

Hyper Focus - 10B+

Origina West: Dragons

Focused Prospecting for 2025:

IBM, HCL and VMWare Software Support with Origina

IBM and VMWare Software Support

- IBM Software – WAS / DB2 / MQ / Cognos / DataStage / Tivoli / All
- HCL Software – Notes, Digital Experience, Commerce,
- VMWare Software – vCenter / vRealize

This document is designed to enable strategic Origina partners to effectively co-drive revenue growth and awareness in the Western U.S. and Western Canada territories by collaborating with high-value accounts across **Banking, Healthcare, and Insurance**, along with select leaders in **Energy, Manufacturing, and Retail**.

We've identified the most promising enterprise prospects—companies with over \$10B in annual revenue and likely substantial IBM and/or VMware software footprints. These organizations face rising software support costs, vendor lock-in, and diminishing value from OEM contracts. Origina offers an independent, cost-effective support alternative for IBM and VMware software—freeing clients to reinvest in innovation **with your team**.

Partner Ask:

Use this document to spark revenue growth ideas with us and our Origina territory team. Highlight accounts where you have insight or interest in engaging with. This will help us open **new** accounts together and engage with Executive IT and Procurement stakeholders.

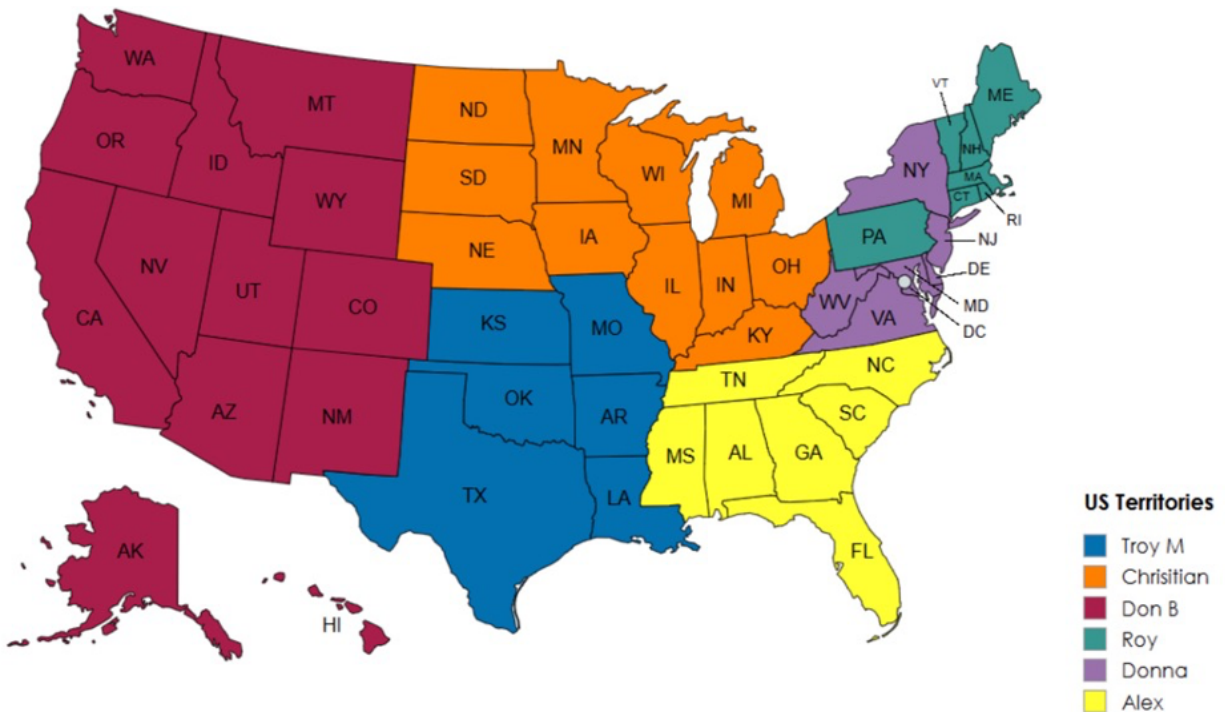
Together, we will build awareness, drive engagement, and capture IBM and VMware software support wins throughout 2025 and into 2026. We are ready to **run with you** and share our innovative methods and techniques to drive awareness and engagement.

Build Awareness and Pipeline with the Dragons and Partners

Sourced the top Banking, Healthcare, Insurance, Energy, Manufacturer and Retailer companies in the West Territory.

West Territory comprises: 13 US States - AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY and 3 Canadian Territories: BC, AB, SK.

We are actively prospecting those above **10B in revenue**.



Don Bunch - d.bunch@origina.com - 502-523-3907

If they have a Mainframe, they are likely to have significant IBM and VMware software.

The most popular IBM software is: DB2, WAS, MQ, InfoSphere, Cognos, Tivoli.

The most popular HCL software is: Commerce, Portal, Domino, Notes, BigFix.

Ask "How are things with IBM"? "Would you be open to support renewal options?"

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Arizona

Circle K	26B / Tempe, AZ
Cognos / DataStage / DB2	
Avnet	24B / Phoenix, AZ
Freeport-McMoRan	23B / Phoenix, AZ
Republic Services	16B / Phoenix, AZ
Reliance Steel (Z?)	14B / Phoenix, AZ
Process Server / Informix / FileNet	
Banner Health	12B / Phoenix, AZ
Insight Enterprises	11B / Tempe, AZ
PetSmart	10B / Phoenix, AZ

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California

Kaiser Permanente	97B / Oakland, CA
Farmers Insurance	90B / Woodland Hills, CA
Visa	39B / San Francisco, CA
Intel Corporation	77B / Santa Clara, CA
Pacific Gas & Electric	23B / San Francisco, CA
Gap	19B / San Francisco, CA

Northern California

Cisco Systems	57B / San Jose, CA
HP	53B / Palo Alto, CA
Uber	47B / San Francisco, CA
Netflix	40B / Los Gatos, CA
PayPal	31B / San Jose, CA
Gilead Sciences	28B / Foster City, CA

AMD	27B / Santa Clara, CA
Applied Materials	27B / Santa Clara, CA
Blue Shield of California	25B / Oakland, CA
PG&E (Z)	23B / Oakland, CA
Adobe	22B / San Jose, CA
Ross Stores	20B / Dublin, CA
Intuit	18B / Mountainview, CA
Sutter Health	16B / Sacramento, CA
Vision Service Plan	12B / Rancho Cordova, CA
Western Digital	11B / San Jose, CA
Dignity Health	10B / San Francisco, CA

Southern California

Molina Healthcare (Z)	44B / Long Beach, CA
Qualcomm	42B / San Diego, CA
Alorica	21B / Irvine, CA
Trader Joes	15B / Los Angeles
American Honda	14B / Torrance, CA
Sempra	13B / San Diego, CA
LPL Financial	13B / San Diego, CA
Chipotle	11B / Newport Beach, CA

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Colorado

Arrow Electronics	28B / Centennial, CO
Newmont Corporation	19B / Greenwood Village, CO
EchoStar	15B / Englewood, CO
Davita	13B / Denver, CO
Ball	12B / Westminster, CO
DaVita Healthcare Partners	11B / Denver, CO

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Idaho

Micron Technology	31B / Boise, ID
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Nevada

MGM Resorts	17B / Las Vegas, NV
Las Vegas Sands	11B / Las Vegas, NV
Caesars Entertainment	10B / Reno, NV

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Oregon

Nike	50B / Beaverton, OR
Intel Corporation	16B / Hillsboro, OR
Precision Castparts	10B / Portland, OR
Cambia Health	10B / Portland, OR
Daimler Trucks North America	10B / Portland, OR

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Utah

Rio Tinto Kennecott	10B / South Jordan, UT
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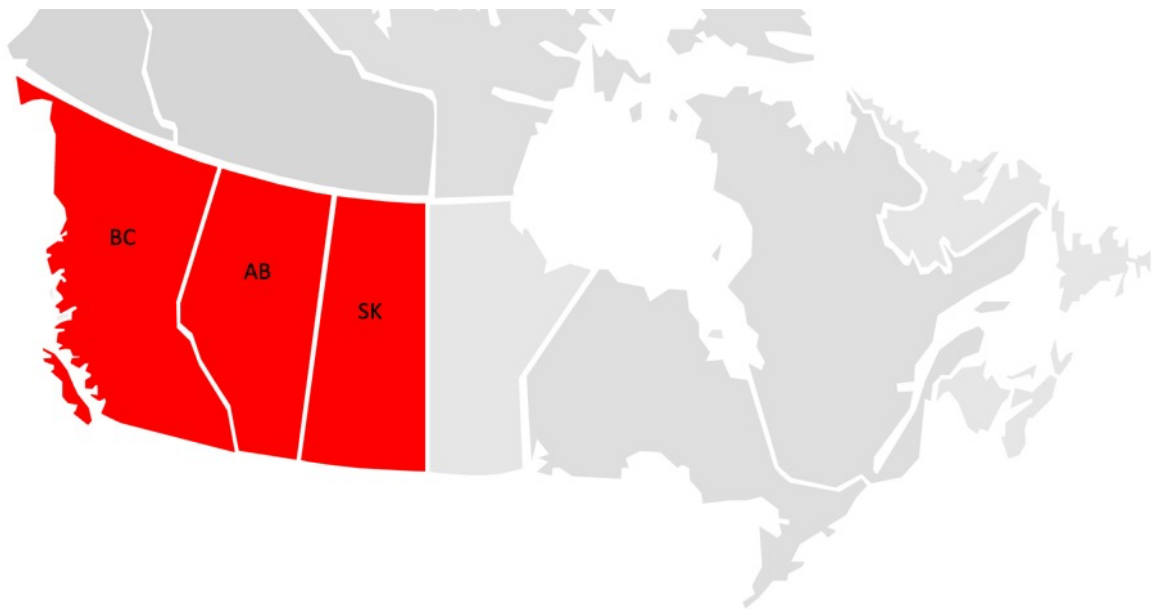
Washington

Starbucks	36B / Seattle, WA
PACCAR (MF)	31B / Bellevue, WA
Providence Health	27B / Renton, WA
Nordstrom	15B / Seattle, WA
Expedia Group	12B / Seattle, WA
Expeditors	11B / Seattle, WA
Weyerhaeuser	10B / Seattle, WA

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Canada

Cenovus Energy Inc.	55B / Calgary, AB
Imperial Oil Ltd.	51B / Calgary, AB
Suncor Energy Inc.	51B / Calgary, AB
Enbridge Inc	32B / Calgary, AB
Nutrien	26B / Saskatoon, SK
Alberta Health Services	19B / Edmonton
TELUS	15B / Vancouver, BC
CPKC - not much IBM	15B / Calgary, BC
Teck	11B / Vancouver, BC
Finning Cat	10B / Surrey, BC

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2026 Events we can Partner at to drive awareness and value.

Since you've made it this far and are interested in engaging the biggest of the big IBM clients.. Possibly you'd be interested in visiting beautiful Ireland. We are headquartered in Dublin, Ireland and would love to show you our new Headquarters. When you and I build and close a 1M opportunity, we'll bring you and a +1 to Ireland for a week, introduce you to our Executive Team, and share some pointers on how best to explore Ireland with spending money we'll provide.

Jan

Feb

SHARE Orlando | Feb. 22-26 | Rosen Centre Hotel

Mar

April

May

IBM Think - May 4-7 Boston
<https://www.ibm.com/events/think>

June

July

Aug

Origina Week - Join Us! 1M Transaction = Week in Ireland for 2
SHARE Pittsburgh | Aug. 16-20

Sept

Oct

The IBM TechXchange Conference 2026 is scheduled for October 26-29, 2026, in Atlanta, GA.

Nov

Dec