



**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

Itheis & Fresche Partner to Dominate the IBM i Modernization Landscape

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- Pascal Blandin, General Manager at Itheis

Overview

Itheis specializes in the IBM i modernization market in France, Belgium and Switzerland, and is renowned for providing world-class software solutions and project support to optimize the value of enterprises’ applications on IBM i (iSeries/AS400).

A fast-growing and results-oriented company, Itheis has a team comprised of expert professionals with many years of experience in the IBM i industry. The company is a member of the IBM PartnerWorld program and a Fresche strategic partner.

Challenge

Itheis is well versed and capable of advising the largest enterprises on IBM i application modernization and development, with the goal of optimizing the performance of clients’ IBM i systems. However, the company is small and young, and the team frequently goes head to head with its much larger French competitor, Paris-based ARCAD Software.

Solution

To not only compete, but win, Itheis turns to partners such as Fresche to bring decades of modernization and development experience and unrivalled IBM i expertise to the table. “With our large partner network, we gain access to some of the world’s best experts offering a breadth of knowledge related to the IBM i platform. We have built a flexible model, so if a customer brings us a very large product or need, we can engage our partners to develop a world-class solution,” says Pascal Blandin, General Manager at Itheis.





Itheis's partnership with Fresche began with Fresche's Looksoftware division, which specializes in GUI modernization. From that initial relationship, Blandin and his team were introduced to Fresche's broader team of experts and the company's executive. "From our first meeting with the management team we had a high degree of confidence in the partnership and in the capabilities and technical solutions Fresche brought to us," says Blandin.

Fresche is especially valuable to Itheis for two key reasons, according to Blandin. First, its size — the company boasts the largest portfolio of IBM i solutions, services and expertise outside of IBM. Access to this level of solutions and expertise demonstrates to prospective customers that Itheis has the ability to execute on the largest of modernization projects. Second, Fresche's product catalogue is also world-class, providing Itheis with critical tools for application discovery, GUI modernization, business rules extraction, database migration and other modernization tasks.

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One of the most exciting discoveries for the Itheis team was Fresche's X-Analysis software suite, which offers a proverbial treasure trove of tools to help companies understand and preserve the value locked within (often) decades-old IBM i systems and applications. Blandin says, "It was a big surprise for our staff to see how very valuable this technology could be; the tools are so completely and perfectly integrated. X-Analysis is allowing us to compete very effectively against our single biggest rival, ARCAD. Even though ARCAD is one vendor with all pieces, our integrated solution is so much stronger and the pieces work so well together — our clients are telling us it is absolutely the best solution. Over the last two years we have had six key wins where we came in as the outsider and the company was an existing ARCAD customer."

Result

Itheis's strategy is to leverage Fresche for competitive differentiation as the company establishes itself as the leader in IBM i modernization in Europe and beyond. "We are no longer a small actor in a small area, but rather, a global provider of solutions. For our business it is an opportunity to raise our visibility competitively, globally and with IBM," says Blandin.

"We are rapidly becoming a recognized leader for modernization in France. Fresche has been instrumental in helping our company achieve this leadership position and become a specialist with high-value offerings for IBM i enterprise customers. This is allowing us to command a higher price for our services and of course, play a more strategic role with our customers."

Become a Power Partner

Learn more about the Power Partner Program

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

FRESCHE
SOLUTIONS

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

