



**SW BUSINESS
DEVELOPMENT WITH**

ALSO

ARTYOM KRUMINSH



ALSO Latvia IT solution Expert and Advisor

- Responsible for IBM service providers in Baltics
- Making friends with GDPR since 2016.
- Developed a full compliance framework and successfully implemented it
- 10 years of experience in IT
- Fan of Edge Technology

www.facebook.com/Artjoms.Krumins

www.t.me/ZeEdge



VENDOR APPROACH TO SMALL MARKETS



ROLE OF DISTRIBUTOR IS CHANGING

ALSO

- Solution centric distribution**
 - Key Growth Areas
 - Aggregation&Integration
 - Leverage vendor, partner, distributor assets for High Value add Solutions
 - Lead generation
- Services**
 - Consultancy
 - Proof of Concept
 - Pre-Sales, Partner skills development, recruit and activate/enable
- Products
 - Solutions
 - Sales Tools
 - Ecosystem development and marketplace



IBM EMBEDDED SOLUTION AGREEMENT For Managed Services

- Almost every IBM software available as a Service
 - BackUp aaS
 - Security aaS
 - Analytics aaS
 - Cloud aaS and etc.
- No Certifications needed
- Partners should provide L1 and L2 support
- Guaranteed discount: not less than **37%**
- **Will be orderable through ACMP**

ALSO[▼] IBM Excellence center



ALSO IBM Excellence center is best place to try, test, learn and experience best of kind IBM solutions. ALSO IBM Excellence center provides pre-installed IBM software solutions for education and Proof of Technology purposes, and in cooperation with ALSO world class solution experts it allows you evaluate business benefits of implementation of IBM products

ALSO

SOLUTION CENTRIC DISTRIBUTION

- **WE FOCUS AND GROW INTERNAL COMPETENCE ON PROMISING SOFTWARE SOLUTIONS**
- **WE OFFER HIGH VALUE ADD SERVICES FOR OUR PARTNERS AND CUSTOMERS ON OUR FOCUS SOLUTIONS:**
 - **LIVE DEMO CAPABILITIES**
 - **POC IN CUSTOMER'S SITE**
 - **IMPLEMENTATION SUPPORT IN CUSTOMER'S SITE**
 - **SUPPORT IN DEVELOPING OF NEW BUSINESS MODELS FOR OUR CUSTOMERS**

FOCUS SOLUTIONS

Solution	Presentation, Live demo, Presales support, Partner Enablement	Internal PoC capabilities	Internal Implementation support in customer site	Responsible ALSO Presale
IBM Guardium (Vulnerability Assessment, Data Protection)	✓	✓	✓/X	Martins Zeipe
IBM Security AppScan (On Prem and Cloud)	✓	✓	✓	Andrejs Pasnevs
IoT Platform on IBM Cloud	✓	✓	✓	Andrejs Pasnevs
API Connect on IBM Cloud (On prem)	✓	✓	✓/X	Andrejs Pasnevs
IBM InfoSphere Information Server (information Analyzer and Governance catalog)	✓	✓	✓/X	Andrejs Pasnevs
IBM Maas360	✓	✓	✓	Martins Zeipe
IBM BigFix	✓	In progress	In progress	Martins Zeipe
IBM Security Qradar SIEM and QVM	✓	✓/X	✓/X	Andrius Ramoska
IBM StoredIQ	✓	✓	✓	Andrejs Pasnevs
IBM HW – Power and Storage	Best in Baltics (including IBM) presales for IBM Power and Storage configurations			Ivars Roga



3 product ideas

For creating best service

Vast amount of
dark data



StoredIQ

Fast and reliable unstructured data discovery

StoredIQ Data Workbench My Requests super admin Help

✓ Marketing Department with Overlays Edit Stop Processing

Total Objects: 247,534 Composition: Mixed Level Type: User Creator: super admin
Infoset Size: 169.92 GB Created: 2018-03-26 04:29 PM Access: artjoms.krumins Description:

Enter key term(s)

File name	File size	File path	Container path	Last modified	Last accessed	Owner name
Uldis Kuņerāns pase.pdf	401.59 KB	2018/HP/IZ HP Inc/Marketing/HP brauci...	Pases ESTAs ALSO Meksika 2018-zip.zip...	2017-01-05 12:19 PM	2017-01-05 12:19 PM	ROOT\Ivars.Zvaigznonis
nodoshana2.doc	19.00 KB	Marketings/2006/Old Marketing/Perso...		2004-02-24 3:33 PM	2011-10-07 11:28 PM	BUILTIN\Administrators
ELVA-1 komanda 3.doc	87.00 KB	Marketings/2008/Awards_2008/2007/S...		2007-05-31 5:17 PM	2011-10-07 11:31 PM	BUILTIN\Administrators
GNT_300408_tulkosana_pn_akts.doc	36.00 KB	Marketings/2009/Tulkojumi 2009/2008		2008-04-30 4:07 PM	2011-10-07 11:34 PM	BUILTIN\Administrators
GNT- Prospero līgums 21 11 06.doc	61.50 KB	Marketings/2008/Līgumi_2008		2006-11-21 7:27 PM	2011-10-07 11:31 PM	BUILTIN\Administrators
NDD anketa.doc	152.50 KB	Marketings/2008/Awards_2008/2007/S...		2007-05-23 4:42 PM	2011-10-07 11:31 PM	BUILTIN\Administrators
atvalinajuma_paraugs 2009.doc	25.00 KB	Vendors/Samsung/Marketing		2010-10-29 12:26 PM	2011-10-08 12:54 AM	BUILTIN\Administrators
Loterijas_iesniegums_Awards_2015.d...	33.50 KB	2016/Mārketings/Mārketings Y15/Mār...		2014-12-17 2:48 PM	2016-02-10 6:11 PM	ROOT\Kristine.Nudiena
Atvalinājuma iesnieguma paraugs.doc	27.00 KB	Vendors/HP/2008/GNT Veidlapas		2008-03-19 2:45 PM	2011-10-08 12:07 AM	BUILTIN\Administrators
hppscan48.pdf	1.08 MB	Volume/Foto-Canon/Service Cases		2008-10-07 8:45 PM	2011-10-08 1:22 AM	BUILTIN\Administrators
Avanss_pieteikums.doc	24.50 KB	Vendors/HP/2007/GNT Documents/Vei...		2008-01-29 12:12 PM	2011-10-08 12:06 AM	BUILTIN\Administrators
Epson_15.09.08.doc	62.50 KB	Marketings/2008/Līgumi_2008/sanders		2008-09-15 6:52 PM	2011-10-07 11:31 PM	BUILTIN\Administrators
anketa_GNT.doc	89.50 KB	Marketings/2008/Awards_2008/2007/S...		2007-05-23 2:30 PM	2011-10-07 11:31 PM	BUILTIN\Administrators
anketa_Lecom.doc	87.00 KB	Marketings/2008/Awards_2008/2007/S...		2007-05-28 4:27 PM	2011-10-07 11:31 PM	BUILTIN\Administrators
IT@gnt.lv.doc	87.00 KB	Marketings/2008/Awards_2008/2007/S...		2007-05-18 7:49 PM	2011-10-07 11:31 PM	BUILTIN\Administrators

Name	Description
PII: Latvian Person Code	
Last accessed over 5 year ago	

Name: Lattelecom_anketa-1-edit.doc

Path: Marketings/2008/Awards_2008/2007/Sports/Dalībnieki

Size: 85.50 KB

< Previous page | 1 | Next page >

(1 of 1 available)

Komandas dalībnieki, aizpildot šo anketu un parakstoties, uzņemas atbildību par savas veselības stāvokli un apdrošināšanu, apliecina savas Ceļu satiksmes noteikumu zināšanas atbilstoši velosipēda vadīšanai, kā arī apņemas nepārkāpt sacīkšu "GNT piedzīvojumu sacensības 2007" Nolikumu un tiesnešu norādījumus.

KOMANDAS SASTĀVS:**Komandas 1. dalībnieka (kapteinis) vārds, uzvārds** Raimonds Bricis

Adrese Dzirnau iela 105.....

Telefons.....263 [redacted]..... E-pasts ..raimonds.bricis@lattelecom.lv

Personas kods290981-[redacted]..... DzimumsVīriešu

Paraksts (jāparaksta tikai sacensību centrā sacīkstes dienā)

Komandas 2. dalībnieka vārds, uzvārds Jānis Akermanis.....

Adrese Dzirnau iela 105.....

Telefons...261 [redacted]..... E-pasts ..janis.akermanis@lattelecom.lv.....

Personas kods 090486-[redacted]..... Dzimums Vīriešu

Paraksts (jāparaksta tikai sacensību centrā sacīkstes dienā).....

Close

Name	Size	Owner	Content	Created	Status
arina.doc	1010.50 KB	darbs@sixt.lv	Arina Koskina: pieteikums uz vakan...	2017-11-16 4:57 PM	N/A
Konkurenti_06.11.2015.pdf	49.73 KB	sales@sixt.lv	Jūsu klientu porfelī "Konkurenti" ir ...	2015-11-06 11:40 AM	N/A
CSDD_pakalpojumu apmaksā_Tra...	16.58 KB	sales@sixt.lv	RE: Uzņēmumu saraksts.eml	2016-07-07 4:35 PM	N/A
CV Raitis 2018.doc	30.50 KB	darbs@sixt.lv	Darba vakance.eml	2018-01-25 4:58 PM	N/A
Konkurenti_10.06.2016.pdf	48.26 KB	sales@sixt.lv	Jūsu klientu porfelī "Konkurenti" ir ...	2016-06-10 12:40 PM	N/A
Konkurenti_29.04.2016.pdf	48.73 KB	sales@sixt.lv	Jūsu klientu porfelī "Konkurenti" ir ...	2016-04-29 12:40 PM	N/A

Data Object Viewer

Name: CSDD_pakalpojumu apmaksā_Transparent_P4_labots_29.02.2016.docx Path: sales@sixt.lv Size: 16.58 KB

< Previous page | 1 | Next page > (1 of 1 available)

7.	SIA Magnum medical	40003060393
8.	SIA A Aptiekas	40003723815
9.	Jūrmalas pilsētas dome	90000056357
10.	Latvijas Republikas Pārtikas un veterinārais dienests	90000064301
11.	Lauku atbalsta dienests	90000794228
12.	Sabiedrisko pakalpojumu regulēšanas komisija	90001162258
13.	Tiesu administrācija	90001672316
14.	Valsts augu aizsardzības dienests	90000042982
15.	Valsts meža dienests	90000057795
16.	Anda Skripka	171177-
17.	Baiba Gucanoviča (GC4738)	140852-13109
18.	Valsts izglītības attīstības aģentūra	90001800413
19.	Latvijas Republikas Kultūras ministrija	90000042963
20.	Latvijas Republikas Satiksmes ministrija	90000088687
21.	Valsts akciju sabiedrība "Latvijas gaisa satiksme"	40003038621
22.	Valsts policija	90000099040
23.	AS Cēsu alus	40003030721
24.	Citrus Solutions SIA	50003752271
25.	Rīgas Stradiņa Universitāte	90000013771

Close

- Refine
- Create
- Filters
- Build
- Set Ops
- Node Ops
- Duplicate
- Enhance
- Action
- Report
- Exceptions

Filter Details

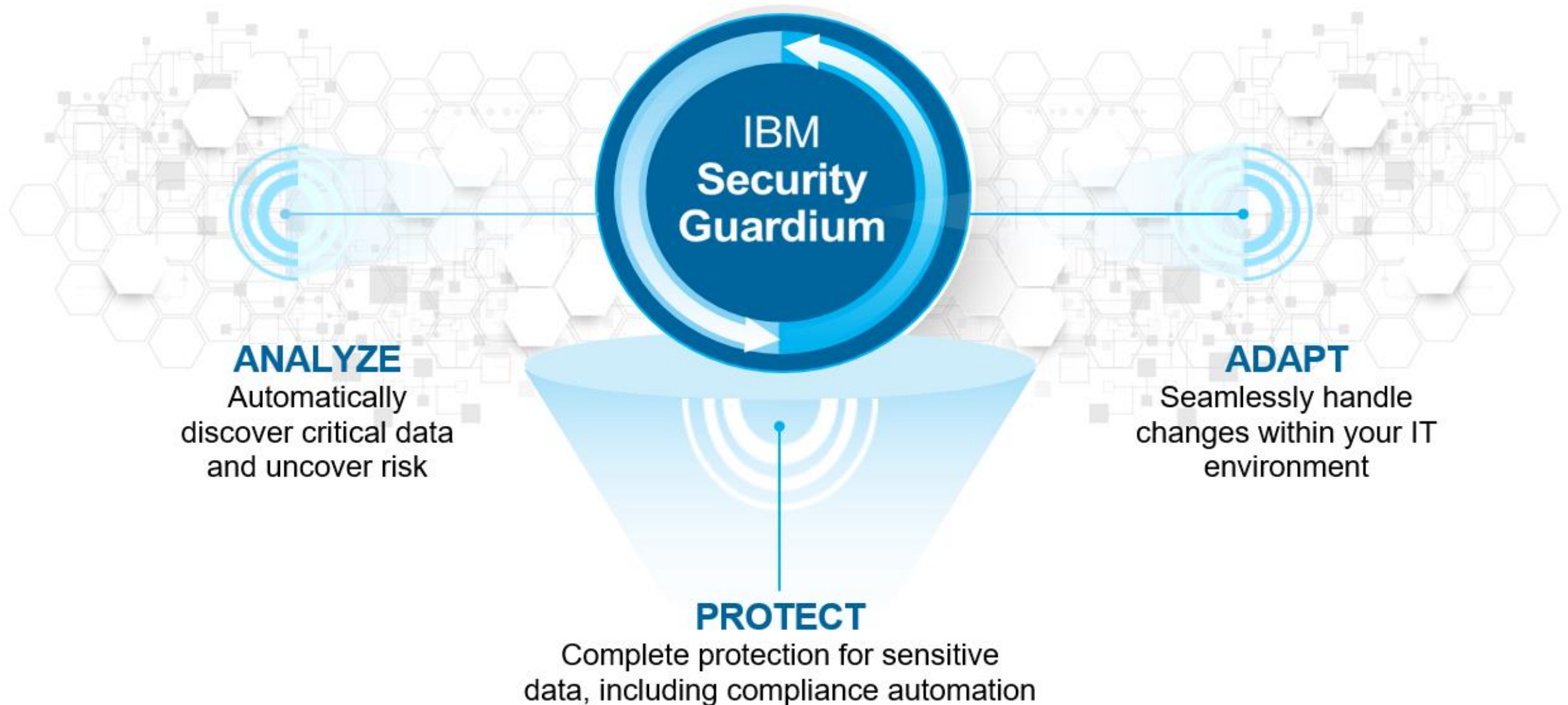
Your possible

services **StoredIQ**

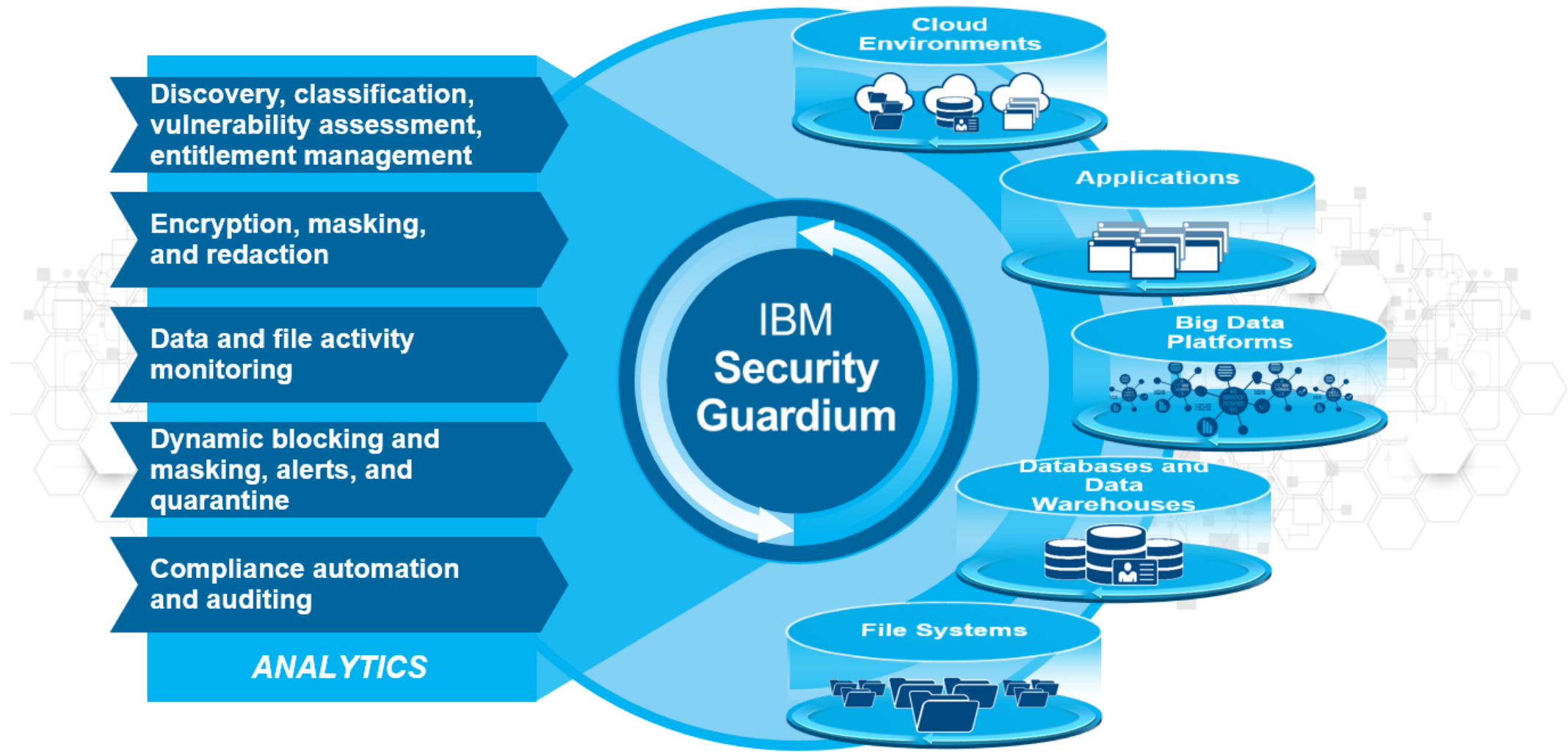
- Unstructured Data audit
- GDPR Compliance monitoring
- Obsolete and Duplicate data removal



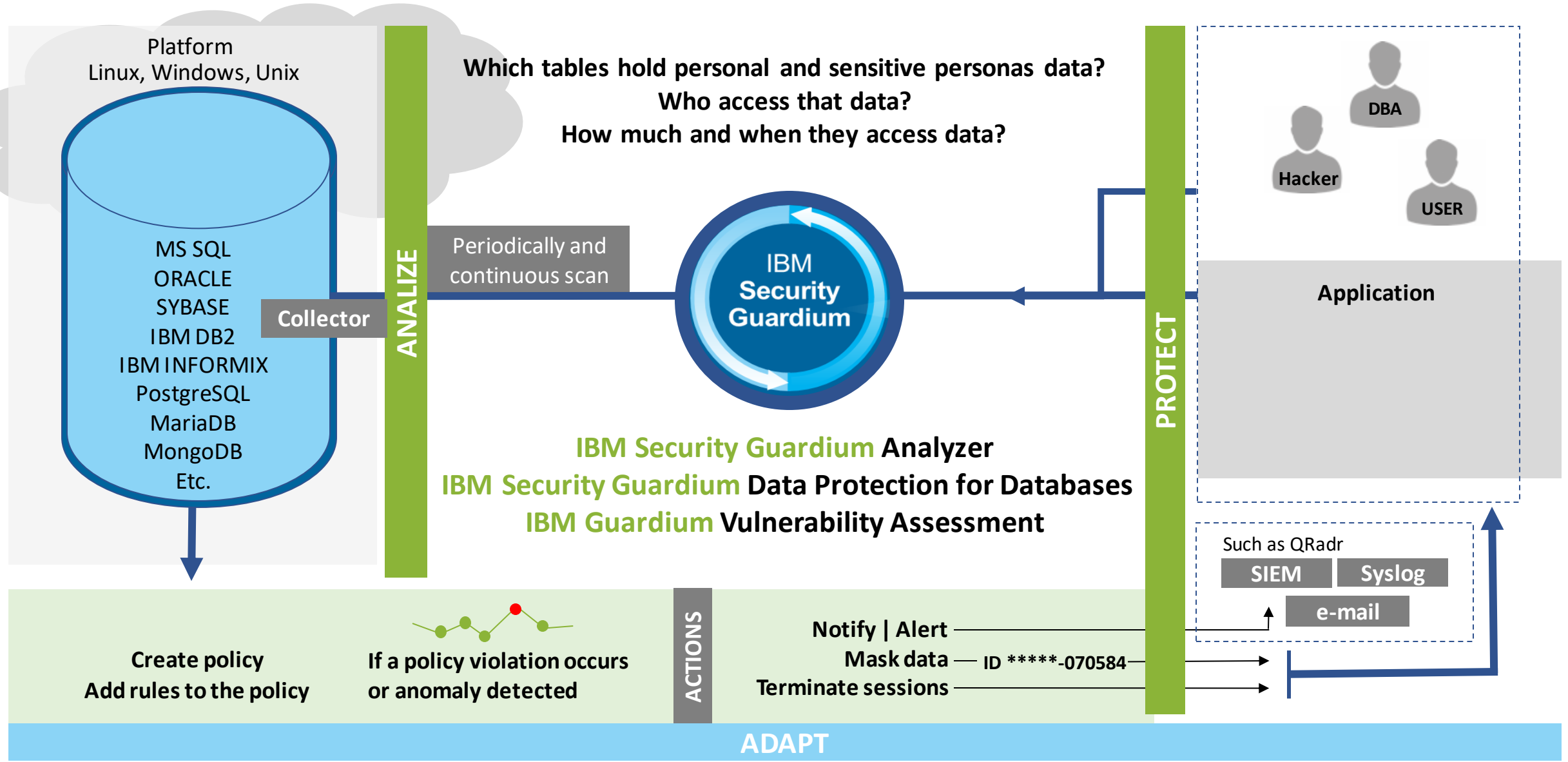
IBM Security Guardium three key capabilities for DB security



IBM Security Guardium product overview



IBM Security Guardium tools and processes for DB security



Your possible

services



- Database vulnerability assessment
- Database activity monitoring
- Data Masking and Encryption



IBM Security Guardium covers **GDPR 5, 19, 24, 25, 29, 30, 32, 33, 34, 47, 89** articles that are relevant of organizations

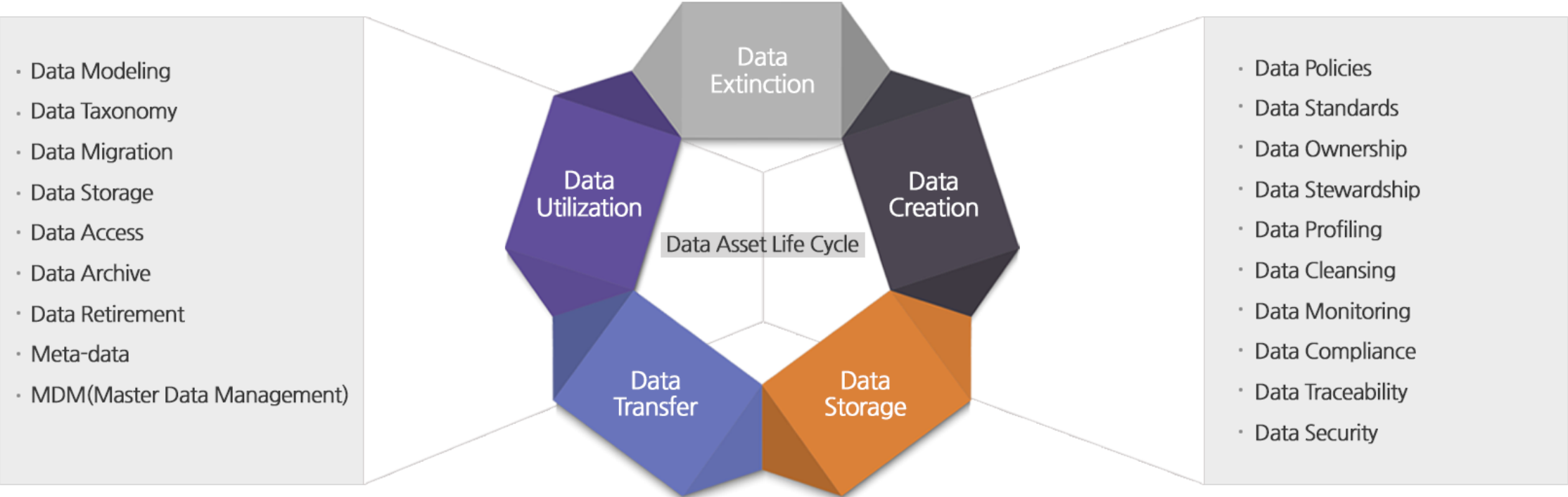
SECURITY INFORMATION AND EVENTS MANAGEMENT (SIEM)





**COUPLE MORE IDEAS WE
COULD DO TOGETHER**

Data Governance

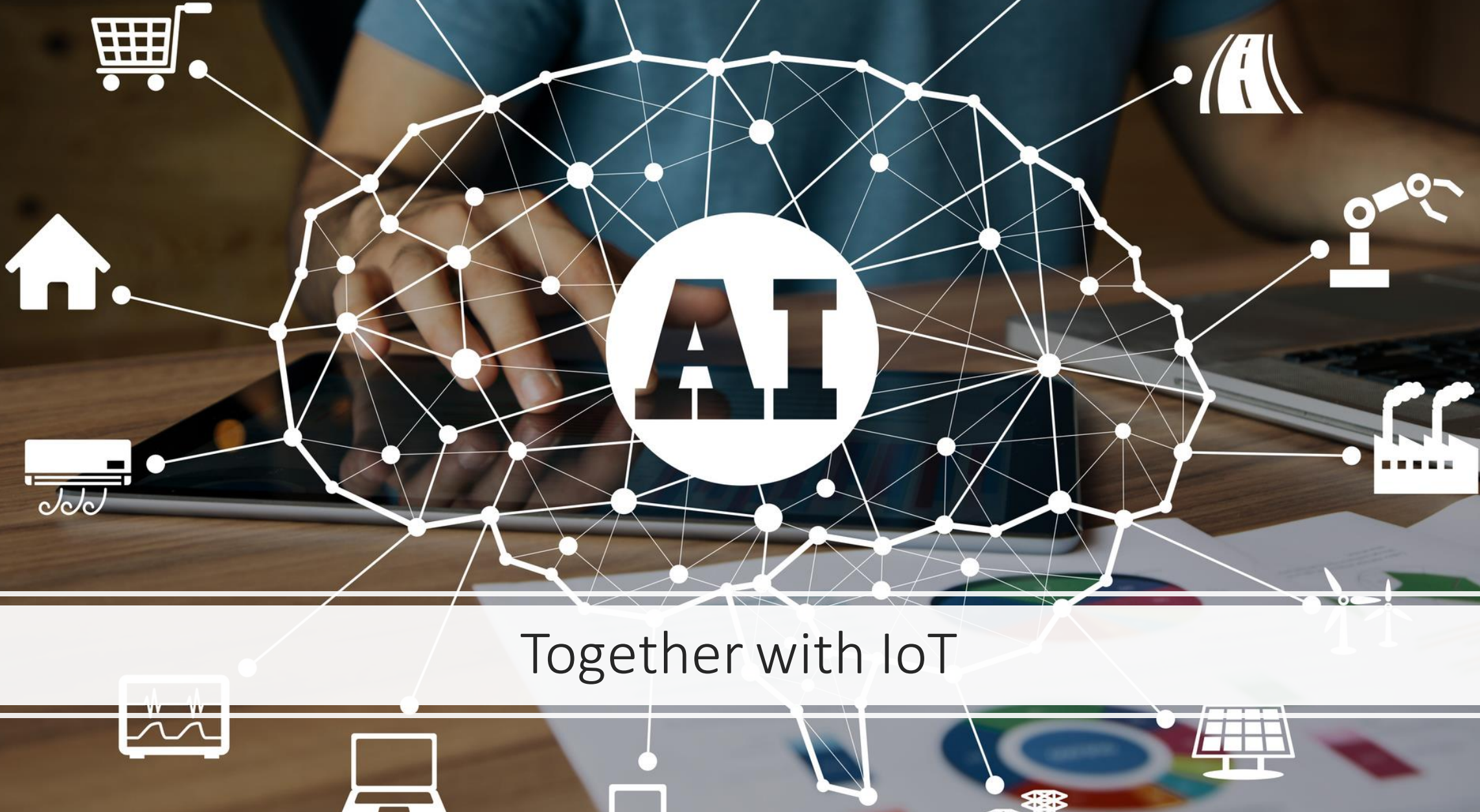




IBM **API** Connect



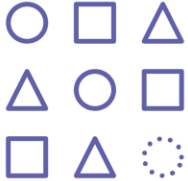
Together with IoT



IBM Watson IoT has everything to unveil IoT potential



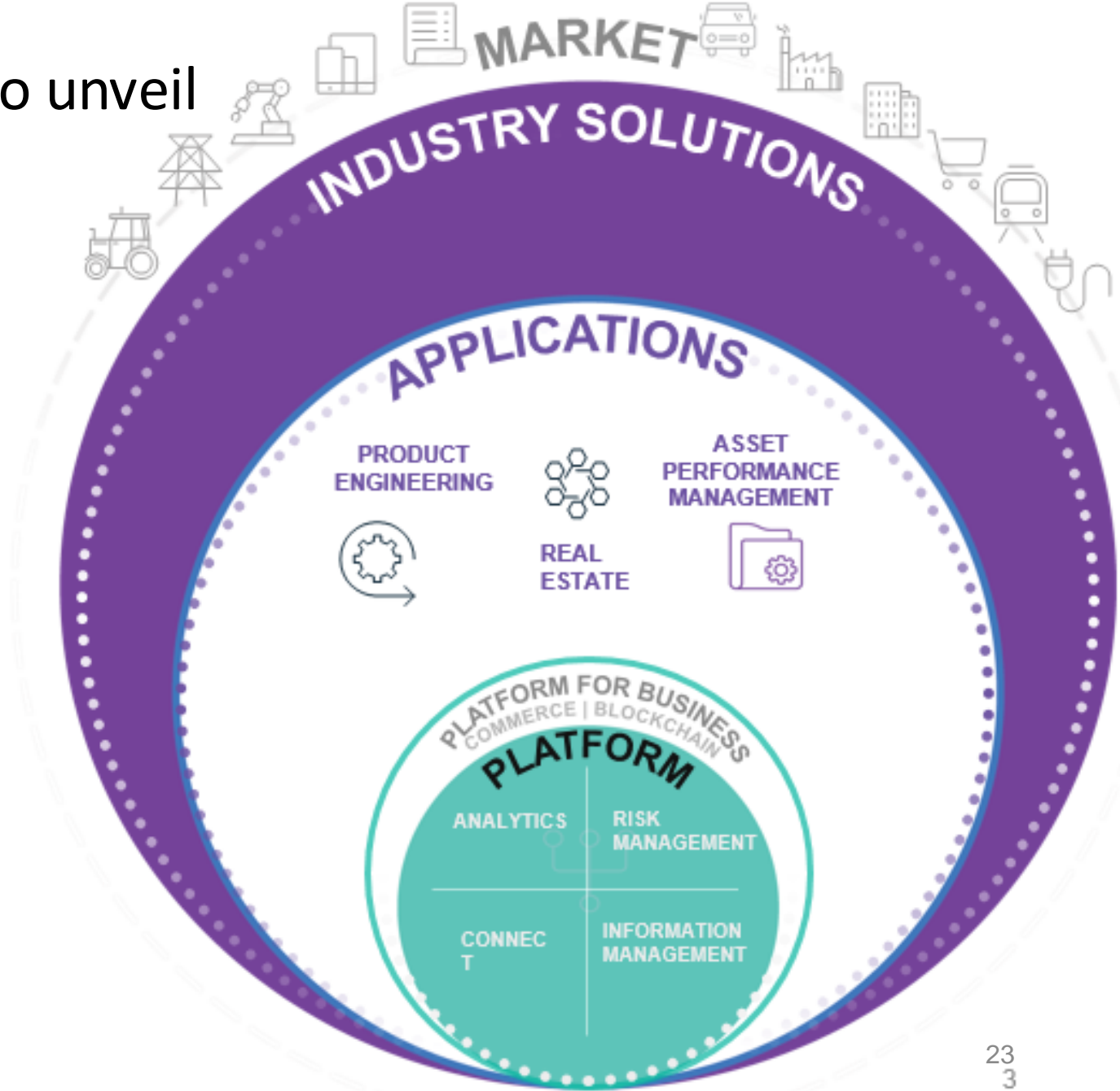
Industry solutions that **TRANSFORM** products and services

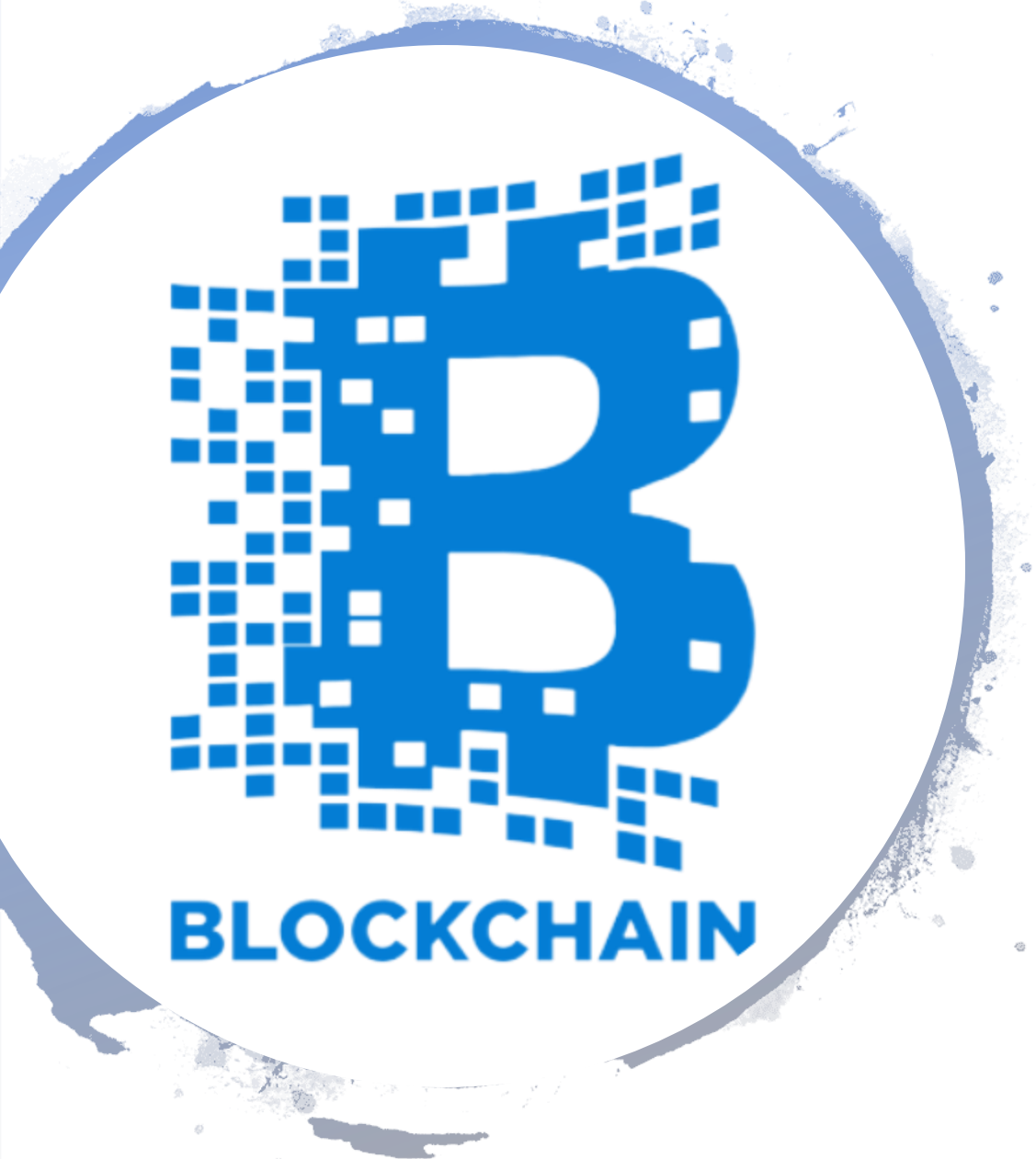


Applications that **SOLVE** business challenges



Tools to **BUILD**, connect, analyze, secure and manage IoT devices and data





And one more
thing...

ALSO[!]

IBM Excellence center



We are here to help you

It's Free of Charge

Ask your ALSO manager for meeting
or confcall

We can assist you build Your
business case



ALSO

Come and let's have a chat

I'll answer your questions