



# IBM GBS Digital Manufacturing Services

Vendor Assessment  
Report Abstract

December 2019

Dominique Raviart  
Practice Director  
NelsonHall

11 pages

[research.nelson-hall.com](https://research.nelson-hall.com)





## Who Is This Vendor Assessment For?

NelsonHall's Digital Manufacturing Services Assessment for IBM Global Business Services (GBS) is a comprehensive assessment of GBS' digital manufacturing service offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for digital manufacturing/industrial IoT services
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the growing industrial manufacturing services sector.

## Key Findings & Highlights

IBM highlights its origin in the high-tech and manufacturing industries: the company still manufactures high-tech B2B products and highlights it spends annually approximately \$6bn in supply chain and procurement.

As a result of this manufacturing background, IBM has developed internally IT applications, some of which have become software products, e.g., GiView, an MES used mostly by semiconductor and electronics firms in Japan, China and Taiwan, and now expanding outside of the electronics industries.

Along with this manufacturing background, IBM has strategically focused, as part of its "Strategic Imperatives," on IoT, including edge devices, and Watson IoT Platform.



## Scope of the Report

The report provides a comprehensive and objective analysis of GBS' digital manufacturing offerings, capabilities, and market and financial strength, including:

- Analysis of the company's offerings and key service components
- Revenue estimates
- Identification of the company's strategy, emphasis and new developments
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, weaknesses and outlook.

## Contents

1. Introduction and Background

---
2. Offerings and Capabilities

---
3. Delivery Network

---
4. Client Examples

---
5. Strategy

---
6. Strengths and Challenges

---

## Report Length

11 pages.

## Report Author

Dominique Raviart

[dominique.raviart@nelson-hall.com](mailto:dominique.raviart@nelson-hall.com)