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The Navigator for Enterprise Solutions

MICROSOFT SPECIAL

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100 Most Promising Microsoft Solutions Providers-2016

From its first ever minicomputer in 1975, Microsoft has come a long way to position itself as an immutable leader both in the main stream and the visionary technology market. Today with a continued focus on cross-platform software and services, along with bold new visions of the future, Microsoft has transformed the way businesses operate in this modern era. Not many tech companies can match this track record.

From innovative software, gaming and entertainment to home-focused paraphernalia, the company's technology product portfolio caters to multitudinous verticals in businesses. The company's biggest franchises—Windows and Office—are being innovated and revamped with the infusion of AI resources. The unique line of enterprise solutions with a strong focus on cloud has carved a niche in various areas of the IT, forming the backbone of virtually every organization.

Enterprises that are moving to the Microsoft Stack or installing the applications with meager off-the-shelf integration or migration tools are often left calling upon IT consultants and solution

providers to extract the full value of the products and services. In this scenario, there are multitude of partners—in fact, over a million—offering leading solutions and consultation to steer enterprises with insights into best practices for specific domains. To help organizations select vendors offering the most promising solutions, CIOReview presents to you the “100 Most Promising Microsoft Solutions Providers-2016.”

A distinguished panel of prominent CEOs, CIOs, VCs, and analysts, along with the CIO Review's editorial board has assessed hundreds of solution providers and shortlisted the ones that are at the forefront of providing cutting-edge solutions. We have evaluated the vendors' ability to scale with the changing Microsoft landscape and offer products that add value to the ecosystem. The listing provides a look into how the solutions in this domain are put into use, so that you can gain a comprehensive understanding of how they will optimize your business processes.

We present to you 100 Most Promising Microsoft Solutions Providers.



Company:
ScerIS

Description:
Provides Enterprise Process Management (EPM) software platform for reducing complexity in IT

Key Person:
Jim Walckner
CEO and President

Website:
sceris.com

ScerIS Turbo Charged Innovation

Complexity throughout IT has increased at an astounding rate. A plethora of point solutions, ERP customizations, application integrations, malware and ransomware, infrastructure updates and keeping compliant with state and federal requirements are but a few of the activities that burden nearly every IT organization. It's no wonder that 80 percent of IT staff time is spent maintaining these systems and only 20 percent in innovating for their company, if that, ScerIS is changing that!

The ScerIS Enterprise Process Management (EPM) software platform is reducing complexity in IT and helping IT organizations make the shift from 80 percent maintenance with only 20 percent innovation to 20 percent maintenance and 80 percent innovation! This shift is changing the value proposition of the IT organization, while also making the work much more interesting for IT personnel. What performance improvements and newfound profitability would you expect if 60 percent of your IT staff time could be converted to innovate and implement solutions to business requirements, now, today? At ScerIS, they call this "Innovate without the Wait".

"The benefits achieved by our clients using EPM have been enormous. In a sort of an application simplification and consolidation, IT staff have been freed up to innovate and rapidly bring value to their organizations," says Jim Walckner, ScerIS CEO and President, who has been with the company for 23 years. "We identified this opportunity by working with CIOs who required something that no one provided and by following the careers of some of the most successful Fortune 100 CIOs who found ways to cut costs while increasing the value contributed by their organizations. Just look at what GM accomplished through application and data center consolidations, and how they shifted their IT team into a team of innovators contributing to GM's bottom line. To help our customers, we developed the tool that helps them free-up IT resources through the elimination of

point solutions, avoidance of future point solution purchases, elimination of infrastructure to support all those applications and the avoidance of ERP and other core product customizations."

Further investigation shows that EPM eliminates current applications and all the costs associated with maintaining those applications including annual software maintenance, internal application support and related infrastructure costs. Costs associated with vetting new software and the entire selection process, RFPs, contracts, installation and implementation costs are avoided for new point solutions. Costs associated with customizing ERPs are avoided.

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And IT resources have never been more satisfied with their work. EPM engages IT talent and increases their involvement in delivering value to their employer, increasing their self-worth. With EPM, IT is providing solutions to business needs, nearly on demand. Such innovation eliminates the wait that is often associated with budgeting and approval cycles and the entire timeline to identify new software vendors for point solutions. Additionally, with EPM, organizations modify Application User Interfaces and Process Workflows to accommodate changes in business or compliance requirements, often in minutes, and without the waiting months or years for software vendors to update their products.

Innovation is the basis on which organizations find significant value in a Build vs. Buy model. Not only are the costs of each additional solution significantly less with EPM and a build approach than acquiring point solutions, clearly the timeline to achieve benefits is significantly reduced if not eliminated altogether. ScerIS is certainly helping their customers "Innovate without the Wait" by Turbo Charging application development efforts. **CR**

