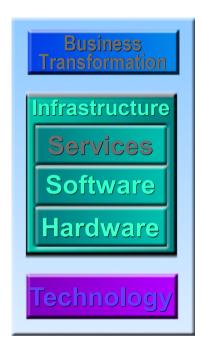
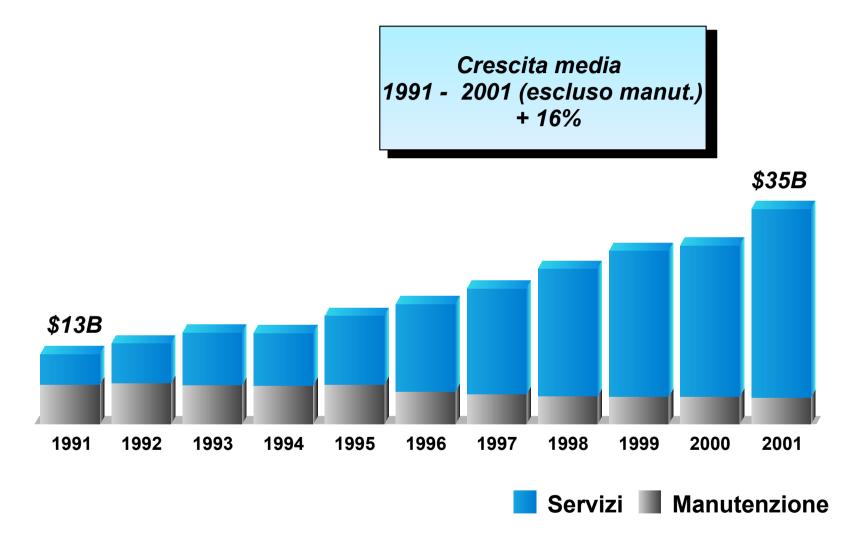
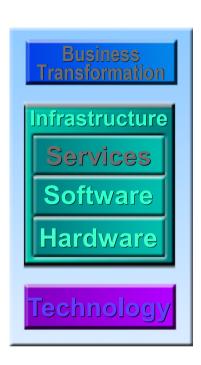
La crescita dei servizi IBM



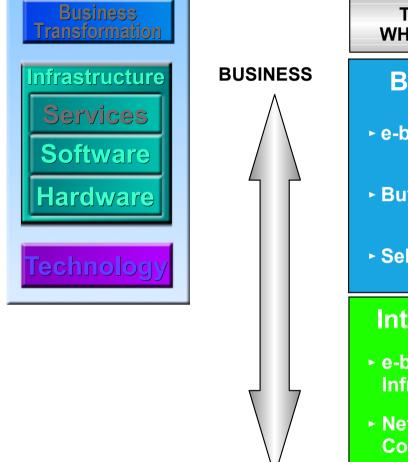


Il ruolo dei servizi nella strategia IBM



- Fornire valore attraverso innovazione di processo, progetto applicativo e integrazione
 - Business Innovation Services
- Abilitare la trasformazione dell'impresa attraverso ambienti IT avanzati e ottimizzati
 - Strategic Outsourcing and e-sourcing
 Services
- Sostenere le operazioni e-business attraverso un'infrastruttura ben progettata e flessibile
 - Integrated Technology Services

II Portfolio IBM Global Services



TECHNOLOGY

TELL ME MANAGE IT HELP ME DO IT WHAT TO DO **FOR ME Strategic Business Innovation Services Outsourcing** - e-business Strategy ► Enterprise **Services** Resources ► Transformational Buy & Supply **Outsourcing** ► e-business Integration Application ► Sell & Support **Management** ► e-business Hosting **Integrated Technology Services** ► Infrastructure ► e-business **▶** Business Continuity **Outsourcing** Infrastructure & Recovery - Data Center Networking & ► Technical Support Desktop **Connectivity** - Network ► Infrastructure & Managed Storage **Systems Management**

Learning Services