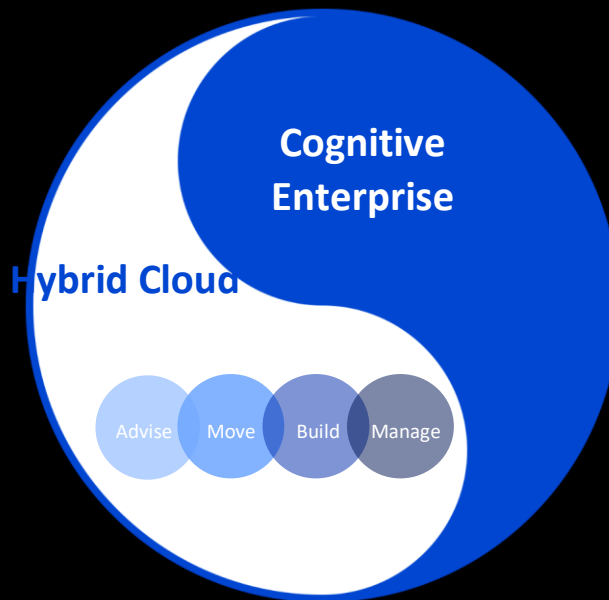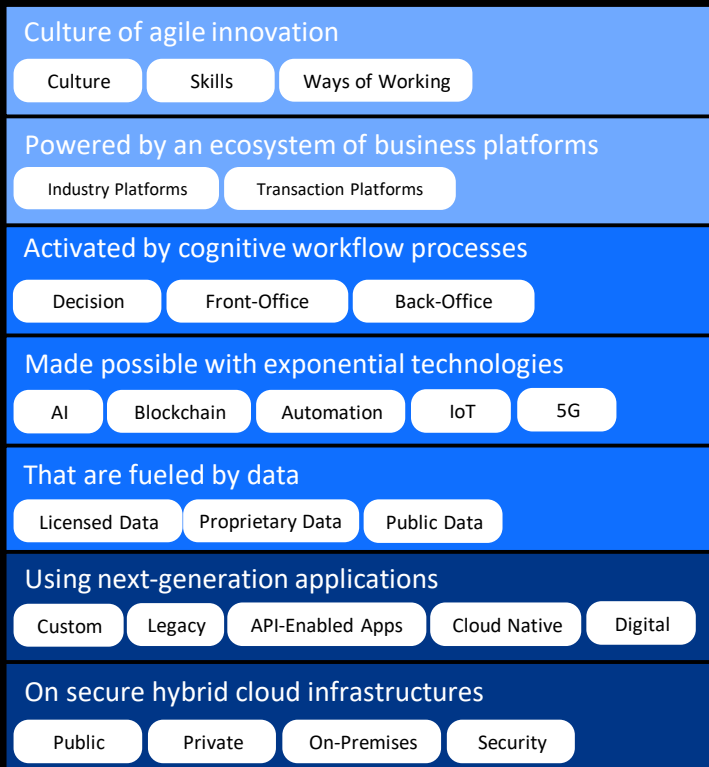**DEM03-S**

Using AWS to architect your business for change

Varun Bijlani

General Manager
IBM Services for Cloud Strategy

Enterprises are evolving into customer-driven, insight-rich, agile institutions

Culture of agile innovation
- Culture
- Skills
- Ways of Working

Powered by an ecosystem of business platforms
- Industry Platforms
- Transaction Platforms

Activated by cognitive workflow processes
- Decision
- Front-Office
- Back-Office

Made possible with exponential technologies
- AI
- Blockchain
- Automation
- IoT
- 5G

That are fueled by data
- Licensed Data
- Proprietary Data
- Public Data

Using next-generation applications
- Custom
- Legacy
- API-Enabled Apps
- Cloud Native
- Digital

On secure hybrid cloud infrastructures
- Public
- Private
- On-Premises
- Security

Cognitive Enterprise

Hybrid Cloud

Advise — Move — Build — Manage

Hybrid | Open | Secure | Managed

aws   IBM   Red Hat

From SAP ERP on premises to SAP S/4HANA hosted on AWS

Phillips Carbon Black Limited
drives lean, cost-efficient growth with integrated workflows on SAP S/4HANA on the AWS Cloud

100%
capital cost avoidance on new on-premises infrastructure by moving to the cloud

85%
of data conversion process automated during the SAP solution upgrade

30%
faster application response times for users

"By partnering with IBM, AWS, and SAP, Phillips Carbon Black Limited is in a strong position to stay lean and agile as we rapidly grow our operations around the world."

—Dipan Sengupta, IT Head
Phillips Carbon Black Limited

Modernizing legacy systems to improve data consistency, security, and availability

IBM transformed Toyota's complex legacy systems into a data integration platform hosted on the AWS Cloud
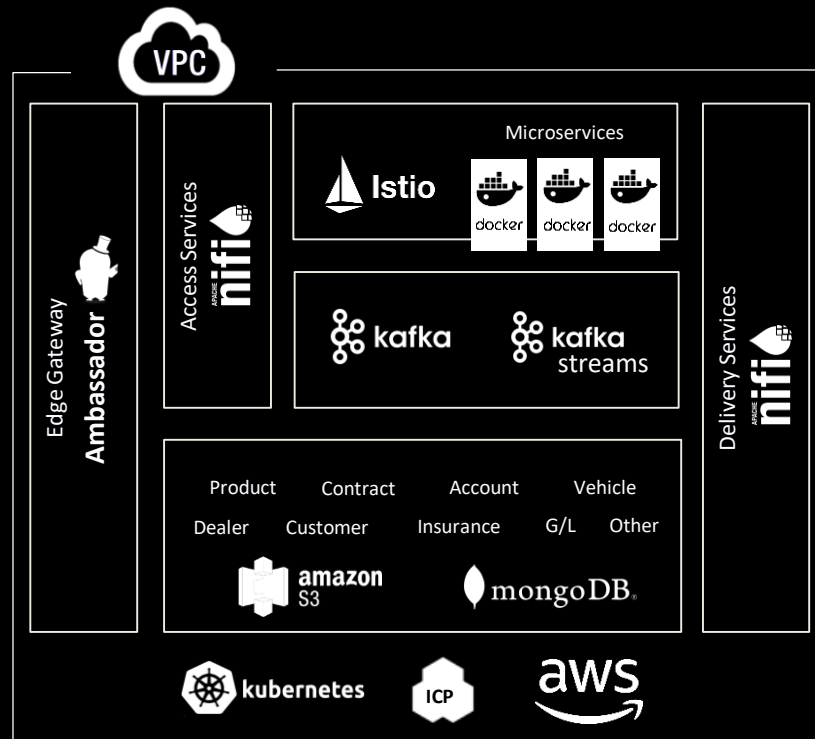
From hours to minutes
10 million records processed daily

From 3 days to minutes
Optimized response time to customer requests

From 5 days to minutes
Improved process to change the due data on a lease

Amazon packages delivered right into the consumer's connected car

IBM partnered with a large car manufacturer to create an in-car delivery scalable architecture that runs OpenShift containers on AWS
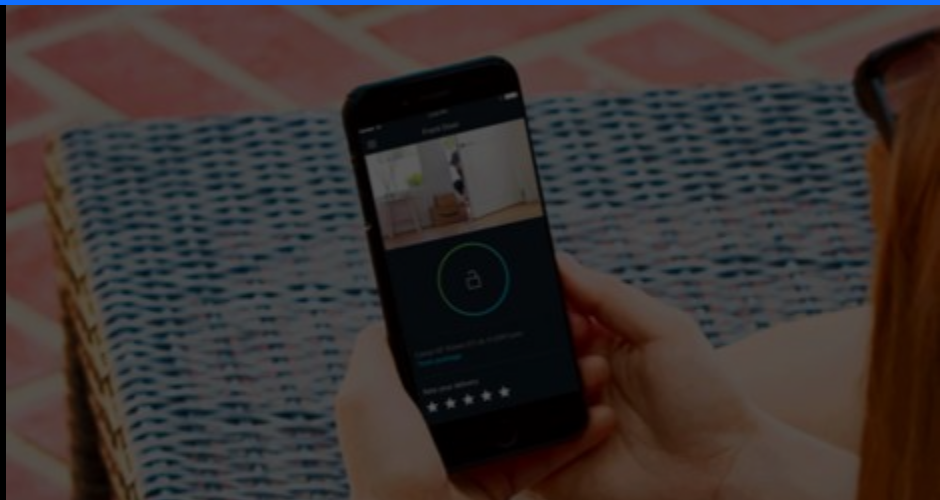
6 months
Total time from pilot to production, including load testing for peak workload

300 orders
In the first 3 months for one car model

GPS
To track customer vehicles parked at home, at work, or at other locations

key for your home   for your car   for your garage

Open anywhere   Conveniently turn your vehicle into a personal mobile locker.

Free in-car delivery
Park, get it, and go – Amazon Prime Members can now enjoy higher levels of convenience

AWS re:Invent 2019

Q&A

Varun Bijlani

General Manager IBM Services for Cloud Strategy

Meet us at Booth #616

Please complete the session survey in the mobile app.