

# IBM – Microsoft Solutions



# Why IBM for Microsoft Services ?

Welcome to a new era of IBM - retaining a history rich in experience and paving the way for new business in the digital age



# Microsoft Practice's substantial range across multiple geographies

## IBM's Microsoft Global Practice Capabilities

Deep Pool of Microsoft Resources	<b>Gold Partner with Microsoft</b>	Deep Microsoft Consulting Experience
<b>4,600+</b> Resources	<ul style="list-style-type: none"> <li>✓ Gold in Cloud CRM</li> <li>✓ Cloud Platform</li> <li>✓ Communications</li> <li>✓ Data Platform</li> </ul>	<b>75%</b> Certified

Additional 33,000 SAP Resources

## Presence in all Major Geographies



Canada  
United States



Middle East  
Africa



Australia  
New Zealand



Ireland  
UK  
Nordics

Benelux  
France

CEE  
Spain  
DACH



ASEAN  
Japan

India  
GCG

## IBM's Microsoft Center of Competencies

Strong MS Alliance

Multiple Resource Channels

Develop & Market Solutions

Technology Showcase / PoC

Competency Development

Implementation/ Accelerator Kits

## Strategic alignment with Microsoft



IBM & MS Alliances Mission: **“Better Together”**

We are dedicated to the success of our clients by combining the best of our products and services.

We create and jointly go to market with innovative solutions where we serve our clients better as a team than when we operate alone.

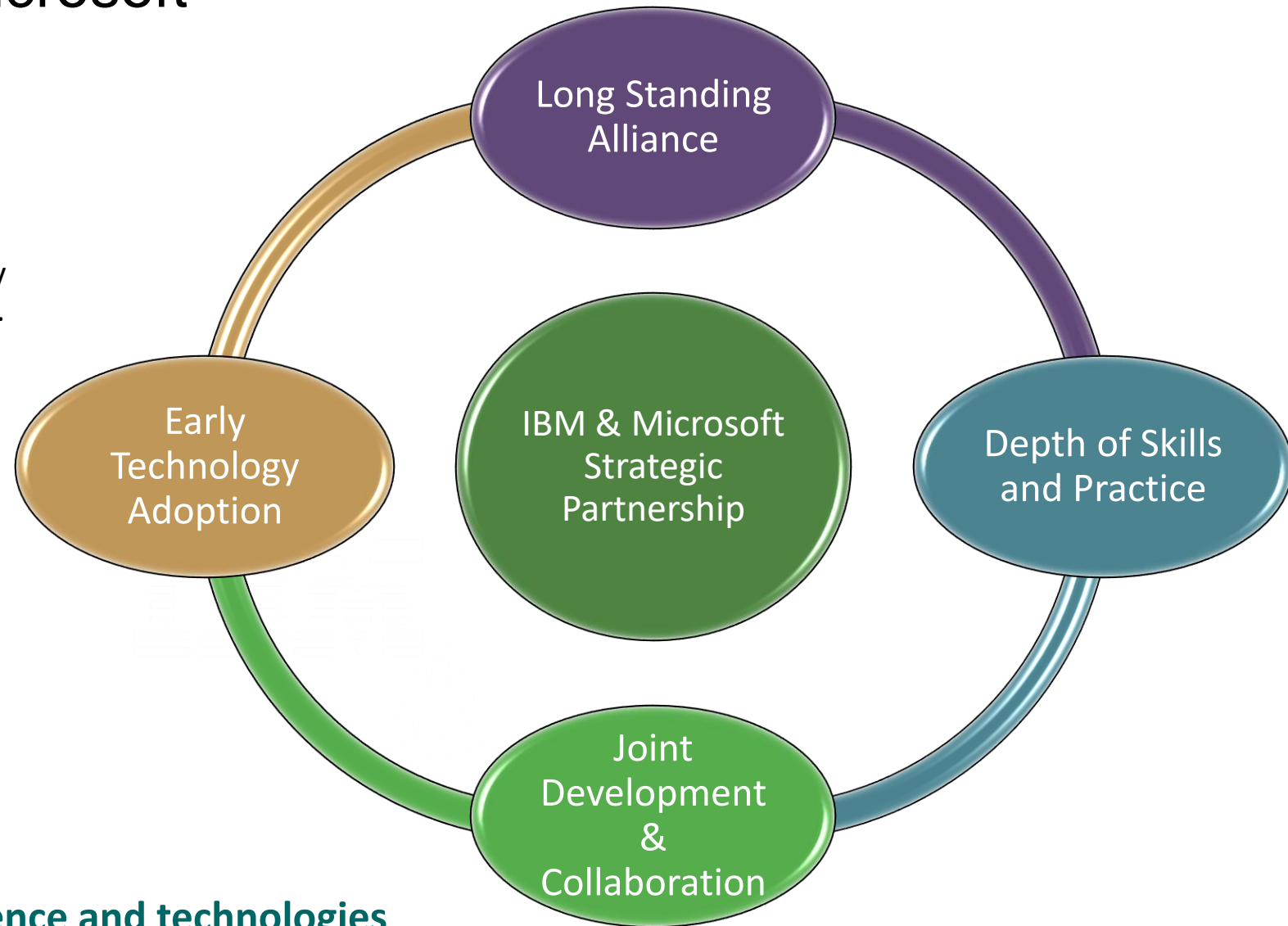
### Microsoft Gold Certified Partner

#### Responsible for:

- managing end to end relationship
- new initiative development
- In market partnering and “go to market” alignment

Reciprocal investment from Microsoft

**...with optimal blend of skills, experience and technologies for successful solution deployment**



# Azure Platform solutions covers business scenarios



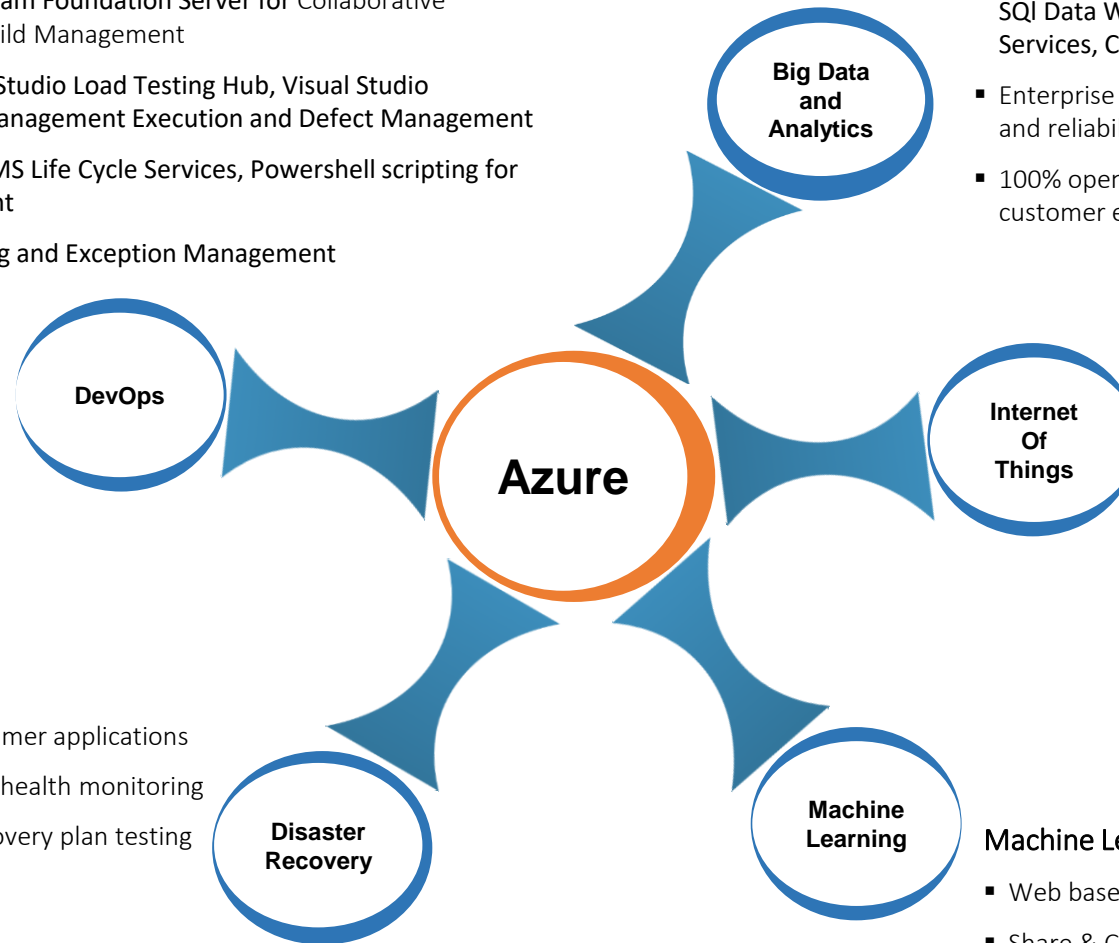
## DevOps

- MS Visual Studio Team System integrated with Team Foundation Server for Collaborative Development, Configuration Management and Build Management
- MS Test Manager, Visual Studio Coded UI, Visual Studio Load Testing Hub, Visual Studio Intellitest, Visual Studio Code Analyzer for Test Management Execution and Defect Management
- MS Team Foundation Server, Package Deployer, MS Life Cycle Services, Powershell scripting for Release Management and Automated Deployment
- MS Application Insights for Application Monitoring and Exception Management

## Disaster Recovery



- Azure Site recovery to protect and safe guard customer applications
- Automated VM protection, replication and remote health monitoring
- Customizable recovery plans and no impact on recovery plan testing
- Support for heterogenous environments
- Orchestrated recovery of tiered applications
- Compliance assurance without impacting production



## Big Data and Analytics



- Fully managed cloud data store designed for analytics
- Cortana Intelligence Suite comprising of Data Factory, Data Lake Store, SQL Data Warehouse, Data Lake Analytics, HDInsight, Cognitive Services, Cortana and PowerBI
- Enterprise grade security, compliance and management, availability and reliability
- 100% open source Apache Hadoop harnessing .NET or Java to develop customer extension

## Internet of Things (IoT)



- High scale data ingestion via Event Hub.
- High scale stream processing via Stream Analytics (or HDInsight /Storm)
- Storage for cold-path analytics and processing for hot-path analytics
- Cloud-scale telemetry ingestion from websites, apps, and devices
- Compatible with more than a million publishers supporting HTTP, AMQP and MQTT
- Real-time analytics for Internet of Things solutions
- Mission critical reliability, performance and predictable results

## Machine Learning



- Web based UI accessible from different browse
- Share & Collaborate with any other ML Workspace
- Drag and drop visual design and development
- Extend with OSS R and Python Scripts
- Deploy, Publish and Scale rapidly via APIs