CIOReview

The Navigator for Enterprise Solutions

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.

IENA Consulting

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

Company:
IENA Consulting

Description:
Builds customized and ready-to-use solutions around the IBM financial solution portfolio

Key Person:
Toufic-Pascal Naccache
CEO

Website:
iena-consulting.com

IENA Consulting
Accelerating the Path to Operational and Financial Excellence

To offer the best in enterprise performance management (EPM), it takes the fruition of a novel idea into a full-blown solution. In this regard, Toufic-Pascal Naccache, CEO of IENA Consulting, is a visionary, having built his company's signature software product—Pilot with innovation in mind. Based on a delivery model that is at the intersection of technology and finance, Pilot has been forged to be the silver bullet solution that targets the varied financial and operational sectors.

IENA Consulting's unique value proposition lies in its ability to deliver its service holistically across the specific purviews of financial reporting, real-estate, pharmaceutical, human resource management, and manufacturing. Behind the scenes, Pilot's prowess comes from the fact that the portfolio was developed by over 50 experts and 120 consultants in the IBM solutions

> **We are innovating and bringing more robust functionalities to the Pilot portfolio, while maintaining a pin-pointed focus around IBM**

arena. IENA Consulting deploys viable solutions addressing niche market needs with the help of IBM solutions, namely the TM1 (IBM Cognos) and the CDM (Cognos Disclosure Management) to facilitate planning analytics.

The global industry demand for more intelligence, to better define precise sales objectives and projection defines IENA Consulting's functionality across its interests. They are incorporating big data and smart data to build specific models that target their various purviews, to offer better intelligence on sales and margin forecast for CFOs. IENA Consulting then provides these models in various industry-specific versions of Pilot. Starting with the orientation of key users, followed by three to five days of training, the Pilot platform is installed and tailored to suit the client's specific requirements. Post deployment, the end users follow the Agile methodology and work upon each interactive screen of the platform to fulfill the completion of the Pilot's functionality at every step.

The planning layout of the project is well formulated by IENA Consulting from the start and never begins with a blank page. The average period of planning spans between three to six months to reach the first version of the product requested by the client. After users have mastered the solution, what follows is the balancing between the hand-off and the support aspects. As Naccache puts it in numbers, "Pilot brings about a reduction of about 30-35 percent of the workload on any single project."

Built on the IBM cloud platform, Pilot ensures real-time access of financial data to users while simultaneously enabling customers to create a single platform that will associate all operational forecast phases, the statistics on financial profit/loss, and balance sheet for the purpose

Toufic-Pascal Naccache

of consolidation or statuary reporting on the same level. This singular platform ensures that the client doesn't have to work with Microsoft Word, Excel, or PowerPoint to get data from the CDM solution as those functionalities are already integrated into the EPM tool, Pilot, which provides ready-access to CDM, and helps in preparing annual or quarterly reports for business analysts.

IENA Consulting's goal is to be a specialized consulting firm and "to become a leader in the financial EPM sector by innovating and bringing more robust functionalities to the Pilot portfolio, while maintaining a pin-pointed focus around IBM," says Naccache. Expansion plans in the pipeline target New York, and further down the lane, across Belgium, Switzerland, and Luxembourg, while developing a growing subsidiary in Dubai. IENA Consulting's unique elements bring the virtues of both technical and operational expertise together, in a potent blend that will dynamically solidify their influence, in the years to come. CR