

Executive Brief

**Logicalis + HashiCorp,
an IBM Company**

**Modernizing Infrastructure for Speed,
Security, and Business Impact**



Cloud adoption has moved from being a competitive differentiator to a baseline requirement. Enterprises in every industry are under pressure to deliver faster innovation, enable artificial intelligence at scale, reduce costs, and protect their environments from risk. Despite heavy investment in cloud strategies, only a fraction of organizations achieve the full return on investment they anticipated. Most face operational inefficiencies, rising spend from over-provisioned resources, and security gaps caused by inconsistent processes. According to the 2024 HashiCorp State of the Cloud Strategy Survey, just **eight percent of organizations qualify as highly cloud mature**.¹

In today's landscape, infrastructure automation has become a strategic priority for business leaders, not just IT teams. Manual ticketing, slow provisioning, and fragmented workflows simply cannot keep pace with modern demands. This is where the combined power of HashiCorp, an IBM Company, delivered through Logicalis, creates measurable business value.

The HashiCorp Advantage

IBM's acquisition of HashiCorp brought together one of the industry's most trusted names in enterprise technology with the leader in infrastructure as code and automation. Terraform, the flagship HashiCorp product, allows enterprises to codify their infrastructure and manage it consistently across multiple environments. This means faster deployments, fewer misconfigurations, and the ability to scale without sacrificing control. Vault adds another layer of value by centralizing secrets management and enforcing identity-based access controls to reduce credential risk.

The business case is compelling. In the same HashiCorp survey, **ninety-one percent of organizations admitted they are wasting money in the cloud**. Overspending often occurs because of over-provisioning, unused workloads, and lack of automated controls. HashiCorp tools, when combined with Logicalis expertise, address these issues directly by embedding governance and cost visibility into every stage of infrastructure management.²

Logicalis as the Transformation Partner

Technology on its own does not guarantee results. What makes this opportunity different is the role Logicalis plays in helping customers translate powerful software into business outcomes. Logicalis brings deep expertise in infrastructure modernization, hybrid cloud design, and managed services. Acting as a trusted partner, Logicalis evaluates where an organization stands today, designs a roadmap aligned to business goals, and delivers hands-on implementation that reduces risk and accelerates adoption.

Through Logicalis, enterprises do not just acquire Terraform or Vault. They gain a partner that helps embed policy as code into their governance model, implement financial controls to manage cloud spend, and train teams to work with reusable infrastructure modules. Logicalis ensures that automation is not a proof of concept that stalls, but a scalable solution that delivers lasting impact.

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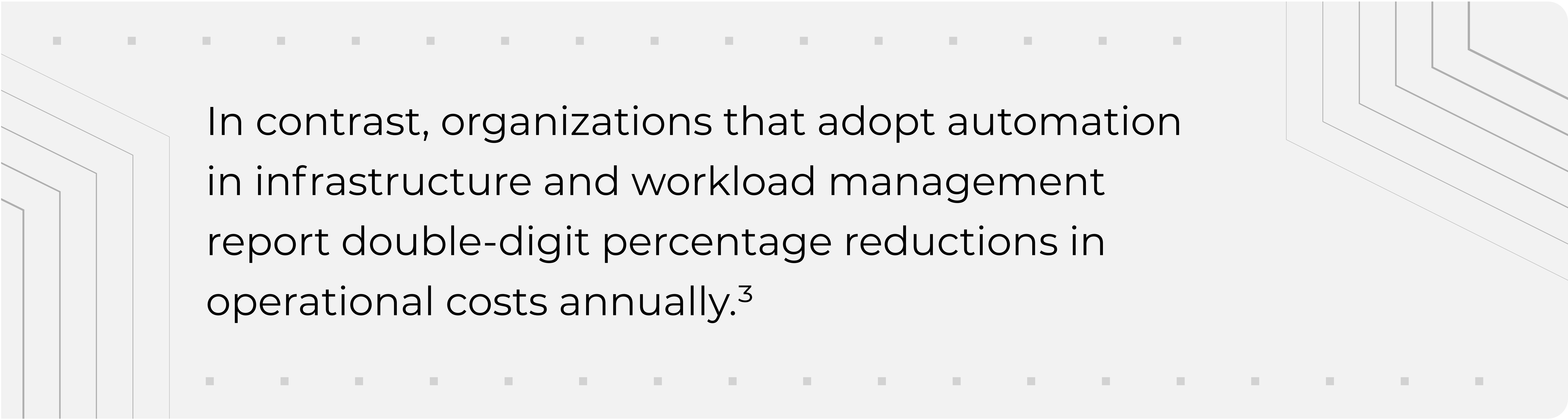
1. HashiCorp, State of the Cloud Strategy Survey 2024 — "Only 8% of organizations qualify as highly cloud mature." [HashiCorp](#)

2. HashiCorp, State of the Cloud Strategy Survey 2024 — "91% of respondents report wasting money in the cloud." [HashiCorp](#)

Business Outcomes that Matter

When HashiCorp solutions are deployed with Logicalis, leadership can expect tangible improvements across multiple dimensions of the business. Time to market is reduced as infrastructure that once took weeks to provision can be deployed in minutes. Security posture is strengthened as secrets are managed centrally and compliance guardrails are enforced automatically. Cost overruns are curtailed by eliminating waste and ensuring resources are aligned with actual demand.

The scale of potential savings is significant. Research from IBM has found that companies who migrate applications without redesign or governance often see costs spiral unexpectedly.



In contrast, organizations that adopt automation in infrastructure and workload management report double-digit percentage reductions in operational costs annually.³

These are not abstract benefits. Case studies have shown that global enterprises using Terraform have reduced deployment times by more than 90 percent, cut infrastructure costs by a quarter, and decreased misconfigurations by over 90 percent. Logicalis helps make these kinds of outcomes repeatable by tailoring solutions to each client's unique mix of workloads, compliance requirements, and growth objectives.

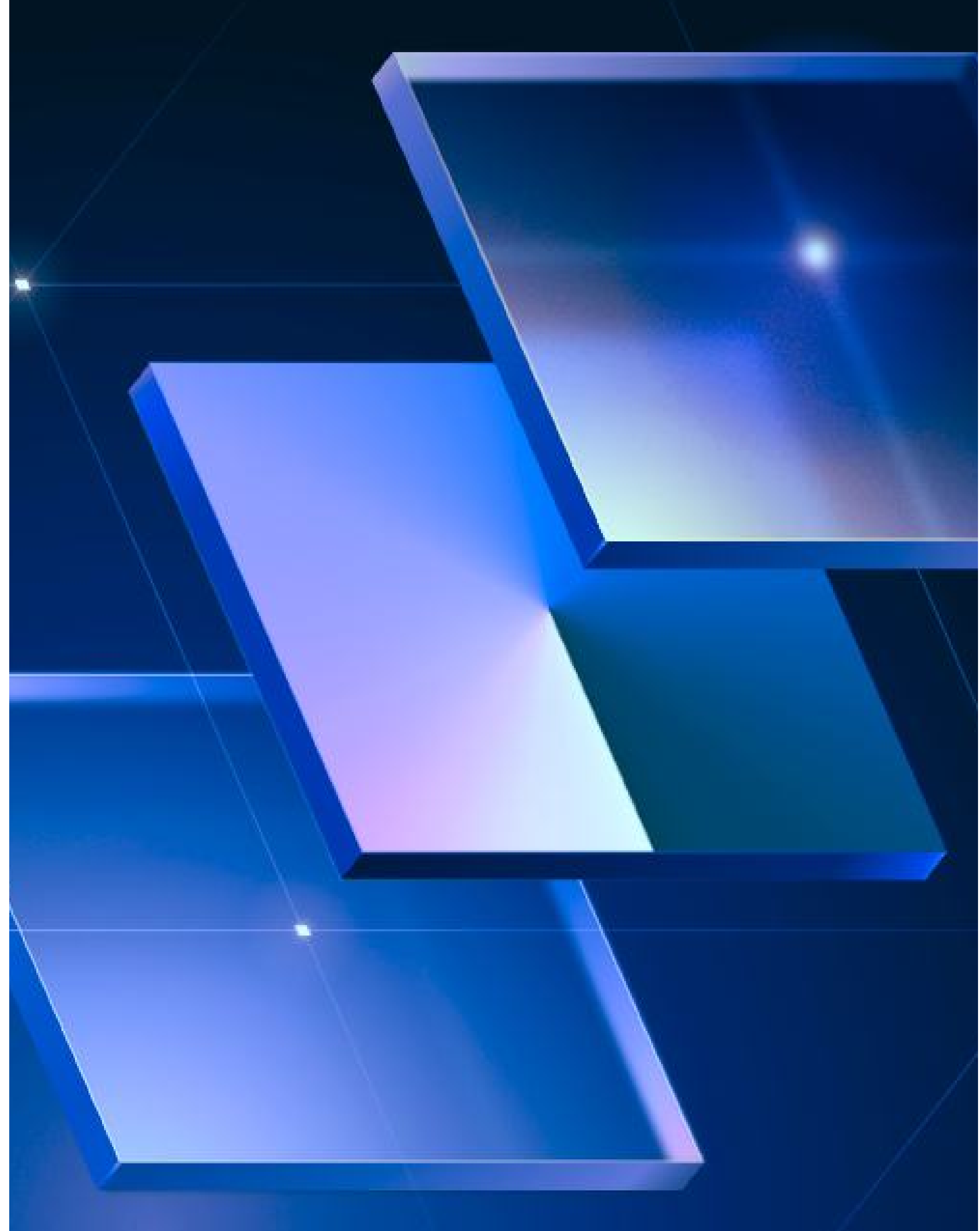
Addressing Barriers with Logicalis

Enterprises often encounter barriers on the path to adopting infrastructure as code and automation. Some struggle with internal skills gaps or organizational resistance to change. Others find the complexity of hybrid and multi-cloud environments daunting. Concerns about compliance, regulatory requirements, or security are common.

These barriers are consistent with survey data showing that 84 percent of organizations identify managing cloud spend as their top challenge. Logicalis addresses these issues directly. By providing advisory services, training, and managed support, Logicalis helps clients build internal capabilities while reducing risk. By aligning IT strategy with business objectives, Logicalis ensures executive sponsors see value quickly through targeted pilots and proof points. By integrating automation with existing processes and security requirements, Logicalis makes adoption smoother and more predictable.⁴

3. HashiCorp Blog — Cloud maturity insights, showing double-digit cost reduction through automation. [HashiCorp](#)

4. Flexera/HashiCorp survey highlights — “84% of organizations identify managing cloud spend as their top challenge.” [Flexera](#)



Strategic Recommendations for Executives

Business leaders evaluating their modernization strategy should take several important steps. First, they should begin with a clear assessment of their current cloud maturity, identifying where inefficiencies and risks exist. Second, they should prioritize building standardized, reusable components for infrastructure and image management, supported by guardrails that enforce policy automatically. Third, they should establish financial operations discipline to bring predictability to cloud spending. Finally, they should select a partner with the scale, expertise, and proven track record to guide the journey.

Logicalis, working with HashiCorp, an IBM Company, is uniquely positioned to deliver on these priorities. The firm has the experience, global reach, and technical depth required to help enterprises modernize at scale, and to ensure that investments in automation directly support business objectives.

Logicalis + IBM: Proven Expertise as a Strategic Partner

Logicalis is a long-standing IBM Platinum Partner with a track record of delivering technology solutions that accelerate modernization and reduce complexity for enterprises worldwide. By combining IBM's powerful portfolio with HashiCorp's automation and security platforms, Logicalis helps organizations transform how they deploy, secure, and manage infrastructure across hybrid and multi-cloud environments.

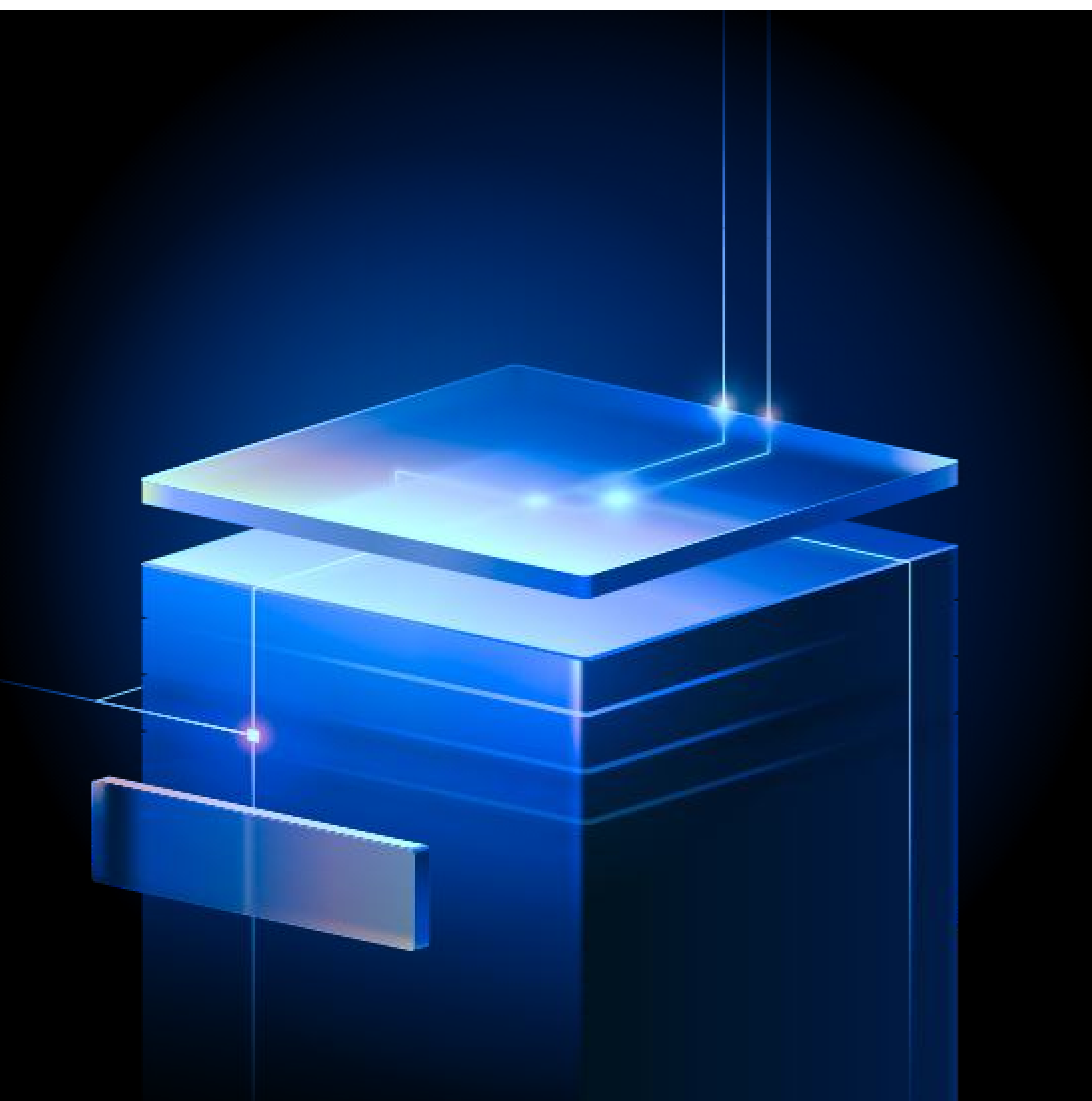
As a trusted partner, Logicalis brings deep knowledge of IBM technologies, certified specialists, and a global services practice that ensures every solution is aligned to business outcomes. From initial assessment and roadmap development to deployment and managed services, Logicalis delivers the strategy, execution, and ongoing support enterprises need to maximize their return on investment.

Logicalis + IBM: Proven Expertise as a Strategic Partner

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The strength of the Logicalis and IBM partnership lies in more than just technical expertise. Together, the teams provide a holistic approach to modernization that unites infrastructure lifecycle management with security lifecycle management. This means customers not only accelerate delivery, but also strengthen compliance, reduce operational risk, and optimize resources for long-term efficiency.

With a proven record of success in industries such as finance, healthcare, and manufacturing, Logicalis and IBM help enterprises adopt infrastructure as code, embed governance by default, and prepare their environments to support AI, data platforms, and next-generation digital services. Clients gain the confidence that their infrastructure strategy is backed by two of the most respected names in the industry, delivered by a partner dedicated to measurable business results.



Executive Takeaway

Infrastructure automation is not a technical luxury. It is a core enabler of speed, security, cost control, and innovation. The IBM acquisition of HashiCorp created an industry-leading foundation for hybrid and multi-cloud environments. Logicalis ensures those solutions are implemented strategically, aligned to business needs, and scaled for lasting success. For organizations that want to accelerate innovation, reduce risk, and prepare their environments for the demands of AI and digital transformation, the time to act is now.

Contact Us

Contact Logicalis today to schedule a complimentary executive briefing and learn how Logicalis and HashiCorp, an IBM Company, can help transform your infrastructure strategy.