

Human Resources

Simone

"They say a man is known for the company he keeps. We say that a company is known by the men it keeps."

Thomas J. Watson (IBM founder), October 1926

More than 6200 open positions



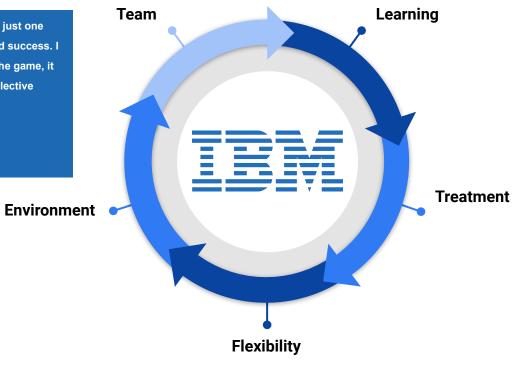
Work Conditions and CSR

Andrea

Work Conditions

Until I came to IBM, I probably would have told you that culture was just one among several important elements in any organization's makeup and success. I came to see, in my time at IBM, that culture isn't just one aspect of the game, it is the game. In the end, an organization is nothing more than the collective capacity of its people to create value.

- Louis V. Gerstner, Jr., Former CEO of IBM



Corporate Social Responsability

Project OWL

IBM P-TECH

VolCAT

Science for Social Good

Trust and responsibility.

Earned and practiced daily.

Disaster Preparedness

Al Fairness 360

Environmental Sustainability

Food Trust

Business model

Tesfaye

Do you know how many different companies work with IBM ???

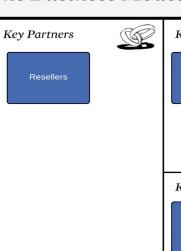
The Business Model Canvas

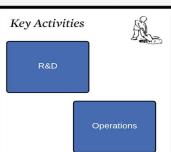
Designed for:



Designed by: Denis Oakley















companies deliver IT

better



Consultative & Major Account Sales & Support

Customer Segments

Corporations



Direct Sales

PR& Advertising



Cost Structure

Staff

Offices & **Fixed Assets**

New Product Development



Revenue Streams

Hardware sales. installation and maintenance



Annual Outsourcing & Mainmtenance Contracts

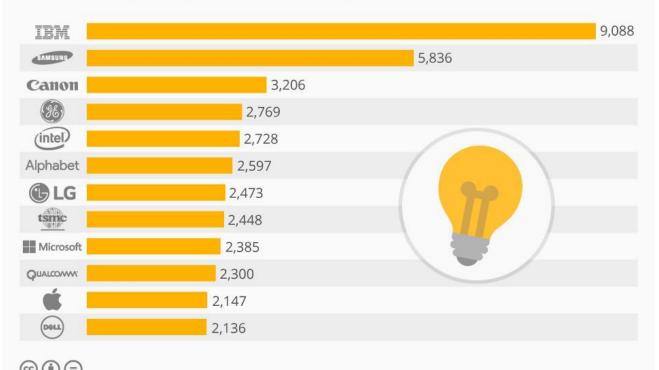


R&D and Innovation

Matteo

The U.S. Companies Granted The Most Patents in 2018

Number of U.S. patents granted to the following companies in 2018





Historical Inventions

- Automated Teller Machine (ATM)
- Hard disk drive
- DRAM
- SQL
- Magnetic stripe card
- Universal Product Code (UPC)



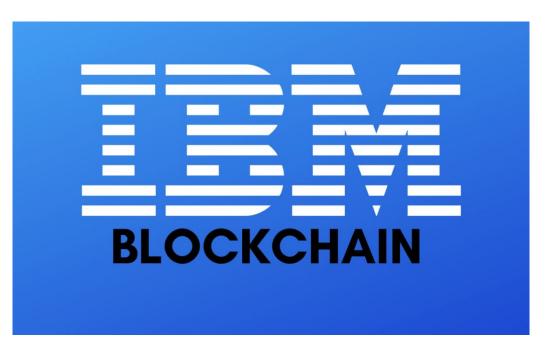
Quantum Computing



IBM Q System One

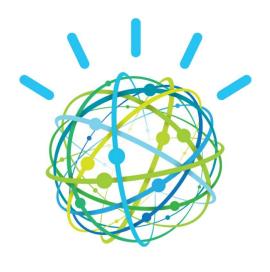
The first ever circuit-based commercial quantum computer launched in January 2019

Blockchain Technology



- IBM Food Trust
- IBM Blockchain for Global Financing
- Collaborations with open source community

Artificial Intelligence



IBM Watson™

Watson is a computer system capable of answering questions posed in natural language

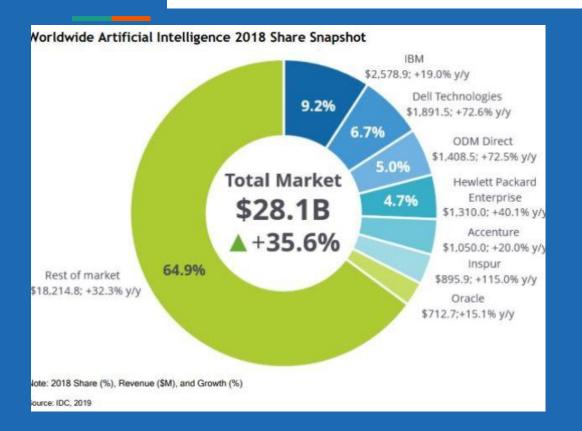
Applications:

- Healthcare
- Teaching and client assistant
- Weather forecasting
- Human Resources

Market share

Davide

IBM the #1 Market leader in All

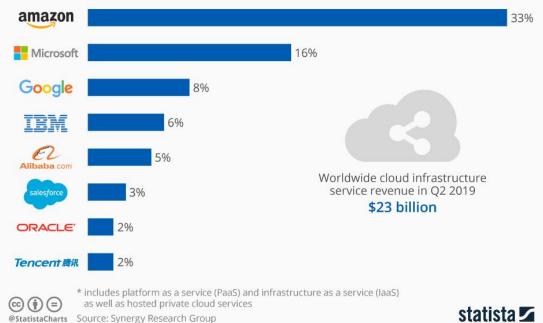




Cloud Market Share

Amazon Leads the Race to the Cloud

Worldwide market share of leading cloud infrastructure service providers in Q2 2019*







Thanks for attention!

