

# Maximize, Optimize & Simplify Operations on Hyperscalers

## Agenda

- 01 Overview of Kyndryl
- 02 Our Point of View on Hyperscaler Managed Services
- 03 Our Capabilities
- 04 Next Steps



A multi-billion-dollar technology services company with 90,000 skilled practitioners, we design, build, manage and modernize the mission-critical technology systems that the world depends on every day.

#### Known for:

- Being trusted by customers with their vital systems
- Deep domain expertise: 30+ years of IT services eminence
- Position as leader by industry analysts
- Innovating at scale with intellectual property and portfolio of 3,000+ patents
- Largest infrastructure implementation and managed services provider

#### Added value as Kyndryl:

- Unleashing our full potential with partners to deliver exponential outcomes for customers
- Expanding investments in the skills and innovation our customers need
- More nimble and responsive with decision-making close to customer

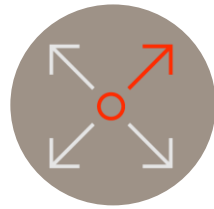
# Cloud-driven digital plays create transformational business value

Cloud will serve as the glue between many other technologies that CIOs want to use more



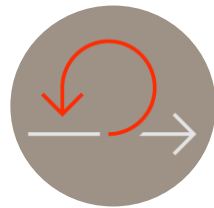
80%

will shift to cloud-centric infrastructure and applications 2x as fast as before the pandemic



5x

increase in the adoption of cloud-native architectures for core business applications



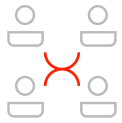
75%

of enterprises will only select vendors who can provide end-to-end services

1. Gartner Worldwide Public Cloud Services End-User Spending Forecast
2. IDC FutureScape: Worldwide Services 2021 Predictions
3. IDC FutureScape: Worldwide Future of Digital Infrastructure 2021 Predictions #US46470820
4. IDC FutureScape: Worldwide Services 2021 Predictions, 2020 #US45374020



# Enterprises face challenges in managing and operating a cloud environment, effectively negating and stalling their journey to cloud



**Cloud Skills**



**Deployment  
Standardization**



**Tools Integration  
across clouds**



**Shared Security  
Model**



**Cloud Operational  
Framework**



**On Prem  
+ Cloud**



**Visibility and Control**



# Multicloud Management Services

## Accelerate business transformation with Kyndryl's Multicloud Management value proposition



Minimize risk & improve ROI



Enhance observability & secure digital trust



Innovate by exploring latest technologies



Expertise at scale



Transformative Services



AI-based insights and optimization



Modern service management



Outcome based



Partner eco-system

# Multicloud Management Services

## Fully managed hybrid multicloud services by Kyndryl

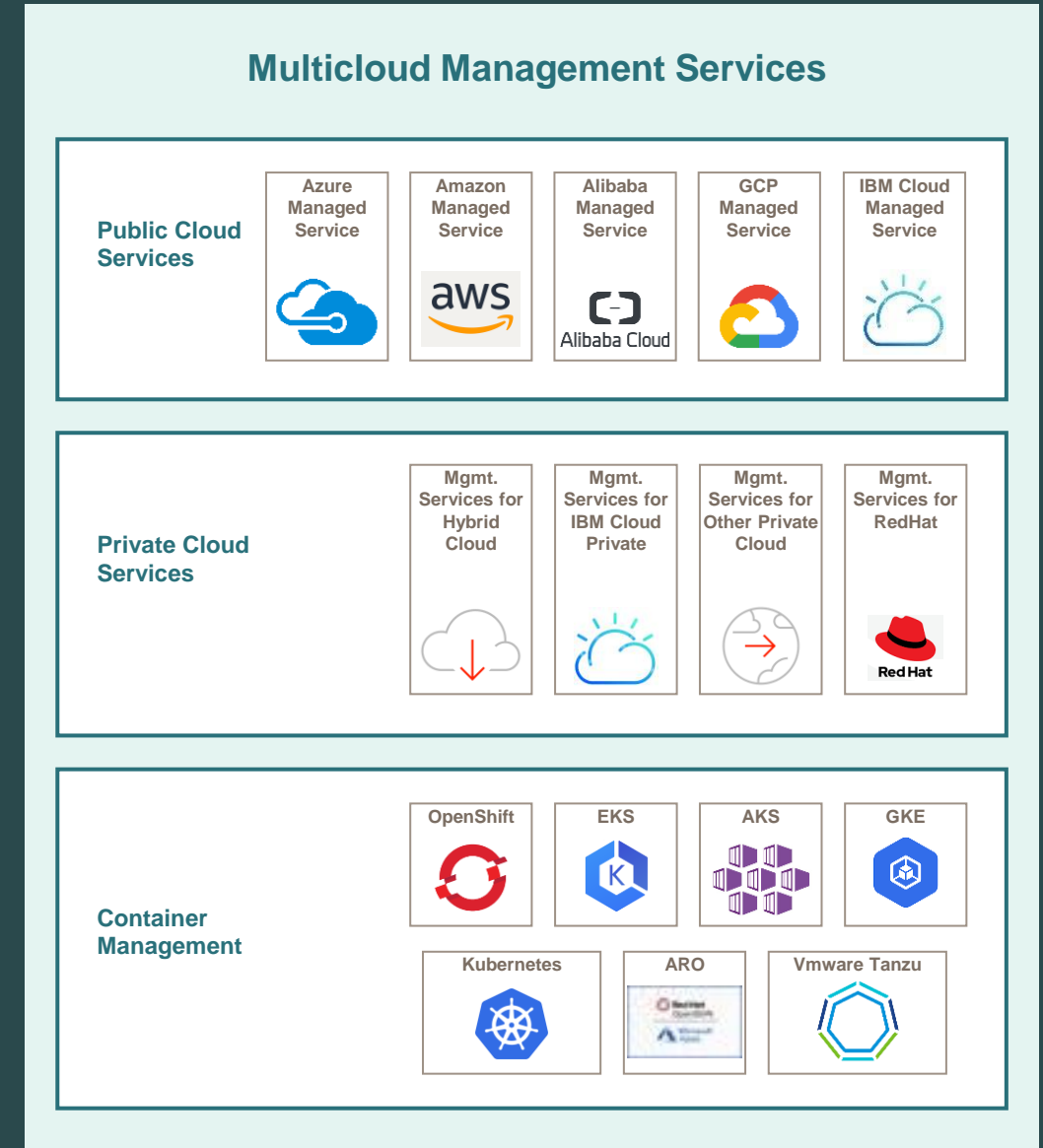
- Consistent and modern managed services across multiple cloud environments with a single pane of visibility
- Pay-as-you-go pricing model

## Global delivery using shared multi-tenant deployments

- Integrated end-to-end management tooling stack
- Highly skilled and certified resources supporting client infrastructure
- Automation first driven operations

## Cloud ecosystem

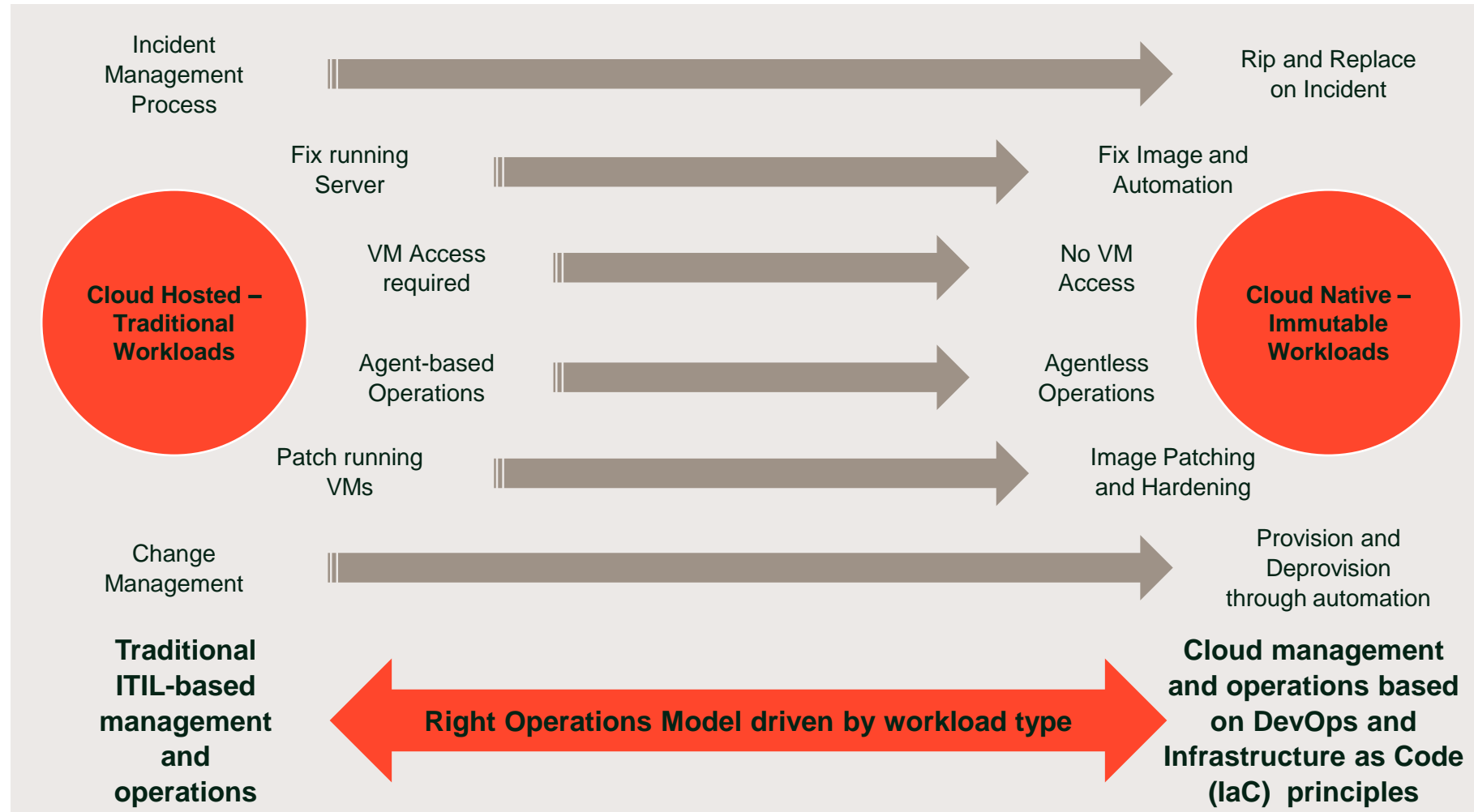
- Partnerships and alliances with leading cloud providers to drive value for customer engagements and market readiness





# Bimodal operations for cloud hosted and cloud native

Appropriate operating model to leverage cloud benefits



## Key Highlights

- Right Operations model based on the type of workloads
- Align operations to the next generation Multicloud Management Services and operations

## Key Benefits

- Operations that aid transformation to cloud native and immutable workloads



## Next Steps

- 01 Schedule workshop with Kyndryl experts and specialists to further assess your needs
- 02 We will gather additional specific information to structure the optimal solution
- 03 For more information, please visit <https://www.kyndryl.com/us/en/services/cloud/multicloud-management>

