IBM to acquire Equine Global to enhance its consulting capabilities to help Indonesian businesses advance digital transformation

Jakarta, 31 October 2023, Today, IBM (NYSE: IBM) is announcing it has signed a definitive agreement to acquire Equine Global*, an Indonesian-based ERP specialist and cloud consulting services provider. The acquisition will extend IBM's resources and capabilities to help clients in Indonesia modernize their core businesses while advancing their hybrid cloud and AI transformations. Upon close, Equine Global will become IBM's first acquisition headquartered in Indonesia, demonstrating the company's commitment to grow its footprint in the region and to support clients with their digital transformation agendas.

" *Together, IBM and Equine Global can deliver broader hybrid cloud solutions at scale, build customized Next Gen Data solutions and help clients apply AI enterprise-wide.* "

This will mark IBM's 9th acquisition announced in 2023. Since Arvind Krishna became CEO in April 2020, IBM has acquired more than 30 companies, bolstering its hybrid cloud and artificial intelligence (AI) capabilities.

Indonesia is a fast-growing market experiencing rapid digitization. The [government of Indonesia](#) has outlined a roadmap for achieving holistic digital transformation, which is driving unprecedented growth for a robust digital infrastructure and adoption of digital technologies —specifically in automation and analytics— in order to boost productivity and efficiency. The [IT Services market](#) in Indonesia is expected to reach $9B by 2028, and IDC [predicts](#) key areas of IT investment will be in infrastructure modernization, application optimization, and employee productivity. The acquisition of Equine Global will allow IBM to more rapidly deploy a wide range of innovative services and technology solutions into the Indonesian market.

Founded in 2009, Equine Global consists of four operating companies that specialize across ERP

implementations, application development, and data management/analytics. Its team of highly skilled professionals work with leading Indonesian brands to successfully adopt new and complex technologies, providing strategy, implementation and managed services that will help accelerate their business transformation. The company also has a diverse ecosystem of partners to address clients' varied digital needs, with dedicated practices supporting long-term alliances with partners such as SAP, Oracle, AWS, Salesforce, Tableau, Informatica, Automation Anywhere, Fortinet, Trendmicro, Dell and IBM.

"Today's news will extend IBM's ability to meet increased client demand for digital services in the region. Equine Global's deep client intimacy, localized assets and hybrid cloud experience will further enable IBM to help clients innovate faster and fuel business transformation in Indonesia", said **Deep Bhau, Managing Partner Indonesia, IBM Consulting**.

"Our deep experience and tenured relationships in the Financial Services, Industrial, and Telecommunications sectors in Indonesia is a perfect fit for IBM's industry expertise and strategic client base. Together, IBM and Equine Global can deliver broader hybrid cloud solutions at scale, build customized Next Gen Data solutions and help clients apply AI enterprise-wide," commented **Eko Heryanto, CEO Equine Global**. "This marks a pivotal moment in our journey to support customers and we are thrilled to join the IBM team to deliver industry-defining solutions."

The transaction is subject to customary closing conditions. It is anticipated the transaction will close in the fourth quarter of 2023. Upon close of the transaction, Equine Global will join IBM Consulting, enhancing IBM Consulting's business transformation services in the region.

Equine Global covers the parent company and its three subsidiaries: Optima Data Internasional, Niagaprima Paramitra and Xsis Mitra Utama

About IBM

IBM is a leading provider of global hybrid cloud and AI, and consulting expertise. We help clients in more than 175 countries capitalize on insights from their data, streamline business processes, reduce costs and gain the competitive edge in their industries. Thousands of government and corporate entities in critical infrastructure areas such as financial services, telecommunications and healthcare rely on IBM's hybrid cloud platform and Red Hat OpenShift to affect their digital transformations quickly, efficiently and securely. IBM's breakthrough innovations in AI, quantum computing, industry-specific cloud solutions and consulting deliver open and flexible options to our clients. All of this is backed by IBM's legendary commitment to trust, transparency, responsibility, inclusivity and service. Visit www.ibm.com for more information.

About Equine Global

Established in 2009, Equine Global is a proven IT solution and service provider in Indonesia serving more than one thousand customers. Originating as an IT strategic consulting company, Equine Global was recognized as an IT solution provider with skilled and experienced consultants. In under three years Equine Global's portfolio has expanded to include strategic IT applications such as SAP, ORACLE and Infor. Equine Global has proven to

be a reliable and highly reputed IT solution provider for digital transformation. The company continues to expand to include an even broader range of leading software and hardware solutions including security, asset management, data management and analytics, as well as cloud solutions. Visit www.equine.id for more information.

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