

THINK 2021 IBM

(Cloud Engagement Fund) IBM

IBM	David La Rose IBM	Evaristus Mainsah		
IBM	2020	—		IBM
IBM	10	1	(GTM)	
IBM PartnerWorld				
IBM Think	“ ”	Partner Packages		4,000
IDC	“IBM PartnerWorld 2020	PartnerWorld 2021	”	PartnerWorld 2021 IBM IBM
Beacon Awards	Geography Excellence Awards	Business Unit Excellence Awards		
•	2019 2021 IBM IBM	IBM PartnerWorld		25
IBM	Tata Consultancy Services (TCS)			
•	proof-of-concept incentives	messaging acceleration workshops		8
PartnerWorld				
• •	IBM IBM IBM	Capgemini IBM		
Think	Watson IBM Automation Foundation	IBM Cloud Paks for Automation		
Confluent HCL Infosys Intel LTI Sysdig TCS Tech Mahindra Wipro	30	IBM		
IBM	IBM	IBM Cloud for Financial Services Red Hat OpenShift		90
EY				
IBM	(CEF)	IBM	/ IBM	
IBM	CEF	Red Hat OpenShift IBM		MindSphere
IBM	Red Hat OpenShift			

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