

## **IBM and VMware Advance Partnership to Accelerate Enterprise Hybrid Cloud Adoption and Digital Transformation**

**More than 1,700 global businesses, including Banca Carige and CNH Industrial adopt IBM Cloud and Services for VMware solutions**

**BARCELONA, Spain – November 6, 2018:** Today at [VMworld® Europe 2018](#), IBM (NYSE: [IBM](#)) and VMware, Inc. (NYSE: VMW) announced new offerings to help accelerate enterprise hybrid cloud adoption. This includes a new IBM Services offering to help migrate and extend mission-critical VMware workloads to the IBM Cloud, and new integrations to help enterprises to modernize applications with Kubernetes and containers.

To date, the IBM and VMware partnership has helped more than 1,700 enterprises including Banca Carige and CNH Industrial adopt IBM Cloud for VMware solutions.

According to research from Ovum, while 20 percent of business processes have already moved to the cloud, 80 percent of mission-critical workloads and sensitive data are still running on-premises because of performance and regulatory requirements <sup>[1]</sup>. Businesses need an open, hybrid cloud approach to developing, running and deploying applications in a multi-cloud environment. IBM and VMware are delivering new solutions to help enterprises accelerate hybrid cloud adoption without incurring the cost and risk typically associated with retooling operations, re-architecting applications and re-designing security policies.

As part of today's news, IBM is enabling a fully automated, highly available managed global cloud architecture for mission-critical VMware workloads designed to help enterprises prevent downtime for cloud applications and automate failovers within an IBM Cloud region. This architecture will be managed by IBM Services and can be deployed across IBM Cloud's 18 [availability zones](#) in the U.S., Europe and Asia-Pacific.

Mission-critical workloads are defined as essential to the survival of the business and so critical that outages affect brand integrity. The IBM solution is designed to support these workloads at a targeted aggregate availability higher than many clients can currently achieve with on-premises environments. The solution includes IBM Cloud infrastructure, VMware software-defined data center technologies, Intel® Optane™ DC SSD and IBM Services that cover a variety of enterprise needs including networks, storage, resiliency and other tools built for monitoring and troubleshooting cloud applications.

Additionally, IBM and VMware announced new technology collaborations to help enterprises to modernize applications with containers regardless of whether they are deploying on-premises, in the private cloud or in the public cloud.

[IBM Cloud Private Hosted](#) can now be installed on VMware vCenter Server on IBM Cloud, which supports the management and orchestration of virtual machines and containers within a common security model and private network. With IBM Cloud Private Hosted on VMware vCenter Server, clients can containerize stateless components of a virtualized application while maintaining stateful components such as databases within the virtual machine. It also enables clients to modernize applications with the IBM Cloud Private catalogue of services including Blockchain, AI and event services, among many others.

In addition to IBM Cloud Private Hosted, IBM Cloud for VMware Solutions are now integrated with the [IBM Cloud Kubernetes Service](#), which provides a fully managed Kubernetes environment so customers can concentrate on application development.

To provide a unified networking solution that will bridge IBM Cloud Private and the IBM Cloud Kubernetes Service, IBM is expanding use of virtual cloud networking with the adoption of VMware NSX-T Data Center. As the foundation for a software-based network architecture that delivers services to applications and data wherever they are located, NSX-T provides consistent networking and security for all deployment models, including VM, containerized and bare metal. NSX-T has been validated by IBM as a supported network stack for IBM Cloud Private.

To support on-premises workloads, [VMware vRealize Operations](#) is now available on IBM Power Systems. With VMware vRealize Operations for Power, IT managers can monitor a heterogeneous infrastructure from a single dashboard, allowing them to more efficiently allocate resources and free them from the time-consuming process of switching between multiple tools to manage a sprawling infrastructure.

IBM and VMware also announced that [VMware will use Watson](#) to help improve customer service across VMware support portals. Instead of static drop downs, now VMware customers can leverage Watson to quickly and easily communicate with the portal in natural language. Watson is designed to detect product type and version, analyze issues and match those issues with an expert engineer for faster resolution and a better customer support experience.

IBM and VMware remain committed to delivering new solutions and services to help enterprises advance their cloud journey. Today at VMworld Europe, VMware CEO Pat Gelsinger, and Arvind Krishna, Senior

Vice President, Hybrid Cloud, announced on stage the formation of a Joint Innovation Lab with dedicated engineers that will bring even more game changing solutions and services.

“The VMware and IBM partnership builds upon the strengths of both companies. VMware is relied upon by virtually every large enterprise today, including 100 percent of the Fortune 100. Today these organizations can easily and securely extend these workloads into IBM’s global public cloud using Hybrid Cloud Extension for large-scale bulk migration and bi-directional application mobility,” said Pat Gelsinger, chief executive officer, VMware. “Now with the latest advancements in our relationship, we’re making it possible for customers to move, modernize and operate any application – VM or containerized, traditional or mission-critical – in the IBM Cloud.”

“Today’s announcement is a testament to our successful and long-standing partnership with VMware that has yielded remarkable business results for thousands of clients globally on their path to digital transformation,” said Martin Jetter, senior vice president, Global Technology Services, IBM. “With these new services and solutions, enterprises can migrate and modernize their most important VMware workloads on the IBM Cloud in a highly secure, open, multi-cloud environment. Our goal is to help clients reduce risk and prevent any disruptions in a cloud environment so they can remain laser focused on innovation.”

### **Global Businesses Adopting IBM Cloud for VMware Solutions for Hybrid Cloud Strategy**

Adoption of IBM Cloud for VMware Solutions continues to grow as enterprises embrace hybrid cloud strategies to help them generate new business value from their data.

CNH Industrial, a leader in the capital goods sector operating in the agricultural and construction equipment, commercial vehicles, specialty vehicles and powertrain segments, has signed a [multi-year cloud agreement](#) with IBM. As part of its cloud strategy, CNH Industrial will extend VMware workloads from on-premises infrastructure to the IBM Cloud to provide greater flexibility, cost efficiencies, output resilience and consistency in conducting its operations to provide best in class customer service. Through the cloud agreement, CNH Industrial will also use IBM Cloud Private and Watson Artificial Intelligence to transform its business processes.

Banca Carige, one of the leading Italian banking groups with more than 500 years of tradition, 519 branches and over 1 million customers, is adopting a hybrid cloud strategy to simplify its IT environment and optimize its applications as it evolves into a digital bank. Banca Carige will use IBM Cloud for VMware solutions across public and private cloud environments to enable the adoption of big data methodologies, analytics and

cognitive tools, with the aim of improving commercial competitiveness.

For information on all news announcements issued at VMworld 2018 Europe, [please visit the Online Press Kit](#).

### **Additional Resources**

Read a perspective on today's VMworld 2018 Europe news from Joe Baguley, Vice President & Chief Technology Officer, EMEA at VMware: [“VMworld 2018 Europe – Enabling a More Digital, Connected Enterprise”](#)

### **About IBM Cloud**

With \$19B in annual cloud revenue, IBM is the global leader in enterprise cloud with a platform designed to meet the evolving needs of business and society. Moving past productivity and cost improvements, the IBM Cloud is tuned for the AI and data demands that are driving true differentiation in today's enterprise. IBM's private, public and hybrid offerings provide the global scale businesses need to support innovation across industries.

### **About VMware**

VMware software powers the world's complex digital infrastructure. The company's compute, cloud, mobility, networking and security offerings provide a dynamic and efficient digital foundation to over 500,000 customers globally, aided by an ecosystem of 75,000 partners. Headquartered in Palo Alto, California, this year VMware celebrates twenty years of breakthrough innovation benefiting business and society. For more information, please visit <https://www.vmware.com/company.html>.

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*[1] Roy Illsley: Distinguished Analyst, Infrastructure Solutions Quoting figures from the 2018-19 iteration of Ovum's annual ICT Enterprise Insights Survey of more than 6000 enterprises globally.*

**Media Contacts**

Kaveri Camire

Vice President, IBM Communications

1 (914) 625-6395

[kcamire@us.ibm.com](mailto:kcamire@us.ibm.com)

Sarah Murphy

IBM Media Relations

1 (336) 337-7584

[srmurphy@us.ibm.com](mailto:srmurphy@us.ibm.com)

Ken Lotich

VMware Global Communications

1 (916) 740-4335

[klotich@vmware.com](mailto:klotich@vmware.com)

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