IBM and Cisco
Empowering businesses to meet tomorrow’s challenges, today

Highlights

Improve business results by bringing people, data and analytic insights together

Meet growing bandwidth and collaboration challenges with modernized network technologies

Support a mobile workforce through proven, integrated joint solutions

Benefit from best-in-class industry-specific solutions and expertise

Count on the worldwide capabilities of a long-standing alliance between two industry leaders

Two companies, one team, infinite solutions

Since 1999, IBM and Cisco have been helping organizations like yours use groundbreaking technologies and take advantage of world-class services to find better ways to connect people, share critical data and create analytic insights to increase business results. Our companies bring long-term continuity and commitment to customer relationships, including ongoing product support and sustained investments in research and development.

Both IBM and Cisco are leaders in networking, security, data center, mobility and collaboration. These core competencies are combined with IBM industry proficiency to deliver pre-tested, integrated solutions that help you take a fresh approach to where and how work is conducted throughout your organization.

With more than 15,000 Cisco® Partner Certifications across 51 countries, IBM and Cisco team up to bring you a broad range of cutting-edge solutions. All are based on industry-specific expertise and leading offerings in foundational technology architecture, software and services – complementary strengths that help transform your business to enhance profitability and competitiveness. IBM adds to the value of these solutions by helping you master business processes and transformation, technology utilization, analytics, implementation, and operations.
**Faster, stronger, more secure networks for your data center**

Today’s networks make it possible to connect anyone, anywhere, anytime, on any device. They can do it more securely, reliably, and easily than ever before. When your network is based on a solid infrastructure, the advanced capabilities that transform the way your business works can be fully realized. Only then can you effectively meet the challenges of mobile workplaces, burgeoning bandwidth demands and the need for easy, wide-ranging collaboration.

Along with mobility, the acceleration of key IT trends such as cloud, big data and virtualization underscores the importance of continued innovation in the data center. Whether your infrastructure is housed on premises or in the cloud, you need a modern network. IBM and Cisco have spent years working together to help clients bolster their capabilities while reducing risk, overall cost of ownership and time to value. Our services and unified architecture for physical, virtualized and cloud workloads help enable interoperability and integration for the next-generation data center. The results: optimized utilization coupled with responsiveness, enhanced access and resiliency.

As part of your data center transformation, IBM and Cisco can evaluate evolving security capabilities and help you balance business demands against risk tolerance. A comprehensive view of both the physical and virtual infrastructure can deliver visibility, improved security and context of overall operations, and provide detailed, actionable recommendations.

**Easier, more productive collaboration**

Together, IBM and Cisco deliver solutions that help customers experience true enterprise-class functionality across the digital landscape, in team workspaces, on desktops and mobile devices, along with the ability to stay more securely connected to the corporate world anytime, anywhere. Our combined offerings comprise an integrated suite of voice, data, and video offerings designed to provide richer collaboration, enhanced productivity, and faster business decisions by making mobile platforms part of your enterprise strategy. And since they are based on open standards, these solutions can allow you to take full advantage of IT and network investments, helping save time and increase the value of your IT infrastructure.

The excitement around the latest devices and mobile applications can draw attention away from the true foundation of mobile collaboration: the network. You need to control access to maintain adequate security. Your network must also have the capacity, reliability and performance that mobile workers require. End-user configuration and connection have to be simple and easy, regardless of device.

To successfully support mobile collaboration and an efficient “bring your own device” (BYOD) strategy, you must first address these and other network-related issues. IBM and Cisco help clients develop and execute the right mobile business, network and IT strategy quickly and cost-effectively. We begin by bringing the business objectives – along with technical and security issues – into focus. Then, IBM experts assess the readiness of the enterprise to meet those objectives and develop a roadmap to guide your strategy as it unfolds.
Our integrated solutions for mobile collaboration offer the best of the IBM Services portfolio with select Cisco and IBM hardware and software. Ours is a highly effective “building block” approach, driven by consultation services that help define the solution to meet your requirements. Our joint offerings embrace every aspect of mobile integration, including:

- Mobile device and application management
- Virtual desktops
- Unified communications
- Enterprise social platforms

Deployment is flexible, with private, hybrid and public cloud options powered by IBM. End-to-end enablement is also provided via the IBM services portfolio, including consulting, assessment, design, validation, deployment and management.

**Helping shape the future with industry and technology expertise**

We know that your needs are distinct and require technology providers who truly understand your industry, rather than providing “one-size-fits-all” solutions. You need partners with a proven track record of working together and deep familiarity with each other’s offerings. That’s what IBM and Cisco give you: enhanced value that is more than the sum of its parts.

Cisco and IBM have key mobility, analytics, collaboration, and data center solutions for strategic industries in many sectors:

- Financial services
- Healthcare
- Retail
- Manufacturing
- Education
- Travel and transportation
- Smarter cities
- Energy and utilities
- State and local governments

The combination of technology and industry knowledge is changing the way the world works. Cisco Remote Expert solutions, for example, can uncover new revenue opportunities for retail banks by connecting customers to the advisors best able to help them – from anywhere. In manufacturing and other industries, Cisco Remote Expert allows companies to capitalize on the expertise of the aging workforce. The way consumers shop is also transformed by blending the digital and physical worlds with the next-generation retail solution.

Solutions from IBM and Cisco are helping to build stronger, more effective and resilient infrastructures and public services. We are working to provide targeted networking solutions for energy and utility companies that underpin the smart grids of tomorrow. Our integrated technology promotes a holistic approach to healthcare and removes information barriers so data can be analyzed and shared in real time. And, we’re delivering proven solutions that contribute to smarter cities by protecting citizens and property, saving lives, and putting communities back together in the wake of natural disasters.
IBM and Cisco are poised to help you capitalize on the “Internet of Things.” This is the Internet of the future, powering billions of integrated devices and processes across all industries. The Internet of Things is the network of physical objects accessed through the Internet. It provides the opportunity to gather, analyze, and distribute data that becomes information and knowledge, leading to actionable insight.

IBM and Cisco are focused on operational considerations that will soon take on a new level of importance, such as scalability, availability, manageability, data management, security, and usability. Cisco networks will play a critical role as the connectivity platform, with highly secure network infrastructures that can support billions of context-aware devices, people, processes, and data. IBM industry, technology and business expertise will play an equally important part by finding the best ways to make this new, highly connected environment part of tomorrow’s business strategies.

A team that stands ready to deliver
The pressure for new gains in productivity and profits will only continue. IBM and Cisco are ready to extend to you the benefits we’ve brought to organizations worldwide in the more than 14 years we have spent working together. Our complementary, pre-tested and easily integrated technologies can help you overcome today’s most challenging business problems. And with IBM and Cisco, you get performance, product support and continuing advances you can count on for years to come to help your organization grow and prosper. Let us show you how.

For more information
To learn more about how IBM and Cisco can help you prepare for a connected future, contact your IBM or Cisco representative.

Visit us at:
ibm.com/cisco
cisco.com/go/ibm