



Midsize businesses are the engines of a smarter planet.

We now live on a planet where almost anything can be instrumented, interconnected and made intelligent. The systems, processes and devices that enable goods to be developed, manufactured and sold. Services to be delivered. And billions of people to work, live and interact. In short, our planet is becoming smarter.

This brings many opportunities. But for midsize businesses in particular, the challenges cannot be ignored. Previously confident that their agility and speed would secure success, they are now having to respond to change on an unprecedented scale – and at a speed unimaginable even a few years ago.

Finding solutions to these new problems is essential – and not just to the midsize businesses themselves. Having long been the engines driving economic growth and a smarter planet, midsize and smaller companies represent over 90% of all businesses, employ over 90% of the world's workforce, generate nearly 65% of global GDP and produce more patents and innovations per employee than large firms.

IBM and IBM Business Partners are working with midsize businesses everywhere to help build a smarter planet. We're providing the insights and tools they need to work more productively and profitably – powerful, affordable solutions that can improve efficiency, accelerate ROI and seize new opportunities faster.

And we're applying our collective breadth of experience working with innovators of all sizes across nearly every industry to address almost any problem, task or workload.

Here in the UK, we helped green utility company, Ecotricity, manage its explosive growth by quickly reengineering core systems around customer data, delivering immediate ROI and a higher standard of service. In France, Implanet, a European medical device company worked with IBM to create an entirely new, more efficient business model, helping to ensure the traceability of surgical implants at all points in the supply chain. And when Bryant University's growing student body began to overtax the Rhode Island school's 75 servers, it turned to IBM and IBM Business Partner APC for a fully scalable solution that increased capacity while halving the number of servers needed.

As our planet becomes smarter, midsize businesses will wield more of the influence that once belonged to only the largest enterprises – both IBM and IBM Business Partners are providing the support and know-how to help turn their vision into reality, their ideas into results.

Midsize businesses are the engines of a smarter planet. See how the companies IBM and IBM Business Partners are working with at ibm.com/engines/uk Let's build a smarter planet.

