Client/Partner Quote Sheet: IBM and Red Hat Launch Edge Computing Solutions for the 5G Era

Additional businesses using IBM's edge computing and telco solutions and services include:

"Acromove Inc. is working with IBM to offer a technique for Geo-Elastic deployment of AI, 5G and IoT applications using IBM Edge Application Manager running on the Acromove product portfolio of "Data Center in-a Box" Edge Computing building blocks. These building blocks are engineered to deploy in any environment with minimal technical resources within minutes. Working with IBM has made it simple for us and our end customers to build powerful and profitable edge computing projects anywhere in the world."
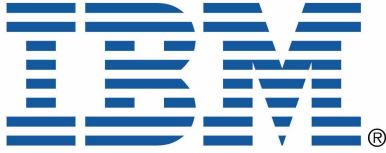
Evan Achillopoulos
CTO
Acromove

"True remote resource management, whether those resources be devices or people, has never been a more critical need than it is today. Together with Arrow and IBM, we will continue to grow our base of devices supporting IBM Edge Application Manager and begin to engage with new clients in target industries, such as manufacturing and oil and gas, to help them maintain productivity and worker safety standards during these unpredictable times."

Elizabeth Campbell
General Manager of Americas
ADLINK Technology

"Using Arrow's multiple integration centers – with the ability to develop and orchestrate software, hardware and service IoT and Edge bundles tailored to a customer's unique requirements – we are able to deliver those solutions globally upon demand. Combined with IBM Edge Application Manager and other IBM solutions, these IoT and Edge offerings provide industry-leading capabilities and solutions upon customer demand and under changing business scenarios.

From technology and services to full solution development, our customers trust that Arrow, leveraging its extensive ecosystem, has the capabilities, expertise, and scale to orchestrate complex edge solutions that effectively address their needs."

Nick Donaldson
Sr. Director, Global Alliances & Marketing
Arrow Services

IBM ®

"Cisco and IBM are further expanding our long-term collaboration to deliver new and innovative solutions to market. We are excited to have IBM include our industry leading Servers, SD-WAN and other IT/OT Infrastructure elements as part of IBM Edge Application Manager. IBM is one of our largest global partners and they already represent Cisco's IT and OT portfolio in the global markets. We are excited to be part of this new offering which is designed to enable targeted industry edge use cases and enables new Edge Native applications to deliver real-time outcomes for our customers."
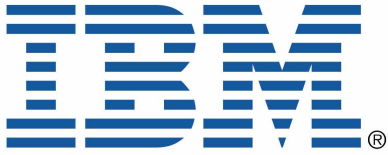
Keith Dyer
VP Strategic Alliance
Cisco

IBM and CloudHedge are working to bring together IBM Edge Application Manager and automated containerization technology, pioneered by CloudHedge. This will allow organizations with Linux and Windows-based workloads to realize their edge computing use cases, by leveraging capabilities of Red Hat OpenShift and IBM Edge Application Manager. By automating containerization, CloudHedge allows customers to focus on business use cases that matter.

"We are very excited to deepen our collaboration with IBM, to bring diverse application workloads onto IBM Edge Application Manager running on Red Hat OpenShift. This will provide a big boost to Linux and Windows containerization customers worldwide, who aspire to deliver innovative edge computing use cases by leveraging IBM Edge Application Manager."

Abhijit Joshi
Founder & CEO
CloudHedge

"We appreciate the possibility to extend our long lasting collaboration with IBM, joining an ecosystem to effectively enable vital enterprise technology like advanced analytics at the edge, in the world of Operational Technologies (OT). The integration of IBM Cloud Pak for Data to build and train analytics models that IBM Edge Application Manager can deploy onto Eurotech's Edge Computing Hardware, including our High-Performance Edge Computers, significantly lowers the barrier of entry for customers that need to leverage computational power for AI and analytics applications in challenging environments."

Robert Andres
Chief Strategy Officer
Eurotech

IBM and G-Evolution, an affiliate of Groupama Assicurazioni, are teaming to transform the auto insurance industry using telematics. Working with IBM, Groupama is exploring how to use the power of hybrid multicloud, IoT and cognitive solutions.

"With the support of IBM we have built an end-to-end telematics solution that combines IoT, AI and hybrid cloud to reveal insights related to driving behavior and accident reconstruction. We believe our solution is distinctive due to correlation of insurance portfolio data, contextual data and telematics data with related analytics. We are able provide enhanced risk assessment, manage the entire claims value chain more effectively and build predictive models."

Pedro Bernardo Santos,
Managing Director
G-Evolution

"IBM edge computing solutions power Geniatech industrial edge gateways and sensors in integrated end-to-end Maximo Worker Insights solutions offered by Arrow Electronics. In this collaboration we are able to bring advanced analytics to the edge to work to solve critical problems around worker productivity and safety."
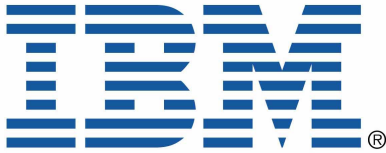
JiJun Fang
CEO & President
Geniatech

"At the edge, the world waits for nothing. Delays in compute responsiveness create missed opportunities, massive cost and even extreme danger. IBM Edge Application Manager, coupled with Hazelcast's in-memory computing platform, can deliver a flexible, low-latency edge compute solution."

Kelly Herrell
CEO
Hazelcast

"We are excited to be part of the IBM Edge Ecosystem to provide observability and deliver valuable insights for data coming from every part of the enterprise. Collaborating with IBM allows us to be part of the industry-leading movement to gain intelligence from an ocean of data. While most organizations struggle to understand what's happening at the edge, Humio's ability to log everything at scale makes it possible for customers to monitor the performance and use of all endpoints in real time, designed to dramatically improve their experience."

Geeta Schmidt
CEO
Humio

"For utilities that want to improve and enhance the automation of their grids, offer new energy services, increase the hosting capacity of their network and engage with prosumer communities, we are excited to collaborate with IBM, to bring new software defined capabilities leveraging Minsait's Onesait solutions and IBM Edge Application Manager, both running on Red Hat OpenShift. This new collaboration with IBM and Intel will help us meet the challenges of integrating secure IoT technology with operation technology devices through our containerized Onesait Utilities AGM and Onesait Utilities Prosumer solutions. This collaboration will work to underpin the transformation of information and operation technologies into a software defined solution that can be deployed at massive scale."

Leonardo Benitez
Managing Director, Energy & Utilities
Minsait (Indra)

"IBM's new Edge Application Manager, built on Red Hat OpenShift and running on Intel technology, provides an open innovation platform from which our partner ecosystems can work together to co-create and innovate at the edge, on a global scale."

Stacey Shulman
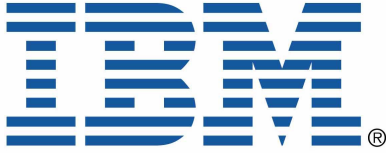*Vice president and chief innovation officer, Internet of Things Group*
Intel

"Edge computing brings applications and workloads closer to enterprises and enables new low-latency services in new segments, including Industry 4.0, Smart City and Connected Cars, however, this will require new investment in infrastructure, security and operational processes. Software-Defined Networking (SDN) solutions that leverage open standards, automation and AI will play a critical role to enable enterprises to analyze their data in near-real time to improve decision-making."

Manoj Leelanivas
EVP & Chief Product Officer
Juniper Networks

To drive advanced oceanographic research and increase our understanding of key issues such as ocean pollution and global warming, marine research organization ProMare is building an unmanned vessel – the Mayflower Autonomous Ship Project -- using the new IBM Edge Application Manager.

"As part of our preparation for the Mayflower Autonomous Ship transatlantic mission, we are using IBM Edge Application Manager to help manage a network of cameras, radar systems, a marine Automatic Identification System (AIS) and a weather station that we have installed in the Smart Sound Plymouth, in waters off the coast of the UK. The data we collect from these devices is helping us to train machine learning models that will be vital to the Mayflower's ability to self-navigate and avoid ocean hazards as it traverses the Atlantic."

Don Scott
CTO
Mayflower Autonomous Ship Project

IBM®

"Enterprises are moving AI to the edge for real-time processing of large amounts of data coming from IoT sensors everywhere. We are collaborating with IBM and Red Hat to build a secure, cloud-native platform to effectively manage new fleets of AI systems being deployed in retail stores, warehouses, hospitals, cities and more."

Justin Boitano
Vice president and general manager, edge computing
NVIDIA

"Hardware advances are turning edge locations into data processing hubs for sophisticated AI, machine learning, IoT and 5G applications. By collaborating with IBM, Portworx enables enterprises to run distributed enterprise applications on Kubernetes at the edge and the core with end-to-end reliability, performance, data protection and data security. Portworx truly enables enterprises to architect once but run anywhere."

Murli Thirumale
CEO
Portworx

"We are excited to integrate with IBM to create safer work environments. Through IBM Edge Computing, the SmartCone'sMulti-Sensor Eco-System runs customizable analytics to detect work place safety issues and reports these to Maximo Worker Insights."

Jason Lee
CEO
Smartcone

"As cloud-native development practices make their way to the enterprise edge, effective management of security, compliance, and performance will be critical to success. This is the focus of our collaboration with IBM. We will help organizations reduce risk and autonomously deploy cloud applications at massive scale with IBM Edge Application Manager"

Loris Degioanni
Founder and Chief Technology Officer
Sysdig

"The edge is all about getting processing close to where data is being generated, improving the customer experience. The closer you get to the edge the more you reduce network latency, but the tighter the constraints on compute and storage resources. Turbonomic solved this challenge with Application Resource Management, where our software finds the desired state between these competing tradeoffs that continuously fluctuate with changing resource demands. We are excited to be working with IBM to accelerate the adoption of edge computing."

Shmuel Kliger
President & Founder
Turbonomic