



**Tony DeGruccio**  
Director of Customer Success | IBM i

“Futureproofing the IBM i ecosystem is about strengthening, modernizing, and making it ready for what's next.”

### Professional Bio

With 23+ years of experience, Tony is an IT Transformation Leader with deep expertise in IBM i (AS/400) infrastructure, modernization, and cloud enablement. He has led initiatives in high availability, disaster recovery, performance optimization, and hybrid cloud integration. At Integrative Systems, he strengthens delivery frameworks, enhances service quality, and builds trusted client partnerships across the IBM i ecosystem. Combining technical depth with strategic leadership, Tony helps organizations futureproof mission-critical IBM i workloads and drive sustainable growth.

### Expertise

- IT Transformation & Cloud Modernization Strategy
- Customer Success & Account Management
- Hybrid Cloud & Managed Services
- Enterprise IT Infrastructure & Data Platform Modernization
- Stakeholder Engagement & Executive Relationship Building
- Cross-functional Collaboration & Team Leadership

### About Integrative Systems

Guided by the promise “**Futureproof Your Business,**” Integrative Systems is a trusted global technology partner with over **25 years of experience** in business software applications across IBM i, AS/400, and Microsoft toolsets. We provide 24/7 infrastructure management, data analytics, and back-office optimization - operating as an extension of your team to align IT strategy with business goals. A five-time Inc. 5000 honoree, we help enterprises modernize systems, enhance resilience, and achieve sustainable digital growth.

### Projects & Achievements

- Spearheaded **hybrid cloud migration programs** across multiple cloud providers, enabling digital agility and operational efficiency.
- Delivered **multi-million-dollar enterprise IT solutions** at IBM, achieving **200% year-over-year performance growth.**
- Led **strategic cloud modernization projects** within the Healthcare and Life Sciences verticals, accelerating clients' digital transformation journeys.
- Consistently recognized for **exceeding business development targets** and fostering long-term strategic partnerships.

### Technical Environment

- **Cloud Platforms** - AWS, Microsoft Azure, Google Cloud Platform
- **Enterprise Solutions** - Hybrid Cloud Services, Managed IT Services, Digital Infrastructure
- **Certifications** - Microsoft Certified - Azure Fundamentals
- **Industries Served** - Healthcare, Life Sciences, Retail, Finance, Manufacturing
- **Tools & Methodologies** - Strategic Account Planning, ITIL Practices, Solution Architecture