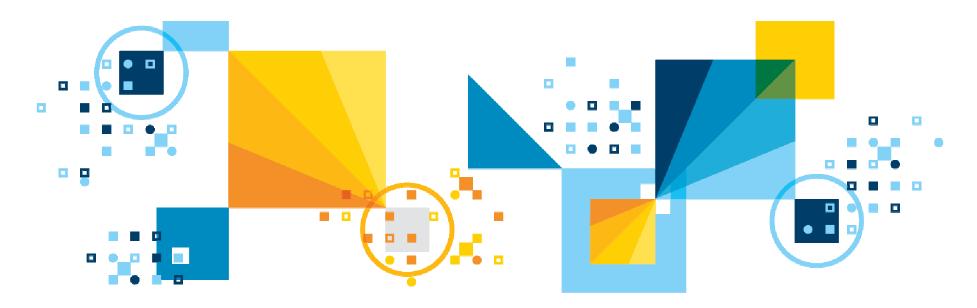
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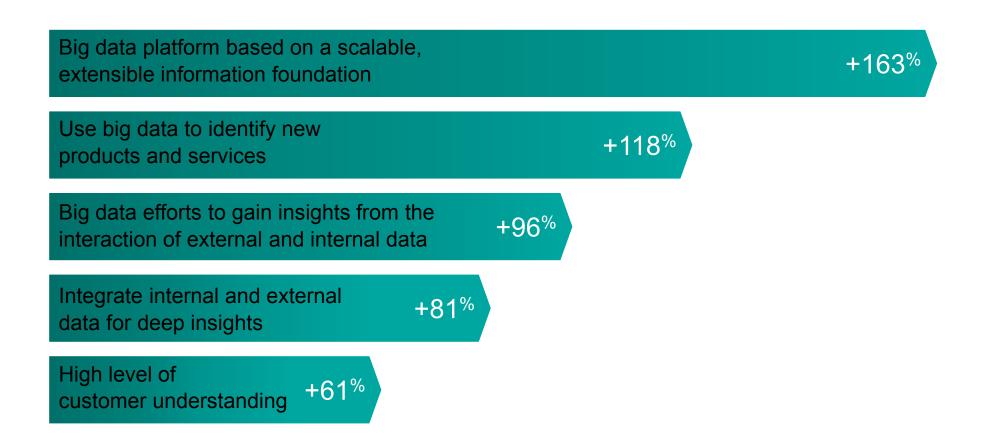


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What distinguished CIOs from outperforming organizations over underperforming organizations?



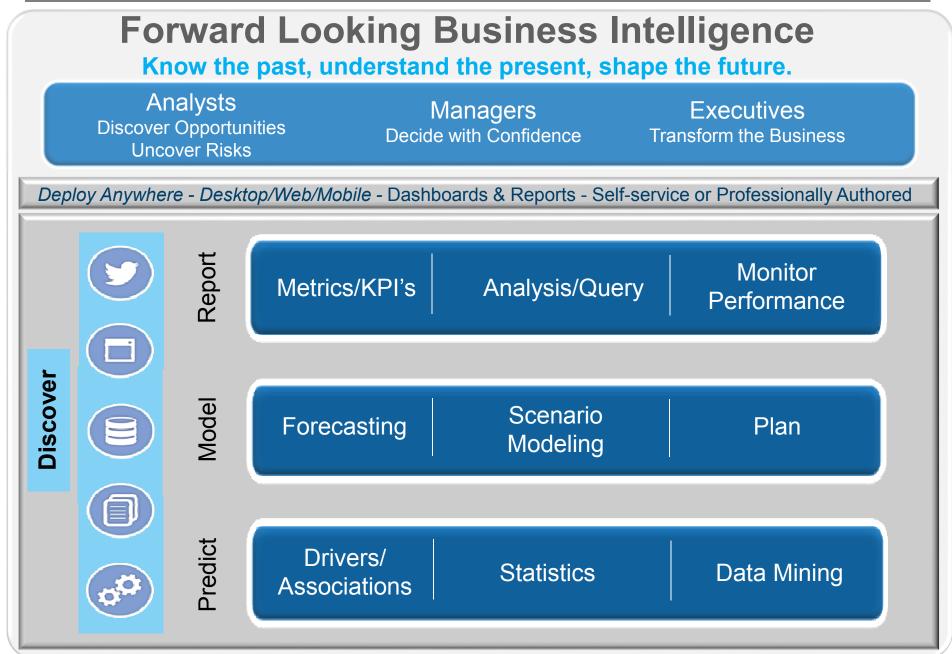
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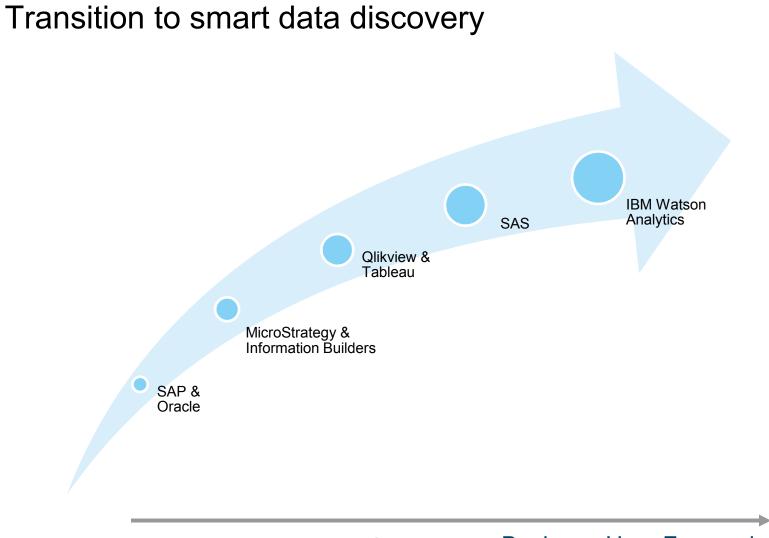
| Smarter Risk Algorithimics Open Pages Financial Performance Management | Predictive Customer Intelligence Sales | | Internet of Things | | | Public Safety i2 / COPLINK | |
|---|--|--|---------------------|---------------------------|------------------|---|--------------------|
| | Performance Management Varicent Social Media Analytics | Predictive Maintenance and Quality Optimization | Maximo Tririga | DOORS Rhapsody RELM | MessageSight | Counter Fraud Management Smarter Cities Operations / IOC | The Now Factory |
| Finance & Risk | Customer Analytics | Predictive & Optimization | Asset Management | Continuous Engineering | loT Solutions | Safer Planet | Big Data Telco |

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IT Intensive Analyst Constrained Business User Focused



The 2015 Gartner Magic Quadrant



IBM's vision is strong, as shown by its integration of analytics into business-userfriendly tools, and the recent introduction of SPSS in the cloud.

At IBM we have maintained the level of leadership that our customers have come to expect in advanced analytics.

Now we are making these capabilities available to all business users with IBM Watson Analytics.



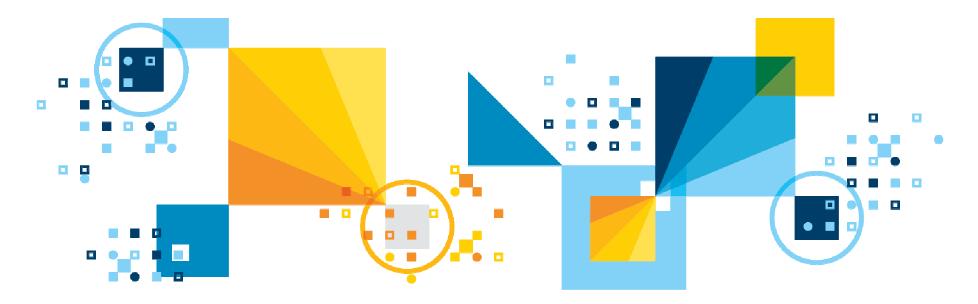
What we are hearing from Analysts

"It looks like IBM has leapfrogged what others have done," Mr. Wiedenbeck CIO of Ameritas said. "It feels like the iPhone of analytics to me."

NY Times - writer Steve Lohr

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Thank You



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