

DELOITTE IBM GROWTH PLATFORM

GO-TO-MARKET OVERVIEW



OUR CORE OFFERINGS



GOVERNMENT SOLUTIONS (GPS)

We focus on supporting Deloitte's GPS practice, where we build, implement, and manage solutions helping citizens work more efficiently and agencies run more intelligently.



ASSET LIFECYCLE MANAGEMENT

We help clients with comprehensive asset lifecycle and facility management designed to enhance performance, reduce costs, and enhance compliance.



MULTI-CLOUD & IT OPTIMIZATION

We combine technical, operational, and financial management experience to drive strategic evolution of clients' complex multi-cloud IT environments.



DATA & AI GOVERNANCE

Our analytics and AI-enabled solutions allow organizations of any size to improve operations, unlock IT capacity, and use data to unearth business insights.



CYBER RISK & SECURITY

We help organizations be secure, vigilant, and resilient in protecting systems and data to build trust for their customers and mitigate risks due to the complexity of evolving threats.

KEY PRODUCTS & SOLUTIONS

HEALTHINTERACTIVE™	MAXIMO	RED HAT	WATSONX	VERIFY SUITE
HEALTHCHOICE™	TRIRIGA	APPTIO	INSTANA	MAAS360
INTEGRATED ELIGIBILITY	ENVIZI	TURBONOMIC	COGNOS	GUARDIUM
SINGLE TRADE WINDOW		MAINFRAME	TM1 ANALYTICS	QUANTUM SAFE

PROOF POINTS

Drawing on a relationship that has spanned over 25 years, Deloitte and IBM combine technology leadership, hands-on business experience, and industry knowledge. Together, we've created an engine that drives transformation. We are setting the standard for digital leadership and spurring innovation that's reshaping our clients' businesses—and our own.



IBM Platinum Business Partner
since 2017

1.4K+

Combined of IBM and Red Hat focused practitioners globally

25+

Years as an IBM Global System Integrators partner

12+

Years as a Red Hat Certified Cloud & Services Provider

26+

Global awards and recognition since 2016

2.6K+

IBM, Red Hat and Apptio Certifications and Skill Badges

38

Competencies across Cloud, Gen AI, Security and Asset Management

WITH 500+

Being IBM Proficient practitioners

RECENT RECOGNITION

- 2024** Deloitte named IBM Nordics Innovator Partner of the Year
- 2024** Deloitte receives Red Hat Australia/New Zealand SI Partner of the Year
- 2024** Deloitte receives Best Lease Accounting Award for IBM TRIRIGA
- 2024** Deloitte receives IBM Partner Plus Award for Digital Defense, APAC
- 2023** Deloitte receives Red Hat Pinnacle Award for North America Public Sector
- 2023** Deloitte named Apptio Global Agile Partner of the Year



GET IN TOUCH



Kathy Kadoch

Partner, IBM Alliance Global Lead
Chief Commercial Officer

ACCELERATE YOUR PACE OF PROGRESS.
SPARK INNOVATION WITH TRUSTED SOLUTIONS.

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