

Sun Identity Product Consultant Portfolio

Global Education and Research
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Abstract

This directory lists individual consultants and consulting firms specializing in architecting and implementing Sun Microsystems identity management solutions.

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Introduction

As educational institutions see increasing demand for access to information systems and Web services by students, faculty, staff, alumni, and linked institutions, the need to open up access to more users in more ways – without compromising security – becomes increasingly clear. The right approach to identity management makes this possible by enabling organizations to effectively and securely manage user identities, and to do this equally well for all users throughout the extended campus enterprise. Sun's identity management product line includes capabilities for provisioning resources, controlling access, managing directory services, delivering identity auditing data, and creating reusable identity administration services to streamline collaborative application development.

I have published this Sun Identity Product Consultant Portfolio to provide customers with additional options for implementing our identity management solutions. The objective of this publication is to link customers with consultants and system integrators who can reduce cost and complexity while speeding your return on investment through proven methodologies and automated toolsets. Experts familiar with Sun's identity product line can streamline the process of implementing these technologies, simplifying your ability to:

- manage user identities across a variety of applications
- provide provisioning and secure access
- ensure ongoing compliance
- enable federation for sharing beyond boundaries

I will continue to expand this portfolio to offer more choices for Sun customers. In addition, I will utilize the Sun Identity Special Interest Group (www.sun-idsig.org) as a mechanism to further link customers to this portfolio of subject experts, as well as being a forum for sharing best practices within the community.

I expect that each customer will do his/her own qualification and selection of the consultants prior to any engagement, and my hope that you will be able to develop mutually beneficial arrangements on your projects.

Best Regards,

Jay Visvanathan
Education Market Strategist
Sun Microsystems, Inc.

AegisUSA

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AegisUSA, an end-to-end total solution provider focused on Identity Management (IdM), was founded in 2004. AegisUSA has developed significant IdM domain knowledge and vertical market expertise. With over 50 successful IdM implementations, AegisUSA provides customers with software, a consistent assessment and deployment methodology, efficient and proven processes, and services including training and on-going support. The end result is a successful IdM implementation now and a scalable IdM environment for the future.

Type of Identity Engagement Sought

Typical IdM engagements span pre-sales RFPs through implementation, training, on-going support and upgrades. AegisUSA has an established Best Practice Methodology that we utilize in all Identity Initiatives. Our Best Practice Methodology includes an assessment, implementation services, training, and ongoing support. AegisUSA provides a comprehensive solution comprised of Sun Identity Software Solution, AegisUSA Identity Implementation Software, Assessment, Implementation Services and Training at a fixed price. Additionally, AegisUSA provides ongoing support contracts for the identity implementation. AegisUSA significantly decreases the time and cost associated with implementing the Sun Java System Identity Management Suite. Compared to traditional implementation methods, the AISS reduces implementation costs by 50% and speeds implementation by 66%! AegisUSA boasts a 99% implementation success rate of Sun's Best in Class IdM software – a competitive advantage to Sun and our joint IdM customers.

Geographic Capability/Focus

AegisUSA is a nationwide Identity and Access Management Products and Services firm. Additionally, AegisUSA is pursuing partnerships in Latin America and Europe.

Sun-Related Areas of Expertise

AegisUSA team members possess expertise and in-depth knowledge in all aspects of Sun's Identity Management Solution Suite, including JCAPS, including:

- Directory
- Access Manager
- Federated Manager
- Identity Manager
- Role Manager
- SOA solutions

Related Application Software Sold, Developed, or Supported

AegisUSA provides unique AegisUSA Identity Software that enhances and supports a consistent, technology-driven implementation methodology of Sun's Identity Manager Solution. The end result is a supportable and scalable identity management infrastructure at a reduced price and with a shorter implementation timeframe, which mitigates risk. Compared to traditional implementation methods, the AISS reduces implementation costs by 50% and speeds implementation by 66%! AegisUSA boasts a 99% implementation success rate of Sun's Best in Class IdM software – a competitive advantage to Sun and our joint IdM customers.

Sun Relationship and Expertise

AegisUSA partners solely with Sun reselling Sun's Software Solutions and providing consulting services including:

- Identity Assessments
- Implementation Services
- Ongoing Identity Infrastructure Support

Customer References

AegisUSA has over 50 Sun Identity Implementations nationwide. Approximately 80% of the implementations are in the Higher Education market. Additionally, AegisUSA has experience in large commercial enterprises, government entities and teaching hospitals. The functionality implemented includes all aspects of Sun's Identity Management Solution.

Additional Background

Please visit the AegisUSA website, www.aegisusa.com, where there are webcasts, whitepapers, press releases and other related documents focused on AegisUSA's Identity Management expertise. Additionally, please visit Mark Dixon's Blog <http://blogs.sun.com/identity>, Sun's Insights Newsletter, and Sun's Identity Management SIG website at sun-idsig.org.

AppGate Network Security

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AppGate provides protection to critical resources and assets integrating with leading Identity Management solutions such as Sun Identity Management suite. The solution is used across all major industry verticals such as Government, Financial, Education, Telco, Healthcare, etc.

Type of Identity Engagement Sought

Deliver a security solution that provides integrated identity-managed end-to-end access control in a unified network access environment. Corporate compliance solution.

Geographic Capability/Focus

Europe and North America

Sun-Related Areas of Expertise

The AppGate solution operates on Sun hardware and Sun Solaris operating system, and integrates with Sun Identity Management system components such as Sun Java Directory Server Enterprise Edition.

Related Application Software Sold, Developed, or Supported

None

Sun Relationship and Expertise

Sun Independent System Vendor

Customer References

Canadian Government

Verizon Business

Saab Systems

Borlaenge Municipalities

Watford Borough Council

Cleeve School

De Vere Hotels & Resorts
Macdonalds Hotels & Resorts
East Dunbartonshire Council
Hamilton Law firm
Scott Brownrigg
Stratford-upon-Avon College

Additional Background

AppGate supports the business of a company and creates possibilities. AppGate customers range from doctors who want to access patient information from outside the hospital to pharmaceutical companies that want to control who can access sensitive research data internally. Sales people who travel frequently can access information with a mobile phone or a PDA and companies can invite partners and customers to share data in projects. In the government area customers use AppGate to share resources internally. They all have one thing in common; they implemented AppGate to support their business and security needs.

Edutech USA Inc.

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Type of Identity Engagement Sought

- Identity Products implementation and Integration with Learning and Information technologies like Campus management system, Learning Management systems, Education Portals, Identity Data Management services in Academic environments.
- End User Training Initiatives & Product Documentation services

Geographic Capability/Focus

United States, Middle East, India, South East Asia

Sun-Related Areas of Expertise

- Digital library implementation and repository System deployment on Sun Platforms
- Learning Content Management Implementation & Integration services on Sun Hardware Platforms

Related Application Software Sold, Developed, or Supported

VTLS Digital Library Platforms, Blackboard Learning Management Systems

Sun Relationship and Expertise

SUN Consultant for US markets

Additional Background

Edutech has over 18 years of experience helping organizations build, manage and measure learning outcomes by providing a comprehensive learning technology and Information Management solutions. Our customers include Fortune 100 companies, pre-eminent Information Technology firms and Academic institutions of global significance.

Edutech solutions provide integrated learning solutions covering learning content & delivery systems, Digital Library & Information Management Services and learning technology services to its academic and corporate clients.

Enders Consulting Group

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Type of Identity Engagement Sought

Small projects that entail planning and rollout of Sun Identity Management and identity-integrated security components and solutions.

- Planning and development of strategy and architecture
- Setup and installation of all relevant components such as servers, software and network components
- Setup and configuration of IDM components and systems

Geographic Capability/Focus

North America and Worldwide. Main languages English, French and German

Sun-Related Areas of Expertise

Expertise in Sun Hardware, Sun Solaris, Sun Directory Server, Identity Manager and Access Manager.

Related Application Software Sold, Developed, or Supported

N/A

Sun Relationship and Expertise

Independent consultant

Customer References

Additional Background

We are engaged in network architecture and infrastructure projects with focus on Network Security and Identity Management.

Mascon Global Limited (MGL)

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Since, its inception in 1981 MGL has been known as a global provider of technology services with offices and development centers in USA, Mexico, Europe, China, Japan, Singapore, Australia and India. Expertise in consulting, combined with products and practices, enable us to be an end-to-end IT solutions provider for meeting customer needs. MGL has completed over 120 software application maintenance and development projects involving 10,000 person years of effort. With over 4000 employees, MGL brings to the table effective project success by using onsite project and account management capabilities, while employing offshore technical expertise at rates substantially lower than onsite US rates. Unique onsite-offshore delivery methodology has provided Fortune 500 clients the speed, scale and cost advantages necessary to thrive in the digital economy. MGL has been certified with coveted TL 9000, SEI-CMMI level 5 accreditation, ISO 27001 assessed quality systems and PCMM level 3 certification. Domain expertise spreads across diverse industry segments such as Financial Services, Health Care and Life Sciences, Manufacturing, Telecommunications, Travel and Hospitality, and Digital Media and Publishing. Technology expertise enables to provide services such as Product Engineering Services (PES), Infrastructure Management Services (IMS), Security and Identity Management (IDM), Enterprise Business Solutions, and Business Intelligence Services.

Type of Identity Engagement Sought

As a global organization, MGL is in a position to undertake all kinds of IDM engagements. Typically these would involve end-to-end Identity Management provision solutions, upgrades and Managed Services for existing implementations. MGL can also assist in the pre-sales phases by developing proposals, conducting POCs, etc. MGL has executed a number of engagements for some key clients of Sun. These engagements have involved most of Sun's software products and suites and have been delivered on both Sun and MGL paper.

Geographic Capability/Focus

Headquartered in the USA, MGL provides service in the Americas, Asia Pacific and Europe. MGL supports Sun Microsystems extensively from California in the USA while leveraging its Bangalore and Chennai offices in India.

Sun-Related Areas of Expertise

MGL possesses expertise and depth of knowledge within Identity Manager, Role Manager, Federation Manager, Access Manager and Sun Directory Server. The relationship has also extends to Java technology where MGL supports Sun on engagements which require Sun Java capability.

Related Application Software Sold, Developed, or Supported

Sun Java Communications Suite
Sun Java Composite Applications Platform Suite
Sun Java Application Server
Sun Java Portal Server
Sun Java Web Server
SunRay Server

Sun Relationship and Expertise

MGL is an independent reseller/SI /Sun Delivery Partner

Areas of Expertise

MGL possesses extensive experience in

- Application Management Outsourcing (AMO)
- Enterprise Solutions
- Infrastructure Management Services (IMS)
- Product Engineering Services (PES)
- Web Development Solutions
- Federal Services

Additional Background

MGL has partnered with some of the leading IT firms on a technology level and is also a Sun Microsystems partner. With offices in India, USA, Mexico, UK, Australia, China, Japan and Singapore, MGL would be willing to support more areas of work, which Sun Microsystems as a company might have.