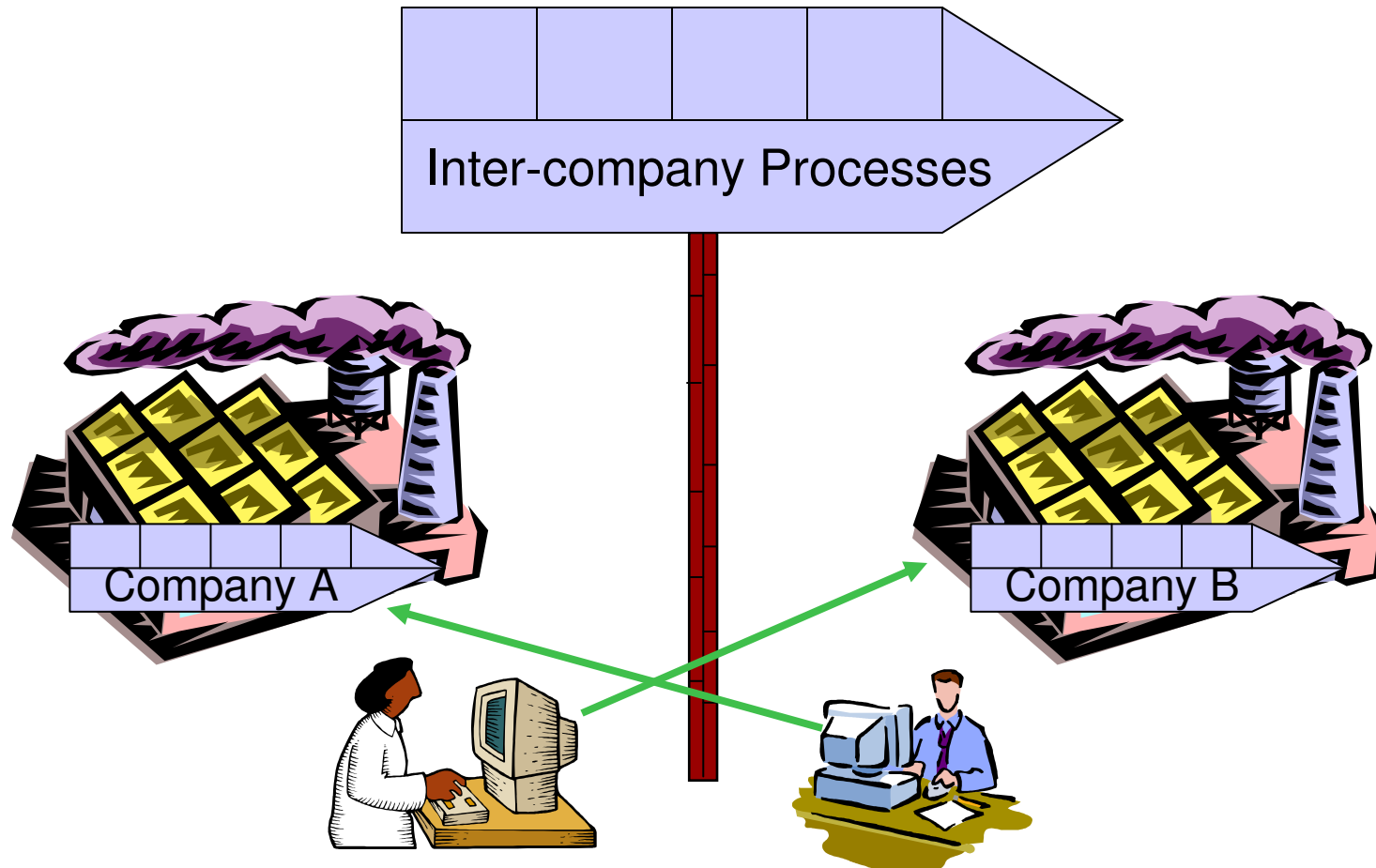# Protect information for a better communication

Jean-Charles Cointot, Tivoli EMEA Security, Strategic Alliances Manager

Business to Business Model

Secure information exchange within the context of a trusted relationship

Inter-company Processes

Company A

Company B

Share information while protect integrity

Business to Consumer Model

- Enable transactions & subscriptions while preserving the value of the brand and the business
- Accelerate deployment of new initiatives while securing
- Ease access while re-enforcing security
- Share information while preserving integrity

The Challenge

To be competitive an entreprise must be able to face any new business need -customer demand, market opportunity, threat- and organise accordingly the access to its Information System at speed of change

Reducing IT and compliance costs

Increasing resource utilization

Managing service levels

Responding to business changes quickly and with flexibility

Managing increasing amounts of risk

The movement to on demand

Traditional Operations

Focus on IT resources

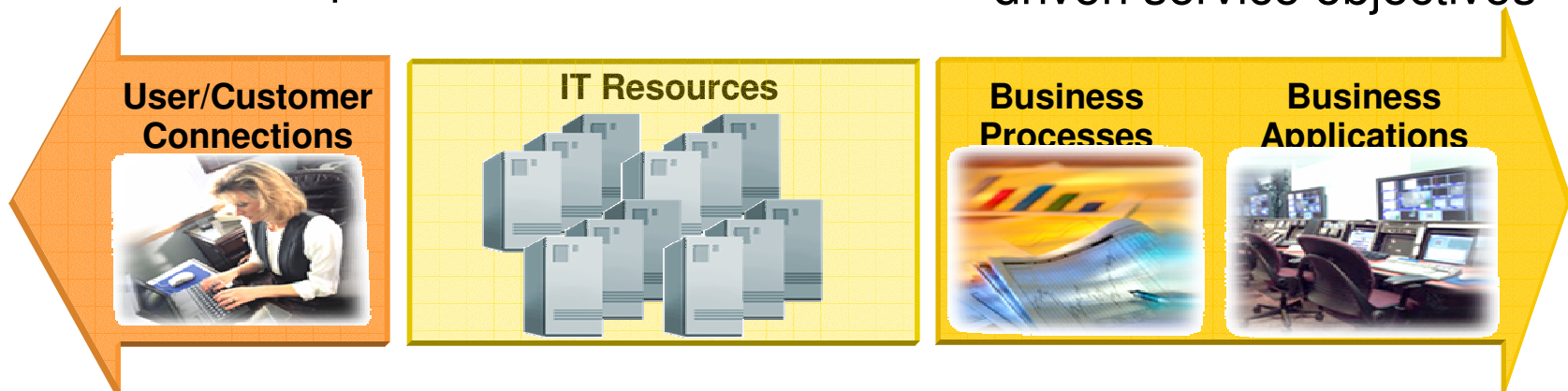Reactive management using manual processes and scripts

Ineffective links between users, IT, business processes

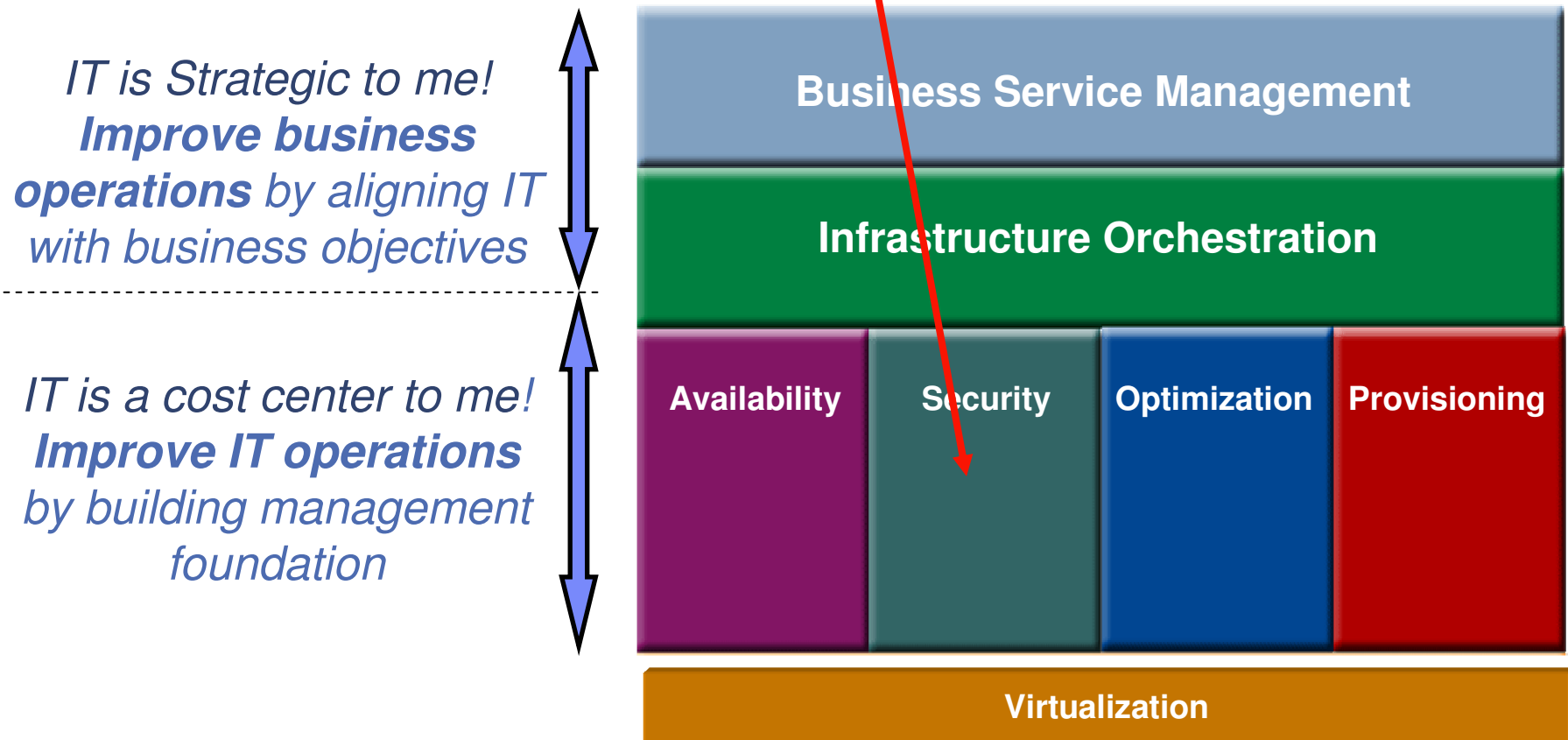## On Demand Operations

Focus on business service

Dynamically adapt to business goals, needs

Effective links via business-driven service objectives

User/Customer Connections

IT Resources

Business Processes

Business Applications

The IBM Automation Blueprint

Security is a key component

IT is Strategic to me!
Improve business operations *by aligning IT with business objectives*

IT is a cost center to me!
Improve IT operations *by building management foundation*

Business Service Management

Infrastructure Orchestration

| **Availability** | **Security** | **Optimization** | **Provisioning** |

Virtualization

Agenda

- **Automatiser la gestion des droits d'accès**

    La solution Integrated Identity Management

- **Automatiser le périmètre de sécurité**

    La solution CISCO / IBM

- **Un cas client**

    La gestion des identités de la Banque Populaire Natexis

- **Un ROI maitrisé**

    La méthodologie ITS