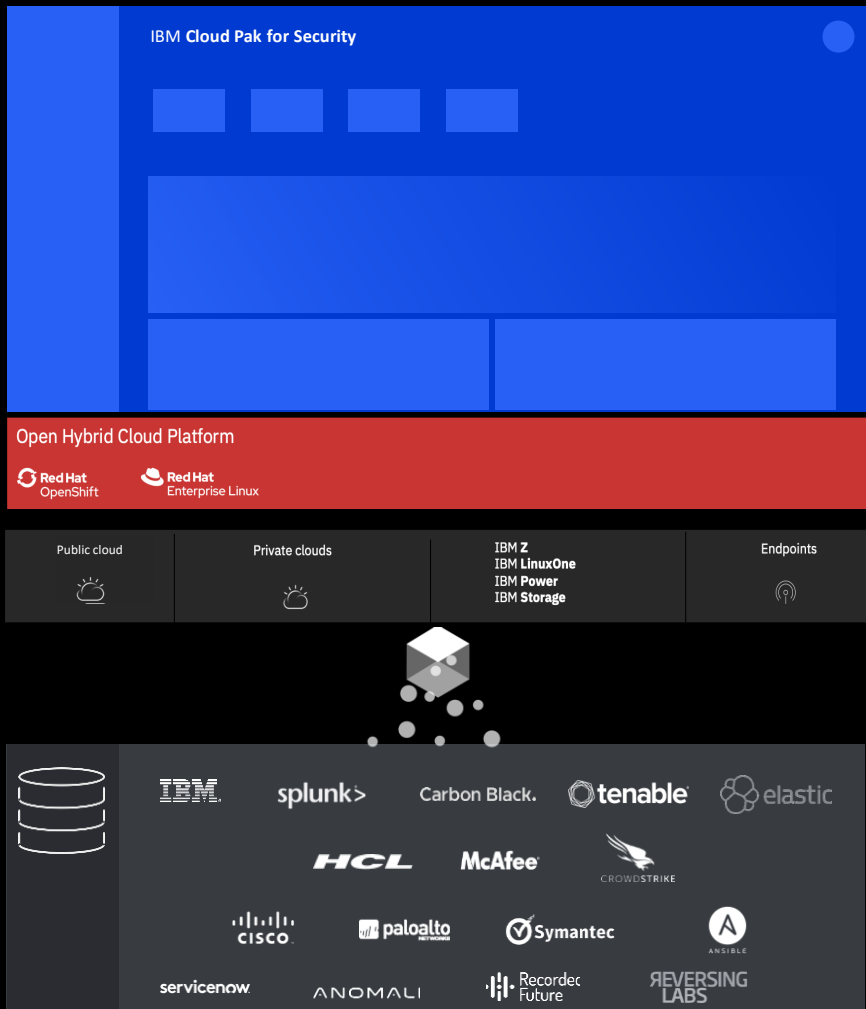
Modern, open architecture for public, private, and hybrid clouds, ready to deploy and run anywhere

# Unified data service

Get complete insights while leaving your data where it is

# Open partner ecosystem

Securely connect third-party security tools within existing security infrastructure



# IBM Cloud Pak for Security - 2019

Cross-cutting security solutions

Core platform services

Hybrid cloud architecture

Open integration with existing security tools

Run anywhere

Gain security insights

Take action faster

Unified interface

Federated search for investigation

Cases for incident response

Universal data insights

Security orchestration & automation

Development framework

Open Hybrid Cloud Platform



 QRadar

 Guardium

 tenable

splunk>

 elastic

Carbon Black.

BigFix

McAfee\*

Startup speed,  
enterprise scale,  
Garage clarity

### Game-changing outcomes

Rethink operating models and respond  
to customers and competition with confidence  
and purpose

### View your business from the outside in

Our purpose-built innovation spaces,  
mastery of agile innovation, and proven approach  
helps you go from vision  
to reality with speed and impact



*“This innovation experience with design thinking and minimum viable product and being able to build an ecosystem . . . in a six-week period has changed everything.”*

Carol Poulsen  
Executive VP and CIO  
The Co-operators

## What's Next?

### Upcoming Sessions:

Venetian, Level 2, Pilvi Theater – Expo Hall

**Tuesday, Dec. 3, 11:40 a.m.**

How blockchain for business is already changing your everyday life

**Tuesday, Dec. 3, 1:10 p.m.**

Capitalize on data and AI with IBM Cloud Pak for Data on AWS

**Tuesday, Dec. 3, 2:40 p.m.**

How IBM enhances security on AWS and your hybrid cloud

**Wednesday, Dec. 4, 1:40 p.m.**

App modernization on AWS, described by engineers who have done it

## Learn How:

### IBM Booth 616

Demos of IBM Cloud Paks  
with AWS

### IBM Garage

View business from the outside  
in

IBM Garage in booth

The Move to Cloud Is a Journey

Wherever you are, IBM  
meets you there.







Please complete the session  
survey in the mobile app.