

Nominee: Geminare

Nomination title: Resiliency Management Platform

- What are your product's / solution's key distinguishing features and/or USP?

The Resiliency Management Platform (RMP), highlighted by Gartner in their Market Guide for IT Resilience Orchestration Automation (ITRO), is in use by leading service providers including Gartner Magic Quadrant Leaders in Europe, Asia, the USA and Latin America to bring differentiated capabilities to their Public and Private Cloud solutions. With three issued patents thus far, the RMP easily highlights its technological maturity, unique market position, and capabilities; clear requirements faced by service providers when advanced orchestration and automation are necessary within their hybrid Cloud solutions.

The RMP is one of the most mature IT Resilience Orchestration and Automation (ITRO) Platforms delivered through a multi-vendor, technology-neutral approach. The RMP, through sophisticated and patented role based access control (RBAC) allows the broadest range of hybrid technologies to be simultaneously leveraged and orchestrated at enterprise sites, hybrid Cloud deployments, service providers, and directly by customers through a self-service interface.

Enhancing the existing base of feature-rich process automation and complex built-in orchestration capabilities, the RMP contains a catalog of 1000+ prebuilt Application Templates. This catalog forms the basis for the RMP's Solution Gallery which contains an ever-expanding spectrum of immediately deployable hybrid solutions that today covers big data analytics, machine learning and predictive analysis, security infrastructure configurations, cloud utilization and optimization, deployment and migration, cost forecasting, and GDPR compliance.

- What tangible impact has your product/solution had on the market and your customers?

The RMP is used through both Service Providers and Customers each with their own unique impact. We have categorized the tangible impact on each below.

RMP Customer Impact:

1. Total Cost of Ownership (TCO) Reduction
2. Controlling Global IT Governance in a Hybrid Cloud Ecosystem
3. Cloud Migration to the Hybrid, Public and Private Infrastructure
4. Leverage Cost Effective Public Cloud Storage for Archiving Data
5. Integration of Legacy Systems with Hybrid and Public Cloud
6. Spend Analysis, Optimization and Control
7. Hybrid Enabled IT Service Management with Automation and Orchestration

RMP Service Provider and Partner Impact:

1. Enables SP's to Deliver Managed Services Through a Software Defined Solutions Catalog
2. Dramatically Reduce Operating and Support Costs Through ITRO Enablement
3. Embrace Cloud Exchange Platforms with Software Defined Automation & Orchestration
4. Embrace Big Data Analytics & Tools through Public Cloud Orchestration
5. Offer More Flexibility through Predictive Usage and Transparent SLAs
6. Legacy System Management in the Cloud through Software Defined IT Resiliency
7. Offer a Multi-Tiered Customization IT Resiliency Self Service Interface

- What are the major differentiators between your product/solution and those of your primary competitors?

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1. 500+ Solution Gallery of Predefined and Orchestrated Solutions that cover Machine Learning, Resiliency, Orchestration and Automation across Public and Private Cloud.
 2. 1000+ Predefined Application Templates that virtually unlimited building blocks for hybrid solutions and technologies.
 3. 5-tiered, multi-tenant capability incorporated inherently into all RMP features, allowing an entire support ecosystem to be managed automatically.
 4. Cross technology orchestration allowing the RMP to create sophisticated RunBooks and orchestrated activities regardless of underlying technology in use.
- Please supply any supportive quotes and/or case study materials to demonstrate the value of this product/solution to your customers/partners.

“We knew that a fully managed disaster recovery program would be a key pillar in our growth strategy and customer solutions portfolio. Our Software Defined DRaaS program, built from market leading technologies such as the Resiliency Management Platform, leverages unique platforms, capabilities, and experience, positioning us with a truly differentiated capability around hybrid IT and DRaaS.”

- Shea Long, SVP Product, TierPoint

Please see attached Resiliency Management Platform partner case studies as well.

All products must have started shipping in EMEA before 1st August 2017.

-NTT Europe is an active user of the Resiliency Management Platform since 2015.

Why nominee should win

1. Identified as the breakaway leader in innovative technology integration by leading analysts within the IT Resiliency Orchestration and Automation space.
2. Accelerating adoption of advanced capability within the global service provider ecosystem enabling them to bring to market differentiated solution portfolios.
3. Elevating service providers to become Industry Leaders. A large percentage of Magic Quadrant Leaders leverage the Resiliency Management Platform to become an industry leader in their category.
4. Creating real value and real IP. With the most patents issued and pending on any Resiliency Orchestration Platform, Geminare continues to create real industry value through intellectual property.