

IBM

IBM

IBM Power 2008 IBM IBM 31 IBM 2018 IBM IBM 2017 IBM IBM

competition competition and cooperation “ ” “ ” AI 5G IoT

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“ “ “ ”

IBM 30 IBM “ IBM

“ “ “ ” AI AI

25%

AI IBM AI Modernize —— Secure

AI 43% IT AI IT AI AI Predict AI (Automate)

IBM AI 12 IBM 263 IBM IBM AI 3000 IBM 4 IBM IBM

AI 100 IBM

5 IBM

- IBM OpenShift
- IBM AI AI
-
- IBM IBM 2 45% 75%

IT AI AI IBM

5G

IBM AI AI Watson Anywhere AI AI Modernize Predict Automate
Secure IT

- IBM Cloud Pak for Data IBM AI data fabric AutoAI AutoAI

AutoAI

- IBM Watson AIOps IBM Instana Turbonomic AI IT

Watson AIOps IT IT CIO IT IT Watson AIOps 7

Instana AI Instana, 67%

Turbonomic , AI IT 100 Turbonomic, 50% IT

- IBM Cloud Pak for Security Cloud Pak for Security AI

Cloud Pak for Security Watson for Cybersecurity

IBM 1 IBM IBM IBM 10

IBM

IBM IBM

AWS “IBM ” IBM IBM AWS

GTM IBM IBM

AI IBM AI IBM

IBM Design Thinking IBM 6-12 MVP

global in scope, yet locally focused IBM IBM IBM AI “IBM ” AI

31 IBM IBM IBM IBM

IBM IBM 20

“IBM In a word, IBM stands for progress.”

“ IBM We are IBMers. We are pragmatic optimists, responsible radicals, and visionary doers.”

