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In today's fast-paced and ever-changing business landscape, organizations are constantly striving to optimize their operations, leverage emerging technologies, and drive growth. As a trusted IBM Platinum Partner, Evolving Solutions has been at the forefront of helping businesses overcome challenges and achieve their goals for more than 25 years. With deep expertise across IBM's infrastructure, software, and cloud portfolio, Evolving Solutions delivers innovative solutions that enable modern operations in a hybrid cloud world. This article explores the company's unique value proposition, its approach to addressing industry trends, real-life case studies, and its future plans.

Building the Storyline:

Evolving Solutions' relationship with IBM spans more than two decades, making them a seasoned player in the IBM partner landscape. As an IBM Platinum Partner, the company's experienced team possesses a deep understanding of IBM's offerings, allowing them to deliver tailored solutions that drive business growth for their clients. Evolving Solutions' success lies in its ability to leverage the right technology capabilities, including infrastructure, software, and cloud solutions, to help organizations remain competitive and maximize results.

Trends Impacting IBM Partners and Evolving Solutions' Approach:

To stay ahead in the dynamic technology landscape, organizations must embrace key trends and leverage them to their advantage. Evolving Solutions recognizes the significance of the following trends and

has developed strategies to harness their potential:

- 1. Hybrid Cloud:** Evolving Solutions emphasizes the importance of prioritizing workload value and adopting a hybrid cloud approach. By blending public and private cloud resources, organizations can achieve flexibility, scalability, and security while maintaining control over sensitive data. Evolving Solutions guides clients through their hybrid cloud journey, ensuring optimized investments and seamless integration of workflows.
- 2. Everything is Code:** The complexity of hybrid cloud environments calls for automation as a central component. Evolving Solutions advocates for a code-first approach, enabling integration across applications, legacy databases, and SaaS data sources. By automating infrastructure deployment, organizations can free up valuable time for more complex tasks and improve overall efficiency.
- 3. AI to Support Operations:** Artificial Intelligence (AI) plays a crucial role in extracting insights from complex operational data. Evolving Solutions advises IT operations teams to leverage AI and automation built into platforms and tools to address business challenges effectively. This integration ensures maximum productivity and outcomes while empowering organizations to make informed decisions based on vast amounts of data.
- 4. Intelligent Observability:** Implementing an all-encompassing observability strategy is vital for organizations to understand the behavior and value of their systems. Evolving Solutions emphasizes the need for the right tools, people, skills, and processes to gain insights into user experiences and complex environments. By integrating

observability into development and deployment pipelines, organizations can automate processes, remediate issues, and improve user experiences based on data-driven decisions.

- 5. Security:** In the context of securing hybrid cloud environments, Evolving Solutions highlights the importance of breaking down silos across organizations. The company advocates for a balanced approach that ensures data is delivered to the right people at the right time while maintaining usability. Automation plays a key role in achieving this balance and protecting the enterprise.
- 6. Data Protection:** Evolving Solutions recognizes the evolving landscape of data protection and the increasing complexity driven by new regulations. The company emphasizes the need for a robust data protection strategy that covers not only the data within an organization's environment but also the data about the environment. Automation is critical in integrating solutions and processes to minimize risk and enhance security posture.

Addressing Challenges and Delivering Desired Outcomes:

Evolving Solutions has firsthand knowledge of the challenges faced by leading decision-makers in the IBM ecosystem. Technical debt, sustainability, addressing skills shortages, and ensuring agility are key concerns. The company effectively addresses these issues through its client-centric consulting approach and technical expertise.

Many organizations accrue technical debt due to existing technology investments supporting their core business. Evolving Solutions understands that ripping and replacing these environments is often not feasible. The company helps organizations deploy a hybrid cloud model that leverages existing technology assets while incorporating additional capabilities from public cloud providers or as-a-service vendors. This approach allows organizations to rapidly deploy new capabilities while resolving technical debt.

Sustainability is no longer optional, and Evolving Solutions helps organizations embed sustainability into their IT operations as part of business transformation initiatives. Whether it's on-premise infrastructure or hybrid cloud solutions, the company assists clients in adopting sustainable practices that align with their



business objectives.

Addressing skills shortages and enabling agility are crucial for organizations to thrive in today's disruptive business landscape. Evolving Solutions recognizes the need for automation to alleviate the burden on IT teams and enable them to focus on strategic initiatives. By automating repetitive tasks and leveraging emerging technologies, organizations can address skills shortages, optimize resource allocation, and respond quickly to market and customer demand changes.

Real-life Case Studies:

Evolving Solutions' innovative array of solutions has empowered clients across various industries to overcome hurdles and achieve desired outcomes. The following case studies highlight the company's capabilities:

1. Health Insurance Provider

Challenge: Existing systems were not agile enough to respond to patient and provider needs, while still delivering the necessary resilience and availability.

How Evolving Solutions Helped: Evolving Solutions defined and implemented an automated platform that included compute, storage, and connectivity integrated with a software toolset to deliver cloud disciplines and functionality.

Result: The organization was able to stabilize and adapt their IT environment, driving better care decisions and outcomes while managing costs.

2. Global Service Provider

Challenge: Thousands of tickets per month required manual intervention, driving up operational costs.

How Evolving Solutions Helped: Evolving Solutions' experts implemented a framework that allows additional issues to be addressed as they become apparent. Automation was introduced to remediate issues based on proactive detection of errors and outages in their environment.

Result: The company eliminated manual intervention in approximately 8,000 tickets per month, resulting in significant cost savings and allowing reallocation of team members to priority projects.

3. Property and Casualty Insurance Corporation

Challenge: The organization required a strategy to migrate core applications from on-premise to public cloud infrastructure, but their internal team had limited skills with the public cloud and needed to develop capabilities.

How Evolving Solutions Helped: The Evolving Solutions team provided best practices for infrastructure as code and collaborated to set up data warehouse capabilities in the public cloud as the first step of the migration.

Result: The corporation successfully migrated to the public cloud for a workload well suited to the environment, reducing costs and building public cloud capabilities. They can now proceed with the re-architecture and migration of data center-based workloads, taking advantage of the operational capabilities introduced for the first workload.

Competitive Edge and Differentiating Factors:

Evolving Solutions differentiates itself in the market through its strong reputation, employee-centric approach, and commitment to delivering exceptional results. The company's deep expertise, top talent, and adherence to core values ensure that clients receive the highest level of service. Evolving Solutions has been recognized as a 2023 Star Tribune Top

Workplace, ranking #6 in its category. This recognition highlights the company's employee engagement, organizational health, and satisfaction, further solidifying its competitive edge.

The Future of Evolving Solutions:

Looking ahead, Evolving Solutions is committed to meeting the evolving needs of its clients. The company plans to expand its team in core focus areas, including modern networking, security, observability, hybrid cloud, automation, and orchestration. Additionally, Evolving Solutions will make additional investments in machine learning and ethical AI to enhance its offerings and drive client success.

Conclusion:

Evolving Solutions has proven itself as a trusted IBM Platinum Partner, providing innovative solutions to address market complexities and enable modern operations in a hybrid cloud world. Through its deep expertise, client-centric consulting, and focus on emerging trends, the company continues to empower organizations to overcome challenges, achieve desired outcomes, and thrive in a rapidly evolving business landscape. With a commitment to excellence, Evolving Solutions remains a valuable partner for businesses navigating their technology transformation. By leveraging their expertise and embracing emerging IBM technologies, organizations can drive growth, optimize operations, and remain competitive in an increasingly digital world.

