



Identity Access Management

Making strides in managing IAM with cost-effective solutions

Binod Singh, PRESIDENT, CEO & CO-FOUNDER, ILANTUS TECHNOLOGIES Singh, an acknowledged international business expert in identity management, is a 20-year veteran of the IT industry. He has held senior management positions at organizations including Computer Associates, Compaq and Digital.

Over the past decade, the Identity & Access Management (IAM) industry has grown considerably. Here, Singh shares his perspective on this developing sector.

What are IAM's primary growth areas?

As the IAM industry continues to evolve, three significant growth areas exist. The first is Access Governance. This sector includes solutions for Role Engineering, Segregation of Duty and Entitlement. Access governance is critical for compliance and relevant to organizations that have or have not implemented IAM solutions.

The second area is Identity Federation. Although collaboration allows companies to offer more comprehensive services, it also opens areas of concern—for example, the risk of inadvertently sharing confidential information. As a result, organizations are turning to federated solutions as a trusted identity infrastructure between parties.

The third area is Managed Identity Services. Due to long implementation lead times and high capital investment involved, Hosted Identity Services is gaining acceptance. The Software-as-a-Service model has become an attractive alternative. By embracing this platform, companies do not need to make a capital investment in buying licenses, yet they benefit by renting the service.

How does ILANTUS support customers in each of these areas?

Our goal is to demystify Identity Management through sensible, packaged offerings

that address Role Engineering, Segregation of Duty and Entitlement Management. We have taken great strides in reducing the total cost of ownership—by as much as 75 percent—so companies of all sizes can easily embrace solutions. We have also cut down on the implementation time frame by more than 40 percent. We continue to bundle the industry's top tools together with fixed-fee implementations and long-term support. We are focused on reducing implementation lead times from the industry average of six to 18 months to just three to six months.

ILANTUS was one of the first organizations to work in the Federated Identity space. As a result, we have a large number of commercial and governmental clients, as well as an intimate working knowledge of the available technologies. Our recent work with a U.S. state government puts us in a prime position to help governmental units reduce health care costs through public-private partnerships. While others have held true to traditional delivery models, ILANTUS has been a trailblazer in providing Managed Identity Services designed to fit individualized needs. We are working with many Fortune 500 customers that have outsourced all of their Identity Management work, including day-to-day administration and 24/7 support operations.

Why is ILANTUS unique in this space?

ILANTUS provides comprehensive end-to-end Identity Access Management and Governance solutions. Because we have

developed and nurtured relationships with the key technology vendors identified in Gartner's Magic Quadrant, ILANTUS is in a prime position to offer the widest range of technologies, backed up with full implementation and long-term support experience

Likewise, ILANTUS provides the widest possible choice in terms of consulting—before the purchase, during implementation and going forward. Lastly, while others work strictly on a time and material basis, ILANTUS offers fixed-fee Identity Management solutions to provide clients with an attractive risk-free alternative.

What are ILANTUS' future plans?

We are investing heavily in expanding our 24/7 support offering and continuing to add depth and breadth to each implementation area. We are making major investments into Managed Identity Services. We continue to invest in building long-term relationships with our customers rather than worrying about profit from each transaction.

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