

CIOR Review

The Navigator for Enterprise Solutions

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100 Most Promising Microsoft Solution Providers

Enterprise technology is developing at breakneck speed and Microsoft is making sure that it creates an impact that will last for years to come. Mobility, cloud, social, big data, and security are the five major areas where the Redmond giant is heavily invested in. Ambitiously put by Satya Nadella, Microsoft is on a mission to reinvent productivity to empower individuals and companies. “We will build platforms and experiences of productivity for a world mobile-first and cloud-first,” states Nadella. The road taken by Microsoft and its outcome is evident in the slew of innovative products and solutions that have come out of Redmond in the last one year—with many more yet to come, as we learnt from the recent Ignite 2015 Conference.

Microsoft has unveiled a raft of new enterprise products and services to help CIOs lead their companies in the new era of enterprise computing. This shows Nadella’s attempt to not just entice consumers with the upcoming release of Windows 10 and new version of Office, but also refocus Microsoft’s efforts on its business clientele, with a particular emphasis on corporate IT departments. The new lineup includes the next generation of Windows management, Microsoft Office, hybrid cloud infrastructure and SQL Server.

The new Azure Stack brings the Azure user experience and both infrastructure and platform-as-a-service capabilities into customers’ data centers. Built on the same core technology as Azure, IT teams can leverage Azure Stack to easily blend enterprise apps with modern, distributed apps and services while maintaining centralized oversight. Windows Server 2016 and SQL Server 2016 have also taken major leaps forward in providing breakthrough performance for mission-

critical apps and deeper insights on any data across on-premises and cloud.

Moreover, there is more to Window 10 than meets the eye. What does it have in store for Microsoft partners? A great potential to boost their bottom lines and grow their customer base. Window 10 includes security features that fight data leakage and let administrators restrict data from being copied and pasted outside of corporate applications. Besides Edge—the long awaited IE replacement—and Cortana—the voice assistant—Windows Update for Business is a new management option for Windows 10 designed to keep devices up to date with the latest security updates and Windows features. This gives administrators more control over what updates their company receives and when, allowing for continual updates through the month as an option.

With Microsoft firing on all cylinders, Microsoft partners play a key role in this drive towards IT innovation. To help CIOs find the right Microsoft Solution Provider, a distinguished panel comprising of CEOs, CIOs, CMOs, VCs, analysts and the CIOReview editorial board has selected top players from over thousand Microsoft solution providers. The companies listed here demonstrate an ability to develop innovative technologies, methodologies, and outstanding customer service.

In our selection, we looked at the vendor’s capability to fulfill the burning need for cost-effective and flexible solutions that add value to the complex Microsoft landscape. We present to you CIOReview’s 100 Most Promising Microsoft Solution Providers 2015.

Company:

Cion Systems

Description:

Delivering innovative, affordable products that help organizations get more performance from their Windows infrastructure

Key Person:

Zubair Ansari,
CTO & Founder

Website:

www.cionsystems.com



CionSystems

Securing and Stabilizing Cloud Critical Directory Systems

As organizations continue to grow, so does their need to effectively manage software and hardware resources. It is imperative that user accounts and passwords are stored and managed securely. Though Active Directory facilitates critical identity management and messaging services, many IT administrators are frustrated when it comes to simplifying management process and reducing operational risks and cost. The Redmond, WA-based CionSystems addresses these challenges by building solutions for the easy management of cloud and on-premise infrastructure. These include identity management, migration, synchronization, and support for traditional, hybrid, and pure cloud solutions. “Cion’ symbolizes a ‘young plant.’ We are a young and growing company with a vision to make identity and access management easy,” says Zubair Ansari, CTO and Founder, CionSystems.

Active Directory Manager Pro is CionSystems’s single solution for managing Microsoft identity, access and authentication infrastructure—Active Directory, Windows Servers, Windows based identity, and Exchange. Active Directory Manager Pro delivers workflow, reporting, delegation, governance, automation, and automated provisioning and de-provisioning, which significantly improves efficiency and reduces downtime. “We also field Cloud Identity Management Solutions which provide full lifecycle management and monitoring to address the real issues companies face in production,” says Ansari.

As a Microsoft Gold partner, CionSystems has created an array of turnkey solutions for the IT environment that support Microsoft’s Azure, Office 365, Active Directory, PowerShell, .net, and Exchange. The solutions utilize the Microsoft Stack: the platform, services and Servers, including cloud offerings. Additionally, CionSystems simplify managing and integrating Google, SaaS services, OpenLDAP, Salesforce and a variety of other Identity stores.

According to Ansari, building and deploying solutions within the Microsoft technology landscape has helped the company understand the limitations customers face in their environments. “We provide an alternative to Microsoft’s limited set of use cases and pricing for their cloud models by delivering the flexibility customers want with an ability to leverage multiple cloud offerings,” adds Ansari.

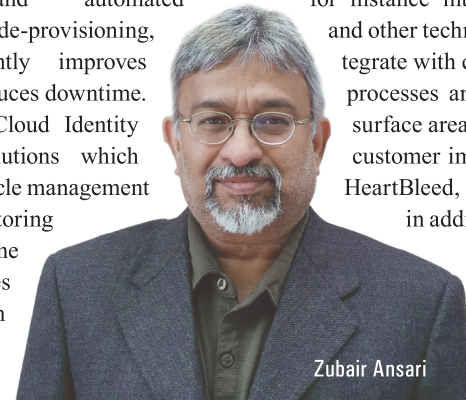
Furthermore, CionSystems’s solutions simplify complex tasks and do not require customers to abandon their existing architecture and investments. CionSystems’s experienced team of industry veterans work with partners and customers to identify potential future needs charting a solution path, which is far more scalable and manageable. Ansari points to several competitors who for instance introduce Apache, Java and other technologies that do not integrate with customers’ operational processes and increase the attack surface area. “We are aware of the customer impact with threats like HeartBleed, Poodle, and the issues in addressing unpatched vulnerabilities,” says Ansari. “Our key differentiating factors are our solutions’s ease-of-use fea-

tures, and the ability to field a true, web-based solution that can be securely utilized from any desktop, anywhere in the world to leverage on the Microsoft Stack.”

Ansari emphasizes on the nimbleness of the company in quickly adjusting to changing market needs. “Many solutions in this space require extensive consulting and customization before any value is derived in production. Our solutions have been installed in under an hour and have shown ROI on the first day of use,” states Ansari.

“Our solutions deliver self-service, change monitoring, workflow, reporting, delegation, governance, automation, access control, and automated provisioning and de-provisioning”

At CionSystems’s development and R&D center, the focus is on building the current and next generation products. CionSystems has been working on claims-based authentication and authorization and creating a common framework that support Microsoft Products. “We have several products in late beta that greatly simplify managing SharePoint security and the overall IdM and provisioning workflows. This is particularly important for companies that provide external users, suppliers, and customers,” says Ansari. The firm is working on extending access control products that integrate cloud and eliminates passwords to enhance productivity to customers’ business. CR



Zubair Ansari