



# Client-first, value-led.

KPMG and IBM collaborating to  
deliver better client outcomes



Increase efficiencies across your technology ecosystem,  
gain richer insights from your data and take out costs.

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As organizations advance their transformation agendas and embrace new cutting-edge technologies to remain competitive in their retrospective industries, it becomes imperative for them to engage with an implementation partnership who can help them realize their transformation goals and fully leverage the value technology infrastructure.

This strategic collaboration will not only allow them to improve efficiencies and unlock valuable insights from their often-complex technology ecosystem but also take out costs. However, the search for a comprehensive solution integrator that understands the intricacies of the diverse technologies at play can be challenging ask.

Through a client-first approach, refined through years of successful engagements and by leveraging the best of both firms, KPMG and IBM are jointly helping clients achieve their business aspirations by enhancing their digital transformation journeys.

## A client-first collaboration – focused on value – built on decades of trust

Our collective expertise, advanced technologies and experience in implementing partner solutions allows us to provide valuable client experiences, deliver differentiated outcomes and accelerate time to value.

### KPMG

Industry, business and technology expertise.

Proprietary assets, accelerators and tools.

Award winning global consulting organization.

### IBM

Leading-edge suite of technologies.

Red Hat open-source modernization technologies.

Partner-first mindset.

Deep technical expertise.

Longevity of client relationships.

KPMG  
and IBM's  
partner  
ecosystem

Client-first,  
value led

**We collaborate** to identify areas where technology can add the most value, this leads to an efficient implementation process.

**We invest** in client innovation and our strategic alliance partners to increase efficiencies and value across all ecosystems.

**We place** our teams and industry specialists strategically for your business needs.

Through collaboration, we can provide **the most valuable client experiences.**

Together, we can deliver **differentiated outcomes.**

In partnership, we can accelerate **time to value.**

# Business-led, technology enabled transformation

Our alliance ecosystem brings together years of expertise, insights, leading modernization technologies, assets, accelerators and proven integrations to help clients accelerate, innovate, and move with agility, speed and scale. Our professionals work alongside you to understand your needs, then design a flexible engagement strategy that will align seamlessly with your transformation goals.



## Business-led

Our teams comprise of seasoned industry, business and technical professionals who possess a deep understanding of your sector, share their wealth of knowledge, offer valuable insights, provide expert guidance, and stand by you, throughout your transformation journey.

By leveraging our collective expertise, we aim to deliver exceptional client experiences and support you in achieving your strategic objectives.



## Technology-enabled

Our multidisciplinary teams are instrumental in guiding you through the process of redesigning and maximizing the value derived from technology, enabling you to achieve differentiated outcomes, improve efficiencies, gain valuable insights, and take out costs.

Moreover, we offer access to extensive implementation and delivery resources on a large scale, accompanied by accelerators, capabilities, assets, and a wealth of experience to expedite the realization of business value for your organization.



## A path for modernization

We leverage a cloud-first approach enabled by OpenShift, open source, and deploy-anywhere solutions, to help clients modernize their applications and speed up their move to the cloud.

## Client success

Together, we serve in every industry enabling transformation success for all clients.

### Leading Energy and Utilities provider

IBM's unique relationship with KPMG has provided valued finance and advisory expertise. Over the next four years, this partnership will help expand the customer-first platform across all aspects of the organization, allowing them to deliver to their customer expectations, enabling their employees to serve, and facilitate future growth.

### Publicly listed US manufacturer

Through the KPMG and IBM Alliance, KPMG helped this industrial manufacturing client prioritize their trade functionality needs and select the appropriate solution. By leveraging SAP Tax Acceleration services and tools applied in the Rapid Discovery sessions, KPMG and IBM were able to deliver more value through the SAP implementation and achieve direct and indirect cost savings and after-tax cashflow benefits.

## Alliance recognition

Business – client – partner first.



2021 Red Hat rising start partner for SLED



2023 Red Hat innovation award winner



2023 Red Hat innovator of the year



2024 IBM Platinum Partner

**KPMG and IBM are committed to helping clients deliver against their transformation agendas. With our extensive experience, clients trust us, collaborate with us on innovation, and, ultimately, succeed with us.**

### To find out how:

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