

Transformation  
Strategies that Work



QUICK GUIDE

# Build on What Works

A guide for senior IT and operations leaders running on IBM

## THE QUESTION WE HEAR THE MOST

“How do we modernise what we have, without breaking what runs the business?”

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Most large organisations today share a similar problem. The IBM systems that run the business are trusted, and they work. At the same time, the pressure to modernise on top of them is real and is not going away: AI on the board agenda, operating cost under scrutiny, customer experience expected to keep improving, regulators asking harder questions.

The market's usual answer is “transformation”, which in practice often means replacing what is already there. For most organisations, that is expensive, slow, and puts the risk on the exact systems they cannot afford to lose.

So they get stuck. Standing still feels like falling behind. Moving feels like gambling the core of the business.

## OUR ANSWER?

There is a better way, and it's when two specialists work as one.

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**Coliance** and **DeeperThanBlue** are both long-standing IBM partners. Between us, we cover the two elements of work that are essential.

On one hand, **DeeperThanBlue** modernises the applications and the infrastructure that sit on the IBM estate and helps customers adopt AI on a foundation they can trust.

Meanwhile, **Coliance** specialises on the integration, the B2B and the data flow moving and scaling, so that the rest of the modernisation actually works in practice.

This collaboration is critical to a more streamlined and connected delivery of modernisation and business transformation.

# Four simple reasons this collaboration works

## 01 • MODERNISATION

### Building on what you already run on.

Your IBM estate is not technical debt to apologise for. It is a working foundation. The job is to modernise it where it needs modernising and connect it so it can do more, not to tear it down and start from scratch.

## 02 • CONNECTED

### Modernisation and AI delivery on a connected foundation.

AI, cloud and real-time operations need applications that are current, and data that moves cleanly between systems. The work on top and the work underneath are two halves of the same outcome.

## 03 • ONE TEAM

### Specialist depth, with no handover gaps.

Programmes fail in the gaps between strategy, build and run. With Coliance and DeeperThanBlue working as one team, operations are in-sync, and delivery is on-time.

## 04 • IBM SPECIALISTS

### Expert IBM knowledge and technical know-how.

Both Coliance and DeeperThanBlue have spent years working with IBM technology, with Gold and Silver status partnership.

## Modernisation on top.

### Where what you build, integrate and run on IBM needs to move forward.

DeeperThanBlue leads on:

- Application and infrastructure modernisation across WebSphere, ACE and MQ.
- AI adoption on the IBM platform, including watsonx and Granite.
- Containerisation and cloud-native delivery for IBM workloads.
- Observability across applications, infrastructure and integrations.
- End-of-support planning and structured migration paths.

IBM Silver Partner. IBM Champions on the team. More than two decades of IBM-focused delivery for enterprises that run their business on IBM.

## Integration underneath.

### Where the data, the trading partners and the systems need to keep flowing.

Coliance leads on:

- Integration architecture across the IBM portfolio, including Sterling.
- B2B and supply-chain connectivity at enterprise scale.
- Hybrid integration across on-premise and multiple clouds.
- Managed integration services that take the operational load off the customer.
- Faster onboarding of new trading partners and new data flows.

IBM Gold Partner. IBM Champions on the team.  
Over 1,000 complex integration projects delivered.

## RESULTS

# 40%

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Reduction in application downtime through IBM integration consolidation.

# 45%

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Faster onboarding of new trading partners with IBM Sterling.

# 99%

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Less unplanned downtime on managed B2B integration platforms.

Sources: Forrester Total Economic Impact of IBM Integration, and IDC analysis of IBM Sterling. Both studies focused on customer outcomes rather than supplier metrics.

## WHO WE CAN HELP

### If you are:

Running significant IBM middleware that is approaching end of support.

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Under pressure to adopt AI on systems that have to keep running.

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Looking at “rip and replace” advice and wondering whether there is a more sensible path.

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Unable to effectively scale for B2B and supply-chain connectivity.

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Struggling to keep your systems up to date with modern demands.

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### Then we can help.

None of the above is new ground for either of us. It's what we do, every day, for organisations that look just like yours.

WHAT NEXT?



# Let's Build on What Works

If anything in this guide sounds like your situation, the next step is a one-to-one conversation about it. Get in touch, and we'll see how we can help.

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