

Session 17997 Roundtable

Opening up to Disruptive Technology without Disrupting Your Business

Thursday, August 13, 2015:
3:15 PM-4:15 PM
Asia 2 (Walt Disney World Dolphin)

Special Guest: WalMart

Your Hosts: Frank DeGilio, Rosalind Radcliffe, Theresa Tai

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#SHAREorg



SHARE is an independent volunteer-run information technology association
that provides **education, professional networking and industry influence.**



Opening up to Disruptive Technology without Disrupting Your Business

- Unless you own a crystal ball, it's hard to tell whether the latest in technology is the perfect match for your business or just be a shiny thing that people demand today and forget about tomorrow.
- How can we simultaneously strive for stability while also being receptive to what may possibly be the next-big-thing?
- Can one even prepare for disruptive tech, and how do you measure success?

We welcome your questions, thoughts, concerns, and insights!

IBM Systems Worldwide Client Centers



What we do ...



2014 Reach:
3,300+ engagements

Help IBM Sellers, Business Partners and Clients understand, quantify, configure and implement high value **server and storage** technologies to support infrastructure and **cloud, analytics, mobile, social and security (CAMSS)** solutions. We work to enhance the overall client experience with:

- Deep WW CAMSS and Technical Subject Matter Experts (SMEs)
- Big Data Solution Center (BDSC), Mobile CoC, Hybrid Cloud Solutions
- Proven Solution Design Methodology (Design & Innovation Thinking)
- Customized engagements: inbound, outbound and e-briefings
- Advising, Performance and Benchmarking Services

Executive Briefing Centers

Tailored, in-depth technology briefings

Relationship building
Product demonstrations
Solution workshops
Virtual options

Think

Center for Systems Innovation

Advise clients

Technology & Innovation Workshops

Demos/Showcases,
Reference Architectures,
PoV Papers

Explore

Benchmark/POC Centers

PoC, PoT, Benchmarks
Demonstrations
Infrastructure Services
Certify ISV solutions
Hosting/on-going support

Experience



IBM Systems Client Centers - Systems Innovation

Provide deep client insight and architectural thought leadership to generate demand



- Leverage architecture / industry expertise to advise solution architects on emerging architectural solutions
- Apply best-fit IBM solutions using IT best practices and methodologies (briefings, workshops)
- Turn client experiences into demos and showcases that can benefit sellers, BPs and clients



We address Clients' complex business challenges and accelerate time to value implementation

- Cloud Computing
- Software Defined Environments
- IT Optimization
- Infrastructure Matters
- Big Data and Analytics Optimization
- Competitive Disruptors
- Systems Management
- Fit for Purpose

Align proven methodologies with expertise across IBM to guide and accelerate client decision making

Provide thought leadership:
Advise, Enable & Influence

Share data center best practices & establish strategic client technology roadmaps

Create assets, demos/showcases for enablement & engagements

Lead Technology & Innovation workshops to drive new business

Client Centers for Systems Innovation

- Boeblingen
- Montpellier
- Poughkeepsie

Approximately 200 Systems Innovation (Design Center) engagements in 2014

Contact us:
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