# AI and cloud partnerships reshape enterprise technology landscape



In recent developments within the realm of enterprise technology, significant collaborations focused on artificial intelligence (AI) and cloud services have emerged, with notable announcements from IBM, Oracle, and SAP. These partnerships aim to enhance business operations through automation and optimisation, targeting fluctuations in market demands and the need for more efficient enterprise resource planning (ERP) systems.

At a roundtable discussion hosted by ERP Today, industry leaders from IBM, Oracle, and Accelalpha outlined their vision for their new partnership, with an emphasis on client success and business vitality. Corinne Koppel, Global Oracle Practice Leader at IBM, underscored the initiative's intent to bolster businesses in both stable and volatile environments. She highlighted the acquisition of Accelalpha, an Oracle-services provider, which was officially finalised in Q4 2024. This acquisition is expected to significantly bolster IBM Consulting’s capabilities by integrating Oracle Cloud finance and supply chain solutions into their existing offerings.

The reach of IBM’s consulting services is poised to expand further, covering North America, Europe, the UK, the Middle East, and South America. Koppel stated, “We’re focused on four key geographies for growth: the Americas, the UK & Ireland, Japan, and EMEA. Now, with Accelalpha, we’re able to enhance that reach across all these regions while adding focus to our key markets.” This growth strategy aligns with the increasing demand for specialised services in enterprise transformations, especially in supply chain management.

Oracle executives also expressed optimism regarding this partnership. Paul Pessutti, Senior Vice President at Oracle, characterised it as a collaboration built on strong pre-existing relationships, asserting that it would create benefits for customers seeking enterprise transformations. Dan Haller, Group Vice President at Oracle, noted that strong supply chain capabilities coupled with IBM's strategic focus would yield significant advantages for clients in need of extensive transformations.

The partnership has been described as a “logical marriage” by Joe Spear, Partner at Accelalpha, who believes that the combined expertise of both organisations can deliver comprehensive and innovative solutions to businesses globally. In particular, Accelalpha’s expertise in Oracle implementations, as well as their capabilities in Enterprise Performance Management (EPM) and customer experience suites, is expected to complement IBM’s managed services portfolio effectively. Kevin Beyer, Managing Partner at Accelalpha, remarked on the exciting potential for integrating IBM’s leadership in managed services with Accelalpha’s offerings, enhancing ongoing client support.

The increasing incorporation of Generative AI (GenAI) into business processes was also highlighted as an exciting avenue for this partnership. Chacko Thomas, Americas Oracle Practice Leader at IBM, illustrated the potential of intelligent workflows to rapidly assess business processes, providing swift return on investment assessments. This innovative approach aims to provide enterprises with tools to enhance their operational efficiency and economic viability.

In a separate but equally significant announcement, IBM and SAP revealed plans to introduce a new offering aimed at migrating SAP S/4HANA workloads from on-premises environments to the cloud. Titled RISE with SAP on IBM Power Virtual Server, this initiative is intended to facilitate a smoother transition for organizations—particularly those reliant on IBM Power Systems—seeking to modernise their ERP systems. Launched as a guided journey towards digital transformation, the offering claims to reduce risks associated with cloud migration, promising a swift transition period of approximately 90 days.

Rob Thomas, Senior Vice President at IBM, noted the successful collaboration between IBM and SAP to create a streamlined migration process that mitigates complexities and accelerates benefits. Citing IBM's own successful modernisation project, which reduced infrastructure costs by 30% over an 18-month period and involved 150,000 users across multiple countries, Thomas illustrated tangible outcomes achievable through these partnerships.

As the digital landscape continues to evolve, IBM and SAP’s initiatives, alongside the collaborations between IBM, Oracle, and Accelalpha, underscore a decisive shift towards AI-driven enterprise solutions. These developments reflect a broader trend in which businesses are increasingly leveraging technology to enhance their operational efficiency and adaptability in a dynamic market environment.

Source: [Noah Wire Services](https://www.noahwire.com)

## References

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* <https://www.itpro.com/cloud/cloud-computing/ibm-and-sap-expand-partnership-to-drive-generative-ai-capabilities> - Supports the details of the Value Generation partnership between IBM and SAP, including the focus on industry-specific cloud solutions and AI-based services.
* <https://www.dbta.com/Editorial/News-Flashes/IBM-and-SAP-Expand-Collaboration-to-Support-Clients-with-Generative-AI-164101.aspx> - Provides additional information on the collaboration between IBM and SAP, including the use of SAP BTP, SAP Signavio, and LeanIX solutions, and the focus on next-generation industry innovation.
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* <https://www.ciodive.com/news/ibm-sap-generative-ai-partnership-expands-hybrid-cloud/715691/> - Details the integration of IBM's Granite family of LLMs and Watson AI capabilities into the SAP ecosystem.
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