

DeployPartners

Capability Statement for IBM Solutions (2026)

Company Overview

DeployPartners is a premier Value-Added Reseller (VAR) with a focus on IBM solutions. Specializing in Cyber Security, Operations, and Platform services, we have been delivering innovative and impactful solutions to key sectors including Telecommunications, Banking, Utilities, and Government since 2004. Our expert team of consultants located in Auckland New Zealand is dedicated to enhancing, optimising and securing ICT environments through strategic partnership with IBM, Red Hat, HashiCorp, and AWS.

Core Competencies:

- **IBM Solutions Integration:** Expertise in the design, deployment, support and management of IBM and open systems hardware, software, and platform solutions to improve operational efficiency and security and scalability.
- **Cyber Security:** Implementation of robust security solutions using IBM Security technology to protect against evolving threats and ensure data and platform integrity.
- **Financial & Operations Management:** Leveraging AI driven Automation to deliver cost optimisation and performance efficiencies to your IT operations environment using IBM's Automation software solutions.
- **Platform Solutions:** Deployment and enhancement of platform technologies, including Enterprise wide automation with IaaS and future ready virtualisation and container platforms.

- **Managed Services:** Comprehensive support services to ensure the smooth operation of IBM solutions, including real-time monitoring and incident management.

Differentiators:

- **Gold Partner Status:** Authorised Gold Partner and Certified Reseller and Delivery Partner for IBM including HashiCorp & Red Hat Advanced and Mission Critical Automation Specialisation Partner providing access to cutting-edge technologies and resources.
- **Industry Certifications:** Our expert delivery team are product certified and our knowledge of IBM's products and understanding our customers' solution requirements enables DeployPartners to minimise budget and system capability risks.
- **Delivery Experience:** A team of certified professionals with extensive experience in IBM solutions and a proven track record of successful deployments. Every project has its challenges and learnings, and DeployPartners' retained knowledge is applied to new projects to avert known problems.
- We provide **Flexible models** to our customers for procuring software and services both with financing or through our marketplace partners, such as AWS. We assist with challenges of understanding alternative software license models and applications.
- **Client-Centric Approach:** Tailored solutions designed to meet the specific needs of each client, driven by a culture of trust, integrity, and commitment to excellence.

Key Solutions and Offerings:

- **Operations Management:** Leverage AI-powered solutions such as IBM's AIOps, Concert, Instana to manage and respond to incidents, and Turbonomic to optimise application performance and efficiencies across NetOps/DevOps environments.
- **Cyber Security:** Specialising in digital trust solutions using IBM Verify identity and access management, and Guardium data protection. Integration of

multi-vendor endpoint management detection and cryptography solutions including IBM products such as, MaaS360, Guardium and HashiCorp.

- **Cloud Cost Management:** Utilise IBM's cloud cost FinOps management tool Cloudability for strategic cloud spending, ensuring cost-efficiency and value optimisation.
- **API Management:** Implement IBM API Connect for lifecycle API management, and Webmethods supporting digital transformation across on-premises and cloud environments.
- **Observability and Performance:** AIOps, Instana, SevOne and NS1 provide real-time, full-stack observability across your enterprise networks, infrastructure and applications.

Mission Statement

DeployPartners is committed to empowering organizations with cutting-edge IBM solutions and exceptional service. Our mission is to drive business success through innovative technology, strategic insight, and a relentless focus on delivering value and excellence.

Contact Us

DeployPartners

Level 10/11 Britomart Place, Auckland 1010

sales@deploypartners.com

deploypartners.com