20 Most Promising IBM Solution Providers - 2017

In an era resurgent with artificial intelligence and data intelligence, there is an extensive need for a cognitive business approach to optimize and transform an enterprise. IBM, the technological moguls, with its adept innovations has provided solutions for cognition through different platforms that have accelerated the business evolution. In the present scenario where technology signifies software innovation and critically determines business outcomes, an accelerated software delivery is cardinal for providing value-added services to the customers.

The industry has witnessed solution providers responding to the challenges emerging from new IBM technologies affirmatively, by progressively partnering with IBM to carry businesses to a higher level. Cloud-based solutions and data infrastructure designs provide genuine credibility and redefine the outlook of an enterprise. The solution providers have helped clients to maximize application capabilities and keep businesses durable through real-time consolidation and editing of data. These partners have been exploiting smart business trades with the help of IBM technologies, which capitalize on the unstructured data to create insights and provide frameworks for healthy enterprises. The collaborations with IBM are intended to embrace new trends and stay updated in the market.

What's more, the impact of IBM's Watson has been diverse, creating huge footprints across healthcare, retail, and education industries. Effective partners have been providing constructive professional and technical consulting around these path-breaking innovations for better outcomes.

To help CTOs, CIOs, and CEOs find the right IBM solution provider for their enterprises, our distinguished panel comprising CEOs, CIOs, VCs, and industry analysts along with CIOReview's editorial board has scrutinized and arrived at the best IBM solution providers. These solution providers are distinct and have a clear-cut methodology and offer outstanding customer service in this space.

We present to you CIOReview's 20 Most Promising IBM Solution Providers 2017.

Attain Insight

recognized by CIOReview magazine as

20 MOST PROMISING
IBM
SOLUTION PROVIDERS 2017

An annual listing of 20 companies that are at the forefront of providing solutions around IBM platform and impacting the marketplace

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Company:
Attain Insight

Key Person:
Paul Hulford
CEO & VP of Sales

Description:
Protect knowledge assets and data through access control solutions, particularly in IBM Analytics-based software environments

Website:
attaininsight.com

Attain Insight

Enforcing Security through Robust Access Control

The growing swamp of knowledge and technology has greatly impacted the security of valuable organizational data and information assets. Changing business priorities, regulations and industry standards, as well as the proliferation of advanced malicious attacks have all affected the task of securing crucial business data. Most often, CIOs and CSOs are entrusted with the responsibility of protecting these 'crown jewels'. For a good number of firms, the decision-process on where to act involves selection and prioritization of security risks. The factors involved even in just selecting which risks to mitigate is getting complicated quickly. The secret to achieving optimal levels of protection lies in having good access control systems—systems that have the ability to provide effective control over all the methods of information access. Attain Insight has built its business around analytics, location intelligence and the implementation of robust access control systems to help customers address compliance and privacy concerns. As a trusted IBM Gold Business Partner, Attain Insight aims to protect knowledge assets in a more proven and efficient way.

The company hosts solutions that deal with managing production systems in a world of growing cyber threats. While many organizations are looking at insider threat detection as a key priority it is important to recognize that acting on such intelligence is only sustainable when complete and accurate

control over system access exists. Attain Insight Security 4X—a centralized security administration and compliance reporting solution—is purpose built to handle complex enterprise access control requirements. The solution is approved by IBM and available through IBM's Global Solutions Directory. "Our customers can now take preventative action against information and data-access threats rather than after-the-fact scrambling and damage control," states Paul Hulford, CEO and VP of Sales at Attain Insight. As a leading solution for IBM Analytics customers in the information access control space, Security 4X uses analytics to increase the bottom line or improve business performance including data quality and governance. The solution ensures that information is accessible only by authorized users, and all changes to security are tracked, complying fully with industry standards for both reporting and security policy management.

Attain Insight's access control capabilities have been embraced by Veolia Water Technologies, a water and environmental services company running ERP-JDE and associated data warehouses. Veolia's IBM Cognos Analytics solution has over 1,100 users and 15 business-facing administrators. For Veolia, Attain Insight's Security 4X provides the required access control delegation capabilities. "Since 2012, we have been using it and it has really accelerated the process of building the security especially with the smart policy management. It has

Paul Hulford

also simplified a lot of local administration, and now all 15 of our admins are managing security access for their own user community areas," commented Raphael Labis, Veolia's BI reporting manager, Corporate IT, BI Reporting. Attain Insight also has an entrenched IBM-using customer base in the provincial and federal government space.

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According to Paul Hulford, the message is simple, "We can help. We would like to tell more organizations about Security 4X and its access control capabilities. This trusted solution will give control back to CIOs and CSOs so they can address threats, and support changing business needs, including organizational structure and people changes, allowing for direct and swift response to incident investigations."

Moreover, now that cloud based solutions, including security, are gaining acceptance at an ever increasing rate, Hulford sees a bright future for Attain Insight. "Customers want efficiency and bottom-line results, yesterday. Hosted-solutions offer immediate value without the worry of infrastructure costs. We're finding more and more business departments are seeking time-to-value solutions. And with the added benefit of Security 4X keeping watch, it's giving IT the confidence to delegate administrative tasks so they can focus on critical business needs." CR