



Extensive Experience, Emerging Technologies, and Unique Methodology

IBM and Amazon Web Services (AWS)

have assembled an ecosystem of highly experienced professionals dedicated to deploying customer solutions on AWS. IBM helps customers move existing workflows to the AWS Cloud, develop cloud-native apps, and optimize their existing AWS Cloud environment. IBM's expertise in security, enterprise scalability, and open innovation with Red Hat OpenShift helps clients migrate quickly and seamlessly to the AWS Cloud. Coupled with deep consulting competencies, intelligent workflows, artificial intelligence (AI), and automation, IBM is the ideal partner for customers' cloud transformation journey on AWS.

Achieved AWS Competencies and AWS Service Deliveries

AWS Competencies

- » AWS DevOps Competency (Consulting)
- » AWS SAP Competency (Consulting)
- » AWS Migration Competency (Consulting)
- » AWS Government Competency (Consulting)
- » AWS Security Competency (Consulting)
- » AWS Retail Competency (Consulting)
- » AWS Security Technology (ISV) Competency
- » Financial Services Consulting Competency
- » Data & Analytics Consulting Competency

AWS Service Delivery Program validations:

- » AWS GovCloud (US) Delivery
- » AWS CloudFormation Delivery
- » AWS Database Migration Service Delivery
- » Amazon EC2 Systems Manager Delivery
- » Amazon EC2 for Windows Server Delivery
- » Amazon CloudFront Delivery
- » AWS Lambda Delivery
- » AWS WAF Delivery
- » Amazon Kinesis Delivery
- » Amazon API Gateway Delivery
- » Amazon DynamoDB Delivery
- » AWS IoT Core Delivery

Key AWS-IBM highlights

- » SAP on AWS: IBM has one of the largest SAP install bases and is a dominant systems integration (SI) provider in SAP migrations to AWS. IBM helps clients simplify their move to SAP S/4HANA on AWS Cloud without interrupting critical business processes.
- » Intelligent workflows: IBM integrates data, AI, and automation across business processes using AWS Competencies earned as an AWS Consulting Partner.
- » Faster go to market with Integrated DevSecOps and AIOps: IBM offers secure enterprise DevSecOps practices infused with AIOps, Site Reliability Engineering (SRE), and self-healing capabilities to enable clients to focus efforts on other business imperatives.
- » Open innovation with Red Hat: Convergence of IBM, Red Hat OpenShift, and AWS offers portability, reliability, and resiliency, enabling application modernization with lower cost of operation.
- » Proven enterprise cloud security: IBM's trusted Security Services uses advanced frameworks, tools, and critical security use cases to help comply and secure your journey and data to AWS Cloud.
- » Resilient and predictable advanced service delivery: IBM Services Dynamic Delivery™ is a holistic model of service delivery that integrates technology foundations with virtualized, agile methods and practices, enhanced with AI and automation. It leverages the IBM Garage Methodology to help clients navigate their hybrid cloud journey to AWS Cloud.

IBM differentiates on AWS

- » IBM is one of the fastest growing AWS Partners with 7,000+ AWS Certified Cloud Practitioners in 200+ locations around the world.
- » IBM's Cloud Garage Methodology incorporates tools, technologies, accelerators, and cognitive capabilities coupled with AWS best practices to deliver effective, efficient digital transformations. IBM Garage reduces design time by up to 67%, delivers an average ROI of 102%, and enables 2x faster time to market.
- » IBM's acquisition of Red Hat is a unique differentiator, with IBM assets and offerings now integrated into AWS Red Hat open-source solutions.
- » IBM's maturity of security solutions for AWS: IBM Security is a large cybersecurity enterprise, with 8,000 subject matter experts serving more than 17,000 clients globally.
- » IBM has 40+ years of SAP experience in doing over 6500+ SAP migrations with 40,000+ global SAP Consultants. IBM has twelve pre-configured industry solutions, allowing customers 20-30 percent accelerated time to value and cost savings of implementing S/4HANA.

Solutions

Mass migration



Predictability, repeatability, and efficiency are enabled through cloud offerings that help clients unlock business value and increase focus on their missions.

Pre-configured solutions



SAP S/4HANA pre-built solutions, data and AI, and security solutions among an extensive library of cloud solutions.

Industries



A broad set of offerings from inception of consulting and advisory through to actual modernization and ultimately solutions for industries such as life sciences, manufacturing, public sector market, and more.

Red Hat OpenShift Service on AWS



A proven way to modernize applications on premises, or on the cloud, to reduce cost and risk of maintaining legacy applications.

Co-create, co-execute, and collaborate to meet customer needs

Customers can realize the value of innovation at speed and scale by leveraging the deep experience of AWS and IBM to fuel their digital transformation—predictable, repeatable, and efficient results.



AWS contacts

Seiji Shinozaki | shinseij@amazon.com
AWS Global Alliance Lead | IBM

Sam Malik | malksam@amazon.com
Americas Partner Development Manager | IBM

Gavin Booth | boogavin@amazon.com
EMEA Partner Development Manager | IBM

Teik Yean Kuan | kuateik@amazon.com
APJ Partner Development Manager | IBM

IBM contacts

Pranit Kumar | pranit.kumar@ibm.com
Sr. Partner Global Offering Leader | AWS

Biswajit Mohapatra | biswajit.mohapatra@in.ibm.com
Partner, Global Cloud Migration Factory | AWS

Dan Carr | daniel.d.carr@us.ibm.com
NA Alliance Leader | AWS

Susan Martinez | susan.martinez@ibm.com
EMEA Alliance Leader | AWS

Paul Crowe | paul.crowe@ibm.com
Alliance Leader APAC | AWS

Maki Terasawa | maki.terasawa@ibm.com
Alliance Leader Japan | AWS