

STOP
STUDYING COMPANIES.
START
TRANSFORMING THEM.



IBM is known for its technology; few know it is also the world's largest consultancy with operations in 160 countries across 17 industries.

The only given as an IBM Consultant, is that you'll be challenged every day to apply what you've studied to finding out how the world works – and to make it better.

Start rethinking the way the world works at ibm.com/start/asiapacific/consulting



When the right elements of your career come together

You know the feeling. When everything comes together. When you're at the top of your game, doing something you love—playing an instrument, competing in a sport, or engaging in a spirited discussion.

What if everything were to come together in the same way for your consulting career? You'd be valued for your abilities and challenged as you help clients solve their most complex business issues. You could take your interests in any direction while enjoying work-life balance, excellent benefits and rewards for your contributions. You could make a difference to your clients and to your company.

At IBM Global Business Services—the world's largest consulting organisation—all the elements of a successful consulting career and successful services organisation intersect.

“As a consultant, there's nothing more empowering than telling a client, ‘You can give me your toughest problem.’”

— *Ginni Rometty, Senior Vice President,
IBM Global Business Services*

Make an impact. Consult with Us.

If you're going to stand out as a consultant, the company you work for should stand out, too. It's one of the most convincing ways you can demonstrate to your clients that you know what it takes to succeed.

One of the ways IBM Global Business Services stands out is its unique position at the intersection of business and technology.

We offer business consulting and IT services, combining innovative business insight, research and technology to analyse, optimise and transform businesses.

From conception to implementation, our consultants apply winning strategies and fresh perspectives—from our cutting-edge tools and solutions to pioneer advancements from IBM research. We stand behind our advice and carry out what we recommend to ensure real business outcomes with far-reaching impact and sustainable results.



Join a leader. Be a leader.

As a consultant for the world's largest consulting organisation, you and your clients will benefit from the leadership of IBM Global Business Services.

We're ranked as the number-one service provider in consulting and systems integration, and we remain the leading IT services company, with more than twice the revenue of our nearest rival.

With consultants and professional staff in more than 160 countries globally, we help top-tier clients throughout the world solve complex business and technical issues. We develop innovative solutions for an impressive client list, including more than 90 percent of the communications, retail and electronic companies in the Fortune 500 and more than half of all Fortune 1,000 companies.

Transform businesses. Transform your career.

By helping clients realise their potential, you can realise yours—whether you're launching your career or making a strategic move.

The strength of IBM Global Business Services is its people: 80,000 of the best in the business. More than any other consulting firm, IBM has had nine leaders named to Consulting Magazine's Top 25 Consultants, since 2004. It's no wonder the magazine asserted that IBM Global Business Services is creating "a consulting culture in which its people can achieve greatness."

As an IBM Global Business Services consultant, you'll also be an IBMer—part of an evolving 100-year legacy of excellence that continues to be recognised throughout the world. That kind of brand equity makes a statement and opens doors for you to make an impact.

What are the advantages of consulting with IBM Global Business Services?

- You'll work for a respected company that has transformed itself from a technology leader to an industry leader in business services and IT.
- You'll learn valuable professional and soft skills, while enjoying unparalleled development opportunities, competitive earnings potential and exceptional benefits, including career flexibility and rewards linked to your growth and performance.
- You'll collaborate with other high performers in a fast-paced and inventive culture that gives you access to resources that only a global leader like IBM can provide. Learn from and collaborate with industry experts, thought leaders, sales gurus and client-management stars.
- You'll develop innovative solutions for some of the world's leading companies in a team-oriented environment that offers variety and challenge.
- You'll tap into IBM's industry insight, high-powered research and technology expertise to optimise and transform our clients' businesses—and your career.

A satisfying place to work

When you join IBM, you become part of a company ranked among the best for its work-life balance, and employee-friendly environment:

- In 2008, *Corporate Knights Magazine* ranked IBM #1 Corporate Citizen in Canada
- *DiversityInc* ranked IBM #9 in the 2008 Top 50 Companies for Diversity
- *Working Mother Magazine* ranked IBM in 2008 Top 5 Best Companies for Multicultural Women





Consulting career opportunities

Our consultants belong to communities of practice that are defined by the services we provide and the industries we serve. You can build your career in one or more of these areas, focusing deeply in a particular discipline or developing expertise across several. We offer exciting career opportunities for professionals in all levels of the following functional areas:

- Application services
- Business intelligence
- Customer relationship management
- Enterprise resource planning systems implementation
- Financial management
- Human capital management
- Strategy and change
- Supply chain management

Values we share

IBMers around the world are connected through core values that help drive our actions as a company:

- Dedication to every client's success
- Innovation that matters – for our company and for the world
- Trust and personal responsibility in all relationships



Our industry expertise

Communications

- Energy and utilities
- Media and entertainment
- Telecommunications

Distribution

- Consumer products
- Life sciences
- Retail
- Travel and transportation

Financial services

- Banking
- Financial markets
- Insurance

Industrial

- Aerospace and defense
- Automotive
- Chemicals and petroleum
- Electronics

Public

- Education
- Government
- Healthcare

- Sectors
- Industries

Application services

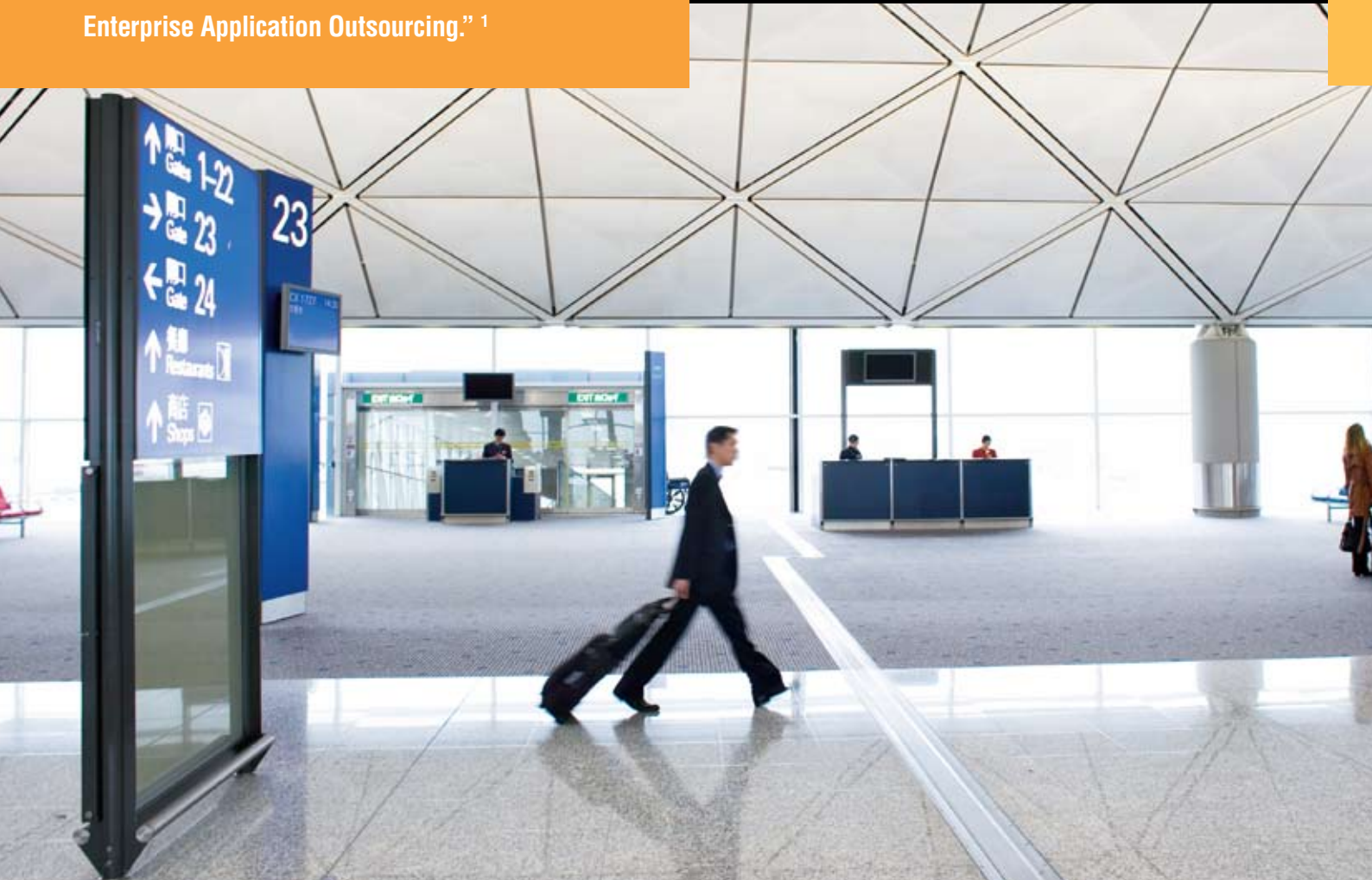
Our Application Services (AS) team helps clients improve their IT effectiveness, leverage open standards and global development models, and define architectures and services that provide a foundation for performance and cost efficiency. We offer opportunities to join our AS team in both Application Management Services and Application Innovation Services.

Application Innovation Services (AIS) has a single mission: to help IBM clients innovate and grow through custom-application development and integration services. Our practitioners apply their knowledge in emerging areas in wireless and mobile technologies; leading-edge, Web-based application development; enterprise integration; portal development and exploitation; security and privacy services; brand-strategy development and execution; and education offerings. We design and build applications, working with technologies

such as Service Oriented Architecture (SOA), distributed databases, Java™ and J2EE, object-oriented programming, IBM Websphere® and IBM Lotus® Notes®.

Application Management Services (AMS) helps our clients gain efficiencies in their existing application portfolio, developing new functionality and generating significant cost savings. AMS provides long-term management for all or some of a client's applications, including package applications, such as ERP, CRM and some industry-specific ISV solutions. We can deliver an IT budget more aligned with our clients' long-term business goals. Offerings include Custom Application Services, Legacy Transformation Services, SOA, Application Value and Optimisation Services, Conversions and Migrations, and Application Development and Maintenance Benchmarking. AMS practitioners engage in a wide range of responsibilities across the application-development life cycle and the spectrum of application products and tools.

“IBM is ranked #1 in market share for worldwide Enterprise Application Outsourcing.”¹



Business intelligence

Our business intelligence (BI) practice consists of more than 2,300 dedicated professionals who leverage a common methodology, training curriculum and knowledge-sharing network to benefit their clients—and their own career development. As the largest and leading BI-system integrator, we help our clients capture and harvest information on demand. This access to timely, relevant data—that's aligned and consistent throughout the enterprise—helps our clients anticipate market change, understand employees, and gain a competitive advantage. Simply put, our consultants people have the widest breadth and depth of experience in the industry, enabling us to deliver some of the world's most complex and innovative BI solutions. Our consultants work in areas ranging from business insight, business-intelligence strategy and roadmap development to business performance management solutions and integrated analytical solutions.

Gartner Inc. has positioned IBM Global Business Services, in the Leaders Quadrant of their Magic Quadrant for Business Intelligence Implementation Services, North America, 2007.²

Customer relationship management

Our customer relationship management (CRM) consultants work with top-tier clients to help them integrate their sales, marketing and customer-service functions, and improve sales performance across all channels. CRM consultants help companies reduce the costs associated with marketing, sales and service, while helping to improve customer loyalty and satisfaction in the face of increasing customer demands. Areas of focus—and opportunity—include CRM strategy, sales productivity, call-center optimisation and field service. We partner with the world's leading CRM software vendors, such as Siebel, Oracle, PeopleSoft, SAP and others, on many of our engagements.

Gartner Inc. has positioned IBM Global Business Services in the Leaders Quadrant of their 2007 North American and European Magic Quadrants for CRM Service Providers.³

Enterprise resource planning

Our award-winning enterprise resource planning (ERP) consulting practices help clients use enterprise software to transform their businesses. Our ERP engagement activities span from strategy and planning; to process design and documentation; system configuration; application development, testing and implementation; and project management. We are a recognised leader in SAP, Oracle and other global, leading software—winning awards each year for our exceptional consulting services. We have the world's largest SAP practice and are the only integrator to win SAP Awards of Excellence every year in every country where they're offered.

Gartner Inc. has positioned IBM Global Business Services as the leader in their North American and European Magic Quadrants for ERP Service Providers.⁴



Financial management

Our financial management (FM) practice assists clients in developing more responsive finance functions to manage risk, while contributing to enterprise wide profit improvement and increasing shareholder value. FM consultants help chief financial officers (CFOs) and finance organisations envision, design and implement the financial and accounting processes and underlying technologies required to overcome today's most complex business challenges. We help clients better integrate process, technology and information to reduce costs, improve profit and shareholder value, and effectively manage risk and opportunity. We offer opportunities in finance strategy, finance transformation and operations improvement, enterprise resource planning (ERP), financial applications, and business risk management.

IBM Global Business Services has completed close to 10,000 client engagements with the world's top independent software vendors (ISVs), including Oracle, PeopleSoft, JD Edwards, Siebel and SAP. ⁵

operating models, organisational design, process improvement, learning initiatives and systems, and ERP systems implementation. We work in partnership with some of the world's leading software vendors, including Oracle, PeopleSoft and SAP, to develop and deliver solutions that meet our clients' unique business needs. Our HCM practice offers opportunities in HCM process improvement and design; HCM enterprise applications implementation, learning and development initiatives; HCM quantitative analysis and workforce analytics; on demand workplace strategies; and on demand, enterprise portal design and development.

Strategy and change

Strategy and change (S&C) consultants help our clients transform their enterprise and operations. Our consulting teams help clients achieve competitive advantage by framing industry opportunities and challenges into specific strategic options; formulating viable strategies that intersect business and technology; and accelerating implementation through tailored operations and change programs. We provide services—and opportunities for top strategists—in business strategy, operations strategy, organisational change strategy and technology strategy.

Supply chain management

Our supply chain management (SCM) consultants work in cross-functional teams to analyse supply chain performance, develop plans or business cases, and guide implementation of projects that drive competitiveness for our clients. Our SCM practice, recognised as an industry leader, is composed of practices that span the supply chain spectrum for our clients: supply chain strategy; product lifecycle management (PLM); supply chain planning; transportation and logistics; procurement; SCM enterprise applications; and supply chain operations consulting for financial institutions. SCM practitioners work closely with IT solution architects to identify best-fit technology that addresses the needs of our clients, often working with leading supply chain solutions like SAP, Oracle, Dassault and i2.

AMR Research lists IBM as the only company on their Top 25 Supply Chains list that offers Supply Chain Transformation to clients.⁶



Be part of a winning team and fast-forward your career at the same time.

IBM Global Business Services
Join a leader. Consult with us.

Visit **ibm.com**/start/asiapacific/consulting to apply or for more information on IBM Global Business Services.

To be considered an official applicant for a position in Global Business Services, you must submit a resume and online profile through our employment Web site. Resumes submitted will remain active for a period of six months.





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Other company, product and service names may be trademarks or service marks of others.

1 Gartner Inc., "Market Share: IT Outsourcing by Segment, Worldwide, 2006"
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2 Gartner Inc. "Magic Quadrant for Business Intelligence Implementation Services, North America, 2007"
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3 Gartner Inc. "Magic Quadrant for CRM Service Providers, North America, 2007"
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4 Gartner Inc. "Magic Quadrant for North American ERP Service Providers, 2007"
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5 IBM 2005 Leading Indicators Report,
April 2006

6 AMR Research, 2007

Start turning theory into action at ibm.com/start/asiapacific/consulting

