



Growing Customer and Partner Base for Omada's Self-Service Identity Management in the UK and Ireland

Omada is enabling partners and customers in UKI to accelerate digital business through unique end-user and managerial enablement, and control of data access

COPENHAGEN, DENMARK, October 10, 2016 /EINPresswire.com/ -- [Omada](#), a market leader in IT security solutions and services for identity management and access governance, is expanding the team covering the UK and Ireland (UKI). More partners and additions to the local teams in key markets enable Omada to support a growing UKI customer base with the implementation of Omada's award-winning [Omada Identity Suite](#).

As part of Omada's growth strategy, substantial investments are being allocated to expand Omada's existing [partner](#) network globally. By strengthening the channel focus and adding employees and partners to support customers in key markets, Omada is able to replicate and proliferate the high level of customer service and flexibility that is a key differentiator for the company.

In the UKI, to head up the commercial and technical sides of Omada's business respectively, Omada has hired two specialist profiles within the field of Identity Governance and Administration (IGA): Senior Partner Sales Executive Tobie Kottman, to develop new and existing partnerships and customer relationships; and Technical Lead Alex Wilson, to head up partner enablement of value-added partners, to develop joint solution offerings in collaboration with Omada's UKI-based technology partners, and assist customers in project scoping.

"It is great to be part of Omada's expansion, and to work for a market-leading vendor who actually develops products based on customer needs. With the latest version of the Omada Identity Suite we are able to accelerate our customers' digital business, by offering a product that is essentially 'self-service IGA', delivering a whole new level of end-user and managerial enablement and control to the customers, which strengthens efficiency, compliance and security throughout the organization," said Senior Partner Sales Executive Tobie Kottman, about Omada's position in the IGA space.

An easy sell for channel and technology partners

Omada has a long and strong tradition for developing and implementing best-practice solutions for controlling and documenting access to data, and are established experts in delivering the technology organizations actually need.

The company is positioned in analyst firm Gartner's Magic Quadrant for Identity Governance and Administration, and is recognized by Gartner for our IGA offering in the Top 3 in three out of four use cases, in the March 2016 Critical Capabilities for Identity Governance and Administration (IGA).

"One of the goals for Omada is to make the identity governance and administration space much easier to understand from both a partner and an end-user perspective. There are three features that make the product uniquely adaptable and flexible - features that make it easy for partners to work with, and future-proofs the implementation for customers, who can instantly and continuously reap the full benefits of the implementation: The three features are the highly configurable data model, the extendable workflow design, and the survey and attestation module," explained Technical Lead Alex Wilson, about why Omada is a product both the channel and technology partners can wholeheartedly endorse.

The Omada Partner Program comprises Value Added Resellers, technically and financially strong business partners who act as Omada's local representatives in their geographical area, and are specialized within their specific space; Global Solution Partners who support major customer engagements and whose services include implementation and maintenance services around the world; and Technology Partners, who deliver additional value to Omada's solutions, such as complimentary capabilities in for example perimeter security and endpoint security.

- CRN Shortlisting

Omada has been shortlisted for the Vendor Innovation Award at CRN's UK Channel Awards 2016 for offering an innovative solution, which standardizes and automates identity management and access governance.

- Meet Omada!

Tobie Kottman and Alex Wilson will be at IDM in London on November 9, 2016.

- Partner Teams

Omada has partner teams in the UK, Ireland, Germany, Austria, Switzerland, France, Belgium, Netherlands, Luxembourg, Sweden, Denmark, Norway, Finland, and the US and Canada.

Learn more about the Omada Partner Program

ENDS

Katrine Palsby
Omada A/S
+45 31 17 13 93
email us here

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