

## IBM and Cisco to enhance the client experience with the launch of a new Integrated Solution Center

**Montpellier - 05 oct. 2017:** IBM (NYSE : IBM) and Cisco (NASDAQ: CSCO) today announced they are partnering to launch a new joint Solution facility: the IBM Cisco Integration Center. This investment will help clients accelerate their digital transformation journey across industries, with a focus on IBM solutions and technology services based on Cisco UCS and IBM Storage. The two companies will open in Montpellier, France, the first joint global integration center which will initially cover Analytics, Cloud and VersaStack converged system solutions.

The Center will provide clients with comprehensive environments in integrated IBM and Cisco technologies to deliver:

- customized briefings
- workshops
- technical enablement sessions
- demonstrations
- prototyping
- testing

Support will be provided through the entire sales lifecycle: from awareness and education, pre-sales and design, to POCs and post-sales support.

The Montpellier facility will host dedicated sandboxes, showcasing targeted solutions such as hybrid cloud, VersaStack infrastructure with IBM Spectrum Storage Suite, and Cisco UCS based big data and analytics. Clients can test the integration of innovative Analytics and Cloud solutions on IBM and Cisco infrastructure in a faster, easier and more versatile way.

*"By combining the power of the IBM Cisco Integration Center and with our existing IBM Systems Worldwide Client Center, we provide our clients in the region with a powerful new resource that will allow them to design, develop and test drive technologies from IBM and Cisco to ensure that they meet their needs before deploying them across their infrastructure."* said **Douglas Dreyer, Vice President, IBM Systems Worldwide Client Centers.**

The Center will provide remote access to all assets as well as multi-site collaboration tools based on "Cisco Spark", a simple solution enabling IBM, Cisco and client teams to efficiently work together from anywhere in the world. Montpellier site will leverage the new Spark Board to deliver an innovative collaborative experience to clients engaging with the center.

*"The partnership between IBM and Cisco is increasing, providing unique joint solution to the market"* says **Juergen Kilian - Cisco Partner executive for IBM in EMEAR** , *"as one of the many investments between both companies, the IBM Montpellier center is a perfect fit for our joint customers and partners to demonstrate, test and "sandbox" our joint solutions."*

IBM Global Technology Services, IBM Systems, IBM Global Alliances and Cisco co-created this new facility to build stronger partnerships with our clients, supporting them in driving actionable next steps and clear business outcomes. This investment extends the comprehensive capabilities of the Montpellier Client Center, the largest in Europe, to IBM Cisco solutions. This combination provides a unique strategic tool for Clients to make their digital transformation journey a success.

### **About Cisco:**

Cisco (NASDAQ: CSCO) is the worldwide technology leader that has been making the Internet work since 1984. Our people, products, and partners help society securely connect and seize tomorrow's digital opportunity today. Discover more at [thenetwork.cisco.com](https://thenetwork.cisco.com) and follow us on Twitter at @Cisco.

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IBM Global Technology Services offers end-to-end IT consulting and business services supported by an unparalleled global delivery network that is transforming its business to lead in an era of Cognitive and Cloud. As a cloud services integrator, GTS is managing the services and underlying infrastructure in an integrated and unified way. It is modernizing clients' IT environments to help them meet the increasingly complex customer demands. GTS provides clients with innovative technology solutions that help them to improve their business processes and in turn, profitability.

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