FRESCHE

green light technology

Green Light Technology Turns to Fresche to Deliver New Value to Customers

Fresche Power Partner Program

Key Features

Enhanced access to the single largest global application management & modernization company next to IBM

Proven quality solutions and a 100% focus on IBM i and Power

Dedicated Channel Managers

24X7 Technical Support

Marketing Support and Training

Co-marketing funds

A competitive program and partner community portal

Overview

Serving Latin America, Mexico and the United States, Green Light Technology is a leader in risk and regulatory compliance solutions for the banking, insurance, healthcare and other industry sectors. The company and its team of experts provides an enterprise-wide approach to cyber governance, allowing large enterprises to manage regulatory change, and quantify the impact of financial and operational risk. Global 1000 companies have come to rely on the firm to efficiently enable sustainable access compliance and transaction-control monitoring across enterprise applications and business processes.

Challenge

With the vast majority of its business oriented around IBM i, Green Light has spent years becoming a trusted advisor and expert in the platform. This meant evolving Green Light from its more product-centric roots to offer more strategic consulting services to its enterprise client base.

Green Light began fielding requests from companies who, as part of their security process, needed to better understand the internal dataflows, processes, relationships and structure of critical business applications. "Many of our large customers have legacy applications that over the years have been shaped by many hands, with little to no accompanying documentation. Visibility into those applications and data is a very real challenge for these businesses. They didn't have any way to get the kind of information they needed to support, evolve, or protect their systems properly," explains Jaime Penagos, Regional Manager at Green Light Technology.

Solution

Seeking a solution to address its customers' needs, Green Light found Fresche and its X-Analysis software suite. X-Analysis offered Green Light and its customers a powerful, ready-made, commercial

off-the-shelf solution for graphical documentation and business rules extraction—a capability critically important to many of the company's existing financial services customers.

"Banks and other companies dealing with a customer's private data rely on data masking to replace sensitive information with a non-sensitive proxy. This non-sensitive data can be used in business processes without changing the applications or data storage facilities. But the challenge for many of our clients is they have no visibility into those applications, no ability to document them, and no easy way to extract business rules. Some were using workarounds or small tools to tackle the problem, but nothing was really as comprehensive as it needed to be. Until we found X-Analysis. We were looking for a solution to solve a problem and Fresche's suite of tools arrived at a perfect time," says Jaime. "We believe with this solution in our portfolio we can become a dominant player in our market."

The difference, of course, is not simply tooling but the support and knowledge Green Light can provide to its enterprise customers. Backed by the Fresche team, Green Light's group of experts—many with 25+ years of IBM i experience themselves—are rapidly becoming experts in the X-Analysis software suite and business rules extraction as it relates to data masking.

"To familiarize our software experts with X-Analysis, Fresche provided several productive and intensive training sessions. Our team was very satisfied with the information provided by Fresche. X-Analysis is not a difficult solution to learn. It is robust, full featured and very well designed. We are sure that like our team, our customers' programmer analysts will pick it up very fast," says Jaime.

Result

Since receiving the training and onboarding from Fresche, Green Light's sales team has hit the ground running presenting the solution to top customers in its portfolio. "We have been very busy with the solution, presenting demos every week," says Jaime. "We've already engaged with 15 customers in a short period of time."

The bar is high, but Green Light believes that with Fresche at its side, it will be able to effectively compete and win new ground with some highly strategic customers. "Our differentiator is the support and depth of knowledge we'll be able to bring to the table. Fresche's extensive expertise and IBM i knowledge helps to set us apart. With Fresche's solutions, we are having a very different conversation with our customer, and we are talking to a much broader constituency. It is giving us the opportunity to address different ideas and problems faced by security, auditors, and programmers. For the last five or six years, our business has been all around security and auditing. Now there's a product that helps in other areas of risk mitigation."

> "With the ever growing changes in IT, we began a transformation to evolve from our product-centric roots, offering more strategic consulting services to our enterprise client base. We were looking for a solution to solve a problem and Fresche's suite of tools arrived at a perfect time. We believe that with this solution in our portfolio, we can become a dominant player in our market."
>
> - Jaime Penagos, Regional Manager at Green Light Technology

Become a Power Partner

Learn more about the Power Partner Program

www.freschelegacy.com/en/fresche-business-partner-network

Fresche Partner Solutions

Companies running RPG, COBOL, CA 2E SYNON, Java and packaged applications rely on Fresche for comprehensive, automated solutions that optimize IBM i systems and help take advantage of technologies such as Web, Mobile, Cloud and RPGOA on IBM i. Our complete portfolio:

- **GUI, Web & Mobile** - Options to easily replace green screen applications and develop new customer-facing web applications
- **Analysis & Productivity** - Automated tools to analyze and document entire applications and data environments
- **Database Modernization** - Services and automated conversion tools to move to modern databases
- **Reporting & Document Distribution** - Solutions that provide real-time IBM i-based information to everyone in the organization to help them make better decisions