



Partner

S.S.I. Sviluppo Sistemi Informativi

Coverage Area

Italy, Canton of Ticino

Website

www.ssisrl.net

Partner Since

October 2017

Partner Profile

S.S.I. Sviluppo Sistemi Informativi (SSI) is one of the leading distributors of solutions for business continuity and cybersecurity in Italy. Founded in 1988 to develop information systems based on various IBM platforms, SSI has become a distributor and support center in Italy and the Canton of Ticino for high availability and disaster recovery solutions. The company is now a value-added distributor with a chain of 40+ resellers and more than 250 customers using the products they distribute.

Custom Integration with Netwrix Auditor Enables Italian Distributor to Expand its Channel Partner Ecosystem

THE CHALLENGE

Before adding Netwrix Auditor to its portfolio in 2017, SSI distributed niche products for security and compliance auditing for the IBM i platform. They operated in a small channel ecosystem and wanted to expand it. To approach new resellers, they looked for a security product that would help customers efficiently handle two major challenges: mitigating the insider threat with a focus on privileged users and streamlining IT auditing for GDPR compliance. Having a new offering in their portfolio would help them grow as a distributor by attracting more resellers and customers.

PARTNERSHIP BENEFITS

Massimo Chierici, co-owner and CIO for SSI, met the Netwrix team at a trade show and was impressed by a demo of the product: "Security solutions that we tested were quite complex and it was difficult to see what is really happening across the IT environment. I loved how easily you can get all information from Netwrix Auditor. The Interactive Search was one of the killer features because it allows you to conduct investigations granularly. Moreover, we saw a big potential in becoming one of the first Netwrix distributors in Italy." Massimo and SSI CCO Antonio Assandri shared the benefits of their partnership with Netwrix:

Distributing a powerful solution for data security and compliance. The first thing SSI enjoys about the partnership with Netwrix is the software itself, which is in high demand among their clients. Massimo said, "Customers like Netwrix Auditor for its smooth deployment and ease of use, exhaustive reports, and capability to provide auditors with the required evidence in one click. Overall, the software allows us to address the most frequent customer needs, such as monitoring privileged users and detecting activity outside business hours that may be a sign of account compromise or insider misuse."

Developing custom integrations. Netwrix's RESTful API enables SSI to unlock more value for their resellers and customers by developing integrations per customers' requests. Their first project was an add-on that sends syslog data from Cilasoft's solution for IBM AS/400 auditing to Netwrix Auditor. "Many of our customers are using AS/400 and need to audit it due to GDPR. Thanks to this integration, they now have access to all nicely formatted audit data and can conduct investigations on one console," Massimo said. Antonio added, "From a marketing perspective, the ability to do custom integrations is helpful, since they help us better compete on the market by providing an added value to our offerings."

Getting top-notch sales and technical support. Massimo and Antonio value the true involvement of Netwrix sales representatives and technical support in each stage of the sales process and customer lifecycle, which helped SSI establish a fruitful partnership with Netwrix. Massimo highlighted, "Netwrix tech support is especially great. They solve every issue we encounter very quickly and they also provided all the support I needed when developing the integration with Cilasoft."



KEY BENEFITS

- Immediate value for customers
- API enabling extra features to be delivered upon request
- Stronger market position

[Learn more about Netwrix Auditor](#)



We are more than happy to be among the first to bring Netwrix Auditor to the Italian market. Now we can approach new resellers, grow as a distributor within a new channel partner ecosystem and increase our market share. Netwrix Auditor is one of the most comprehensive solutions for auditing and compliance and it has a short time to value. Its RESTful API provides us a competitive advantage because it helps us satisfy specific customer requests by developing customized integrations.

*Antonio Assandri, Chief Communications Officer,
S.S.I. Sviluppo Sistemi Informativi*