

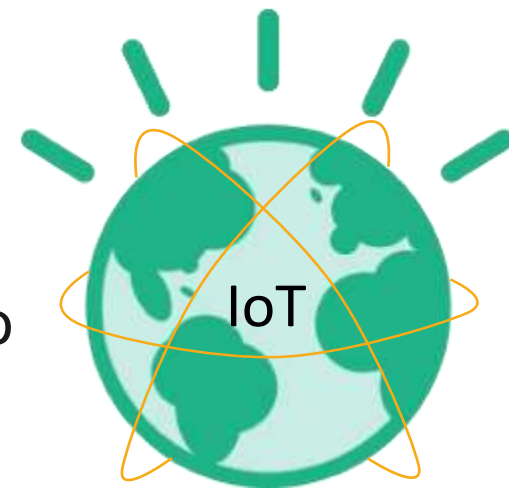


Role of IBM in the IQRF community

Petr Havlik,
Sales Manager IBM Czech Republic



- IBM is joining the IQRF Alliance and is keen to become a major strategic partner for other members
- IBM products complement the rapidly expanding IQRF ecosystem
- IBM will play highly active role in the development of joint IoT projects



IBM investing \$3B over the next four years

Complete cloud-based development and production platform

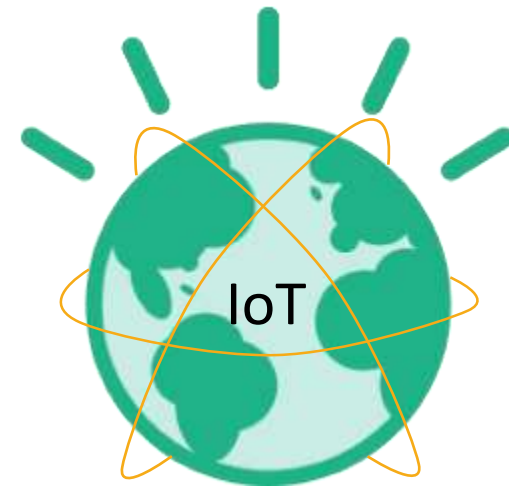
- Partner ecosystem
- IoT Platform
- Cloud, that works globally, regionally and locally
- Analytics cognitive
- Security

Software and services tailored to specific industries and business needs

- IoT Applications
- Industry solutions
- Third party solutions
- Global Business Services IoT practice

Unique portfolio of capabilities required to help digital businesses become cognitive

- Watson capabilities, available through a growing set of APIs
- GBS cognitive business practice
- Digital transformation and industry know-how to uncover new business models



Technology

- 750 IoT patents, 3× any other company
- 40% faster application development process with Bluemix and IoT Foundation
- More than 77,000 developers globally using the Watson Developer Cloud

Experience

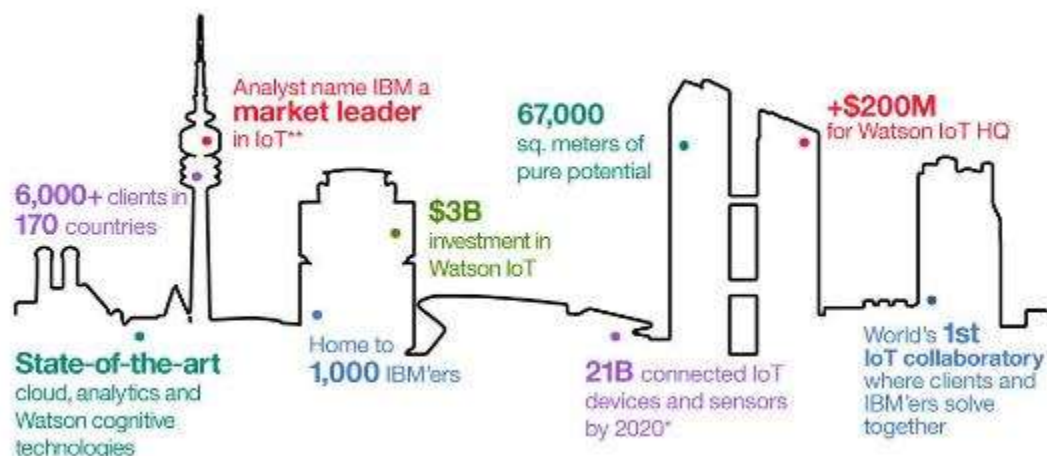
- Over 4,000 IoT clients

Momentum

- 350+ Watson ecosystem partners
- More than two dozen Watson APIs, powered by 50 different cognitive technologies
- The industry's only consulting practice

Regional and Local Presence

IBM's Global HQ for Watson IoT is based in Munich, Germany – the heart of Industry 4.0 Initiative. It is quickly becoming the hotbed for collaborative innovation.

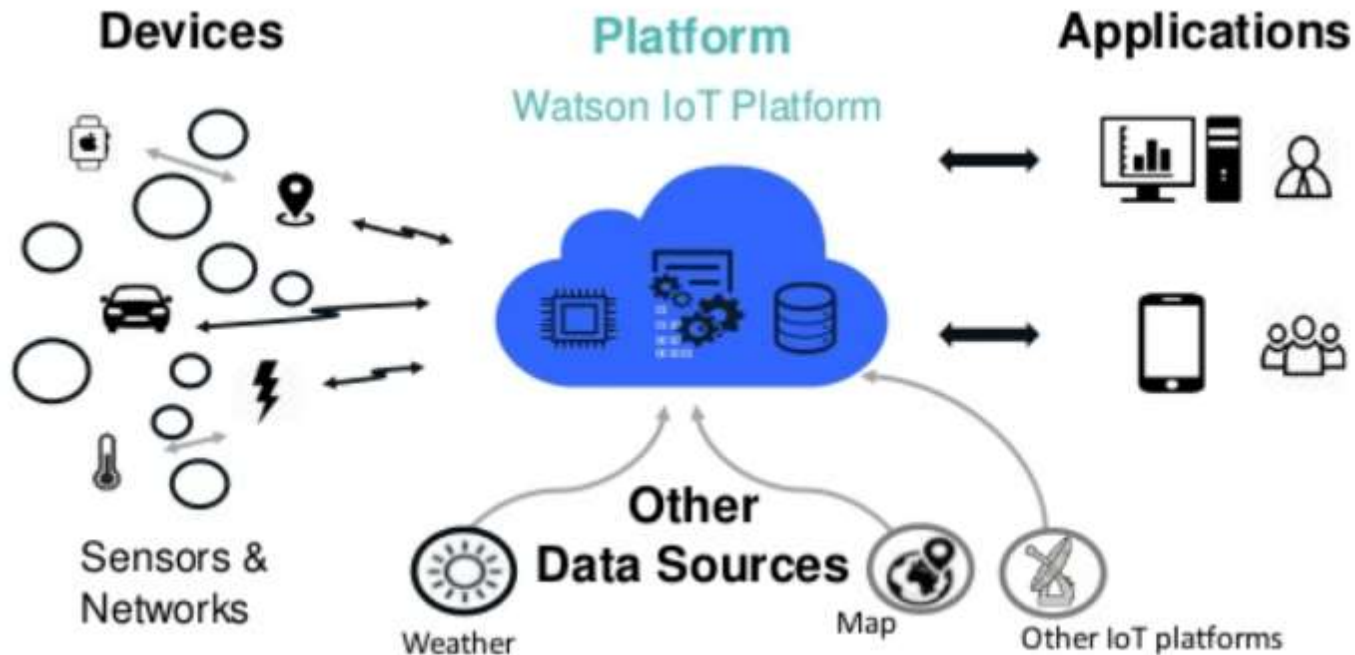


Major investments in R&D and Delivery Capability in CEE.

Client Innovation Centers located in CEE

Where do we fit?

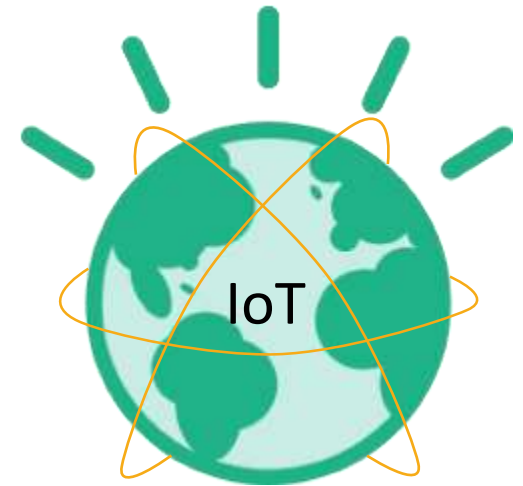
The Internet of Things becomes the Internet that thinks with Watson AI on IBM Cloud



<https://www.ibm.com/internet-of-things>

What do we offer?

- Access to IBM technology with local support
- Technology and sales cooperation
- Cooperation on complex client situation
- Complex systems integration
- Access to global support and experience



More details: presentation at 11:30

IBM Cloud - IoT powered by Watson AI
Rainer Pirker
IBM Watson & Cloud Platform Leader

