IBS

IT COMPASS

2025



Програмата

Следва:

Welcome & Keynote Opening Session
Следващото голямо нещо? Стига толкова!
Време е да превърнем иновациите в реални резултати.





Програмата

16:00 Кафе-пауза

16:30 **One More Keynote**
Трансформация на културата и начина на работа. С малки стъпки към големи успехи.



Програмата

17:00

Meet the Hot Shots
Виж кой говори: Серия интервюта с партньори и съмишленици за актуалните бизнес предизвикателства





18:00

Има ли място за старите кучета през 2025?

Константин Вълков



IT COMPASS

Welcome & Keynote Opening Session

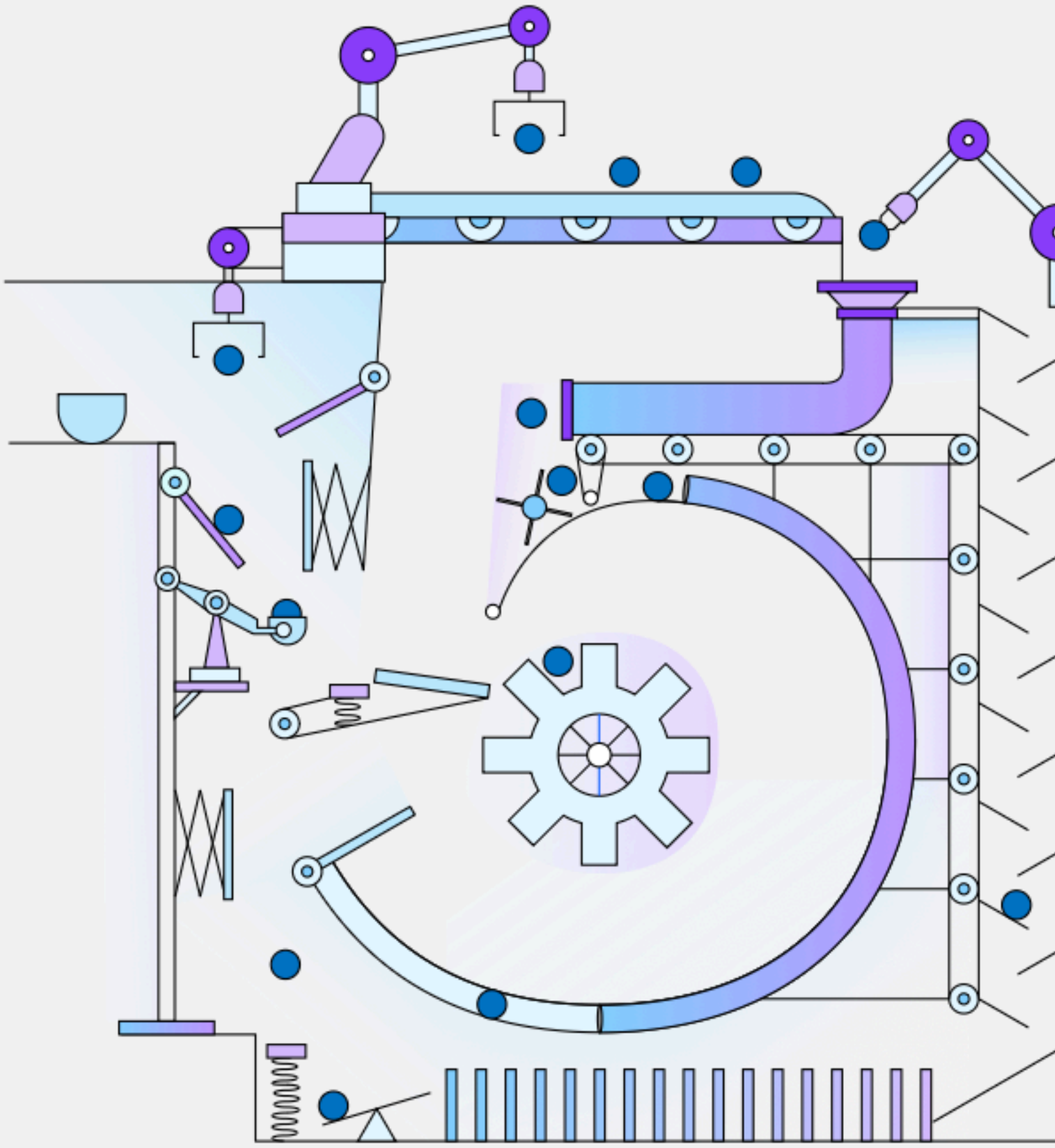


Думата на 2024?

AI

IBM Institute for Business Value

5 Trends for 2025



1

Agentic AI will transform your business—but first you must reskill your people.

2

Despite efforts to slow its growth, technical debt continues to increase.

3

In the age of AI, location is everything.

4

The rapid pivot to AI has upended IT budgets, but self-funding is imminent.

5

AI product and service innovation is the #1 CEO goal, yet business models aren’t keeping up.

1

Agentic AI will transform your business—but first you must reskill your people.

3

In the age of AI, location is everything.

4

The rapid pivot to AI has upended IT budgets, but self-funding is imminent

5

AI product and service innovation is the #1 CEO goal, yet business models aren’t keeping up.

2

Despite efforts to slow its growth, technical debt continues to increase.

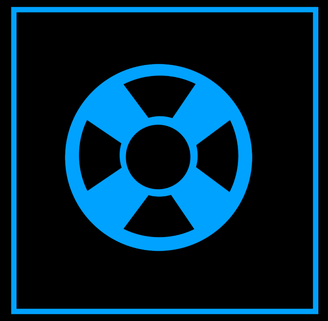
From Global to Local

Да поговорим практично за 2025



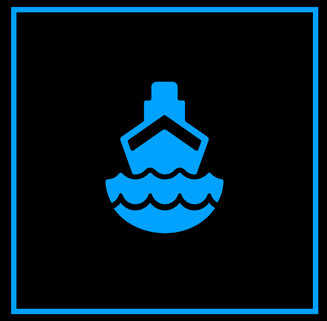
3 tracks on focus

How do you measure up to the competition?



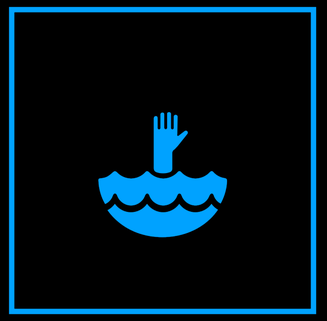
Infrastructure

Focus on operational efficiency
HPC and RH Open Shift



Integration

Agile, Self-Service, Event Driven



Data & AI

AI is the King, but Data Governance is the Parliament.



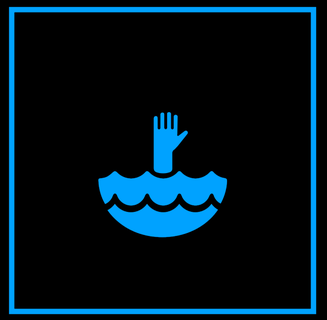
Infrastructure

Focus on operational efficiency
HPC and RH Open Shift



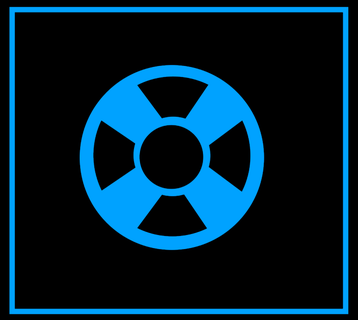
Integration

Agile, Self-Service, Event Driven



Data & AI

AI is the King, but Data Governance is the Parliament.



Infrastructure

Focus on operational efficiency
HPC and RH Open Shift



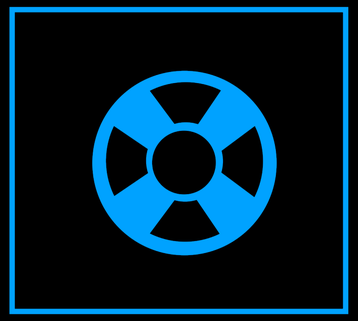
Integration

Agile, Self-Service, Event Driven



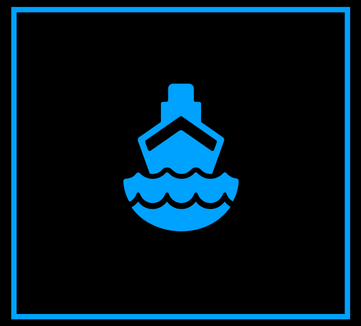
Data & AI

AI is the King, but Data Governance is the Parliament.



Infrastructure

Focus on operational efficiency
HPC and RH Open Shift



Integration

Agile, Self-Service, Event Driven



Data & AI

AI is the King, but Data Governance is the Parliament.

Умни, Ефективни, По-добри
Всеки ден!



From Global to Local

Infrastructure Track



1

Container Image – de facto standard in open-source

2

Wave 1 – Early adopters
Wave 2 – Upgrade
Wave 3 – Infrastructure refresh

3

Storage, DR, backup

Red Hat OpenShift

IBM Fusion HCI



Do It Yourself

Red Hat OpenShift Container Platform

Lenovo

Hewlett Packard Enterprise

IBM

DELL

PURESTORAGE

Storage trends

1

Remember the rise of SSD

2

Today - Flash to rule them all

3

HDD for backups only



Storage in 2024

IBM FCM 1

Real world compression 9:1



IBM FCM 4

Inline ransomware detection



IBS story

- Ransomware attack
- Real attack with live people communication
- VDI infrastructure
- Restore in 1 hour
- Best practices: VLANs, correctly configured Backup software

FLAPE

- FLash + tAPE
- Tape is underestimated
- Last point of defense from ransomware
- Cost effective and low operating expenses
- Performant

900 000 vs. 90 000

DORA

ISO 22301 – Business Continuity



UNITED REGISTRAR OF SYSTEMS

URS

Certificate of Registration

This certificate has been awarded to

"IBS BULGARIA" LTD.

4, Pimen Zografski Str., Sofia, 1172, Bulgaria

in recognition of the Organization's Business Continuity Management System which complies with

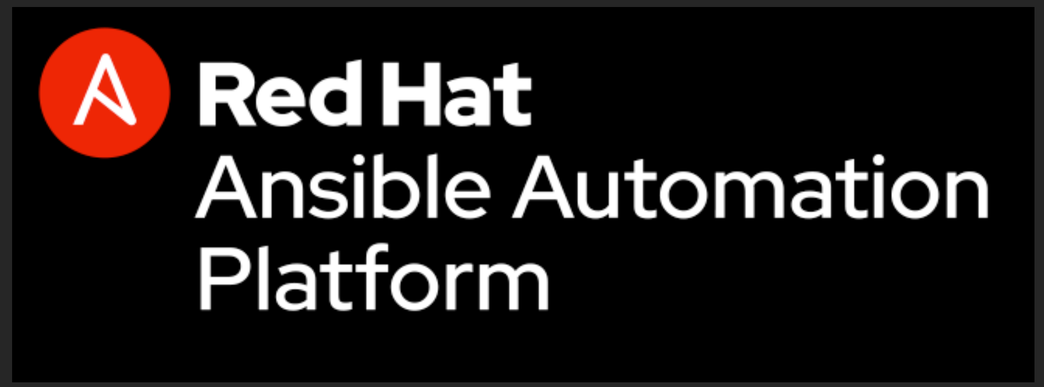
ISO 22301:2019

The scope of activities covered by this certificate is defined below

Delivery, Implementation and Maintenance of IT Infrastructure - Software and Hardware. System Integration and Outsourced IT and Business Services. Software Development Including Analysis, Integration, Training and Support. Provision, Development and Maintenance of Cloud Solutions as a Service.

IT Automation

- Non-repetitive task challenge
- Users, inventory and playbooks
- Event-driven automation

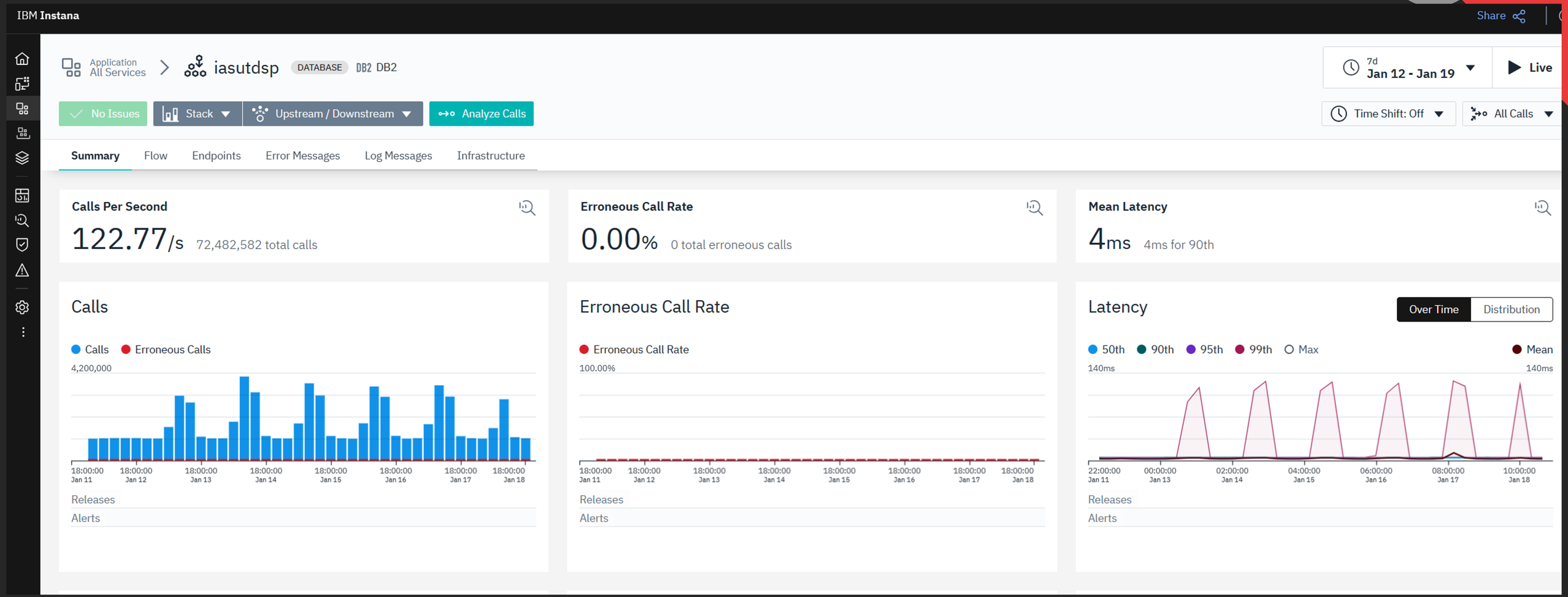


Observability

- Growing IT Complexity
- New features @ 24/7
- Root cause analysis
- Proactive monitoring



Observability



Compute trends

1

x86 vs. Non-x86 – trend is clear

of cores vs. core performance



IBM Power 10





2x per core performance

IBM LinuxOne



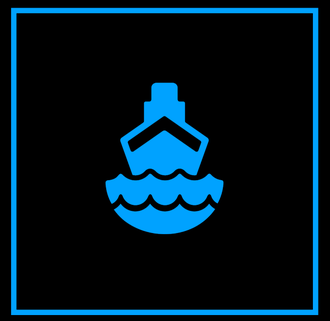
- **4th Generation IBM LinuxOne**
- **Linux only – Red Hat, SUSE, Ubuntu, …**
- **Enterprise software supported**
- **Consolidation – 13 : 1**
- **Mainframe reliability and security**
- **Various form factors**
- **150 000 USD for 4 cores machine**


Make
DREAM
come
true



From Global to Local

Integration Track



Integration

The Main Differentiator

“Your competitors can buy the same software from industry solution providers, so how can you differentiate your company from others using information technology?”

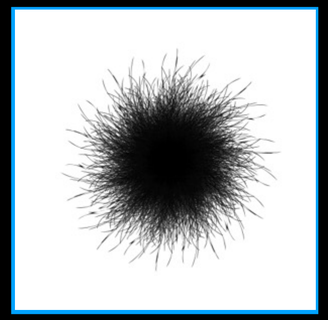
“Your competitors can buy the same software from industry solution providers, so how can you differentiate your company from others using information technology?”

“The answer lies not in optimizing the parts, but in optimizing the whole through effective end-to-end integration of business processes and information.”

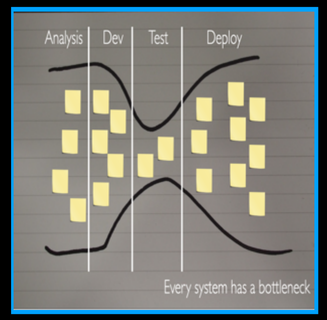
Schmidt, John G.; Lyle, David. Integration Competency Center: An Implementation Methodology . Informatica Corporation. 2005

3 Body Problem

How do you predict Chaos?



Hairball



Bottleneck



Complexity

Systems Thinking

How to live with Chaos?



Governed Agile

Systematic approach



Self-Service

API Management



Event-Driven

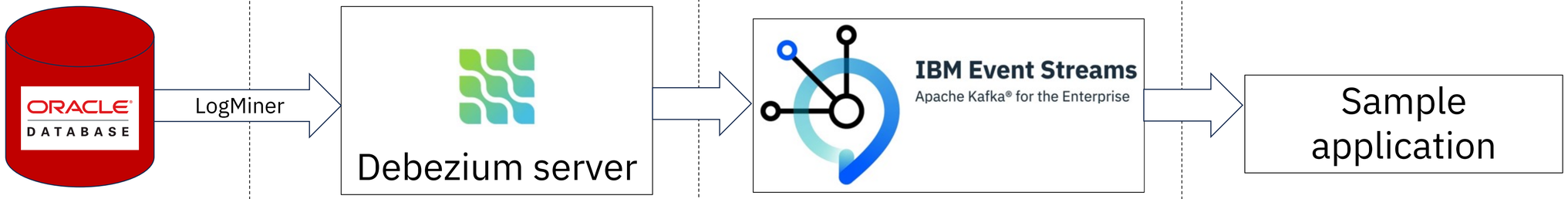
Minimize Dependencies



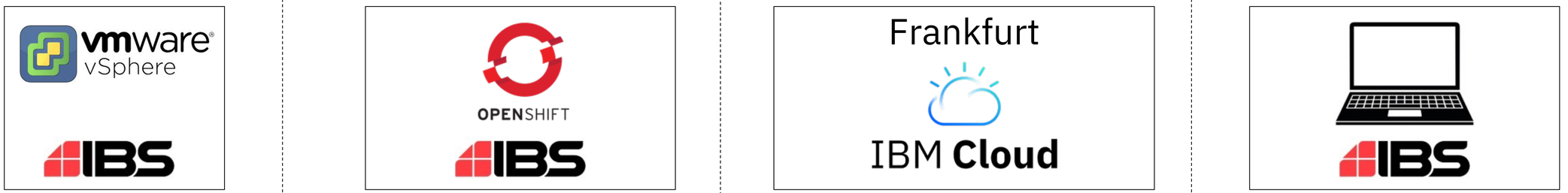
From Global to Local

Data & AI Track

Components & flow



Location & infrastructure

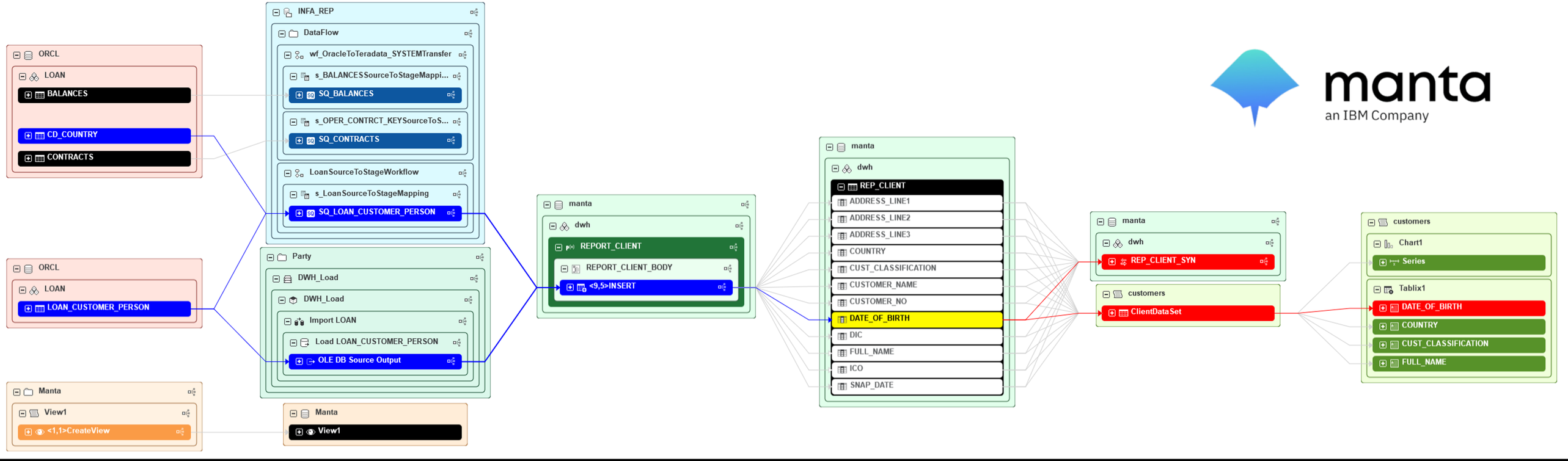


Data

- Digitalization means DATA
- Data preparation – hot topic
- Data governance importance



Data Lineage = data flow tracking



manta
an IBM Company

Data Lineage

- Data migration
- Root cause analysis
- Dependency
- No DEMO
- First Customer

IT Compass 2019

IBM | Red Hat

IBM LinuxONE™

- **IBS AI Lab**
  - **IBM Power AC922 – 2x Nvidia V100**
  - **IBM Power IC922 – 6x Nvidia T4**
  - **IBM PowerAI Vision**



IBS AI Lab 2024

- Hardware
  IBM AC922 AS IS
  Lenovo SR650 with 2x Nvidia T4
  Apple Mac Book M4 Pro

- Software stack
  InstructLab
  OpenWebUI
  Ollama

- Cloud

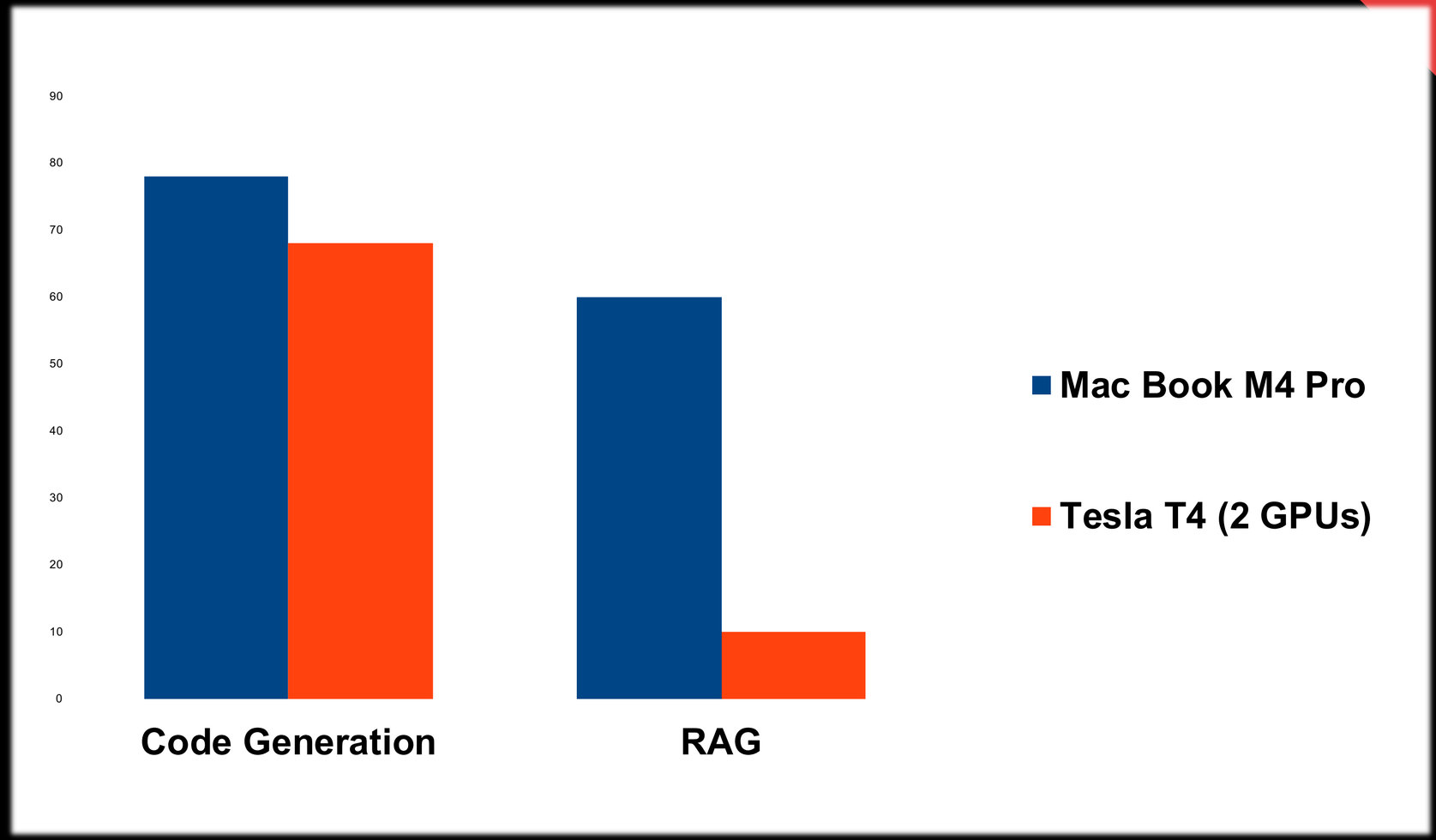


bggpt-gemma-2-9b-it-v1.0.q4_k_m.gguf:latest
granite3.1-dense:latest
codellama:python
qwq:latest
dolphin-phi:latest
codellama:latest
incept5/llama3.1-claude:latest
gemma2:latest
qwen2:72b
bggpt:latest
qwen2.5-coder:latest
llama3.2:latest
mistral:7b
granite3-dense:8b
llama3.1:70b

IBS AI Lab some results

- Best model
  llama3.2:latest

- Hardware
  Tokens/s



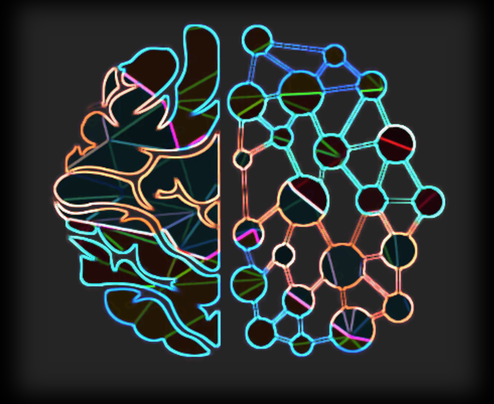
Hardware sizing – fun fact

- Which model and how many parameters?
- What is the average number of tokens in the prompt to your LLM?
- What is the average number of tokens in your LLM output?
- What is your latency limit? First-token? Last-token?
- What is the token size?
- Answer length in words?



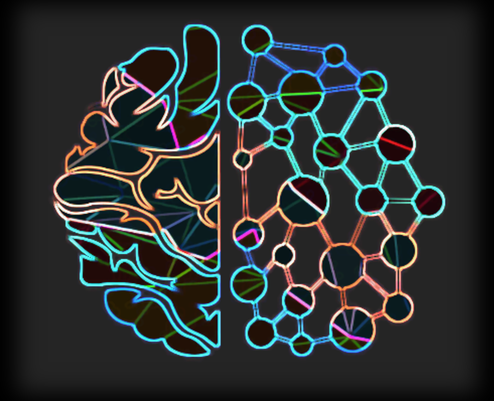
How we use the Lab

- How to build DIY on-premise?
- Build an IBS knowledge model



How we use the Lab

- How to build DIY on-premise?
- Web scraping
- Build an IBS knowledge model



My Personal CRM

- My story of practical usage GenAI
- Hallucination
- Watsonx L4 training
- Context window



My dream come true

- Personal sales assistant
- Technically possible
- Price possible







Thoughts

- GenAI (LLM) – API standard
- New application architecture
- Data is KING!
  Data catching
  Data analysis
  Data is your advantage

How to start?



Free trainings (1)

1. AI Python for beginners:
https://www.deeplearning.ai/short-courses/ai-python-for-beginners/

2. Generative AI for everyone:
https://www.deeplearning.ai/courses/generative-ai-for-everyone/

3. Getting started with LLM:
https://www.deeplearning.ai/short-courses/getting-started-with-mistral/

4. Prompt engineering for VLMS:
https://www.deeplearning.ai/short-courses/prompt-engineering-for-vision-models/

5. RAG basics and advanced:
https://www.linkedin.com/posts/rakeshgohel01_rags-ai-aws-activity-7247965475131817986-FmfO?utm_source=share&utm_medium=member_desktop

6. Build AI Apps with GPT Wrappers:
https://www.deeplearning.ai/short-courses/building-systems-with-chatgpt/

7. Evaluation metrics for AI Agents:
https://www.linkedin.com/posts/rakeshgohel01_your-ai-agents-might-be-fast-but-are-they-activity-7267551832460189707-0cxj?utm_source=share&utm_medium=member_desktop

8. Agentic RAG with LlamaIndex:
https://www.deeplearning.ai/short-courses/building-agentic-rag-with-llamaindex/

9. Agent memory:
https://www.deeplearning.ai/short-courses/llms-as-operating-systems-agent-memory/

Free trainings (2)

InstructLab: Democratizing AI Models at Scale
https://www.ibm.com/training/course/instructlab-democratizing-ai-models-at-scale-DL01001G

Building AI Agents with RAG and LangChain
https://www.ibm.com/training/badge/building-ai-agents-with-rag-and-langchain

Automate the Boring Stuff With Large Language Models
https://ibmdeveloper.skillsnetwork.site/courses/course-v1:IBMSkillsNetwork+GPXX0C2NEN+v1

Solve Real Problems with LLMs: Create a Customer Support App
https://ibmdeveloper.skillsnetwork.site/courses/course-v1:IBMSkillsNetwork+GPXX0A5HEN+v1

IBM watsonx Orchestrate Build an AI Assistant
https://www.ibm.com/training/badge/ibm-watsonx-orchestrate-build-an-ai-assistant



From Global to Local

What else....

Financial Crime Prevention

2024

- Our IBM Safer Payments based solution protected over 5 billion transactions in Bulgaria, Greece, Kazakhstan and Indonesia – more than 20 FI.
- Borica Safer Payments SaaS was extended with Sanctions Screening service. The first bank was successfully onboarded.

2025

- First Serbian Bank project was signed
- Borica Safer Payments SaaS will be extended with Digital Channels fraud prevention to full Holistic solution

Watch out for PSR1 and PSD3

- In 2026 PSR1/PSD3 is expected to come into effect
- Main focus: Fraud Prevention
- New Open Banking API’s
- New terms for Fintech’s

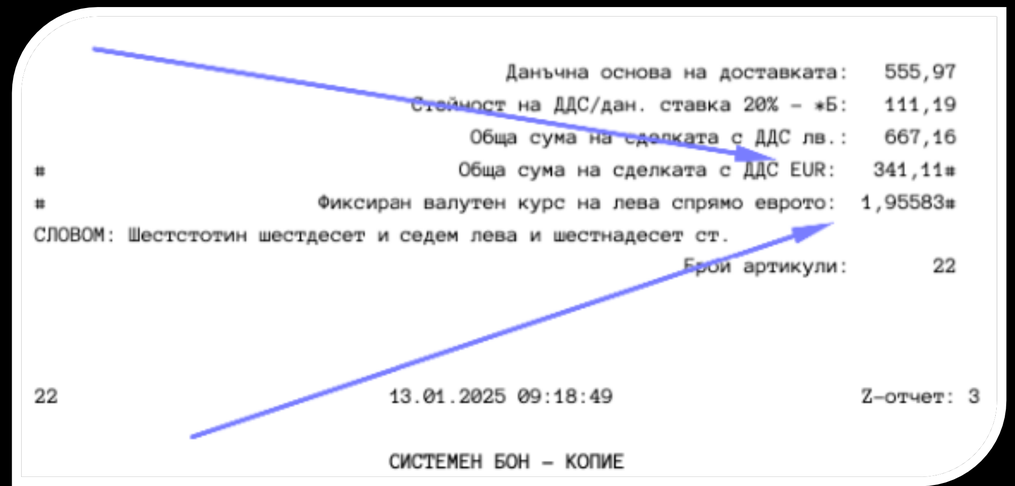
Watch out for PSR1 and PSD3

- In 2026 PSR1/PSD3 is expected to come into effect
- Main focus: Fraud Prevention
- New Open Banking API’s
- New terms for Fintech’s

IBS Fiscal Server

2024

- Extended to 6000+ Point-of-Sales
- EURO Ready and Certified



2025

- EURO Enablement for all customers
- New customers onboarding…stay tuned

Public administration

eGov Portal infrastructure

2024

- Over 160 portal sites
- Successful OpenShift PoC

2025

- Migration to OpenShift in production

NVIS

2024

- NVIS 2.0 deployed
- Welcome to Schengen

2025

- Digital Visa and EU alignment

Следва

16:00 Кафе-пауза

16:30 **One More Keynote**
Трансформация на културата и начина на работа. С малки стъпки към големи успехи.

