

Digital Fuel adds Sovereign Systems as Channel Partner

Sovereign Systems and Digital Fuel have entered a formal agreement to deliver IT Business Management, Service Level Management, and IT Benchmarking services.

NEW YORK, NEW YORK, USA, February 6, 2017 /EINPresswire.com/ -- [Digital Fuel](#) SV, LLC ("Digital Fuel") has launched its Reseller Channel Program and has added [Sovereign](#) Systems as a Channel Partner.



Sovereign Systems and Digital Fuel have entered a formal agreement to serve customers with IT Business Management, Service Level Management, and IT Benchmarking services.

Rick Johnson, Digital Fuel Director of Channel Partnerships says of the recent partnership, “The Digital Fuel Reseller Channel program allows Value Added Resellers, Systems Integrators, and Consultancies to offer Digital Fuel IT Business Management and Service Level Management software to their customers. The New Channel Program allows us to continue serving Enterprise customers around the globe. By partnering with great organizations like Sovereign Systems we can service a wider range of clients. We see a lot of opportunity for our hybrid cloud and on-premise ITBM solutions to help clients in Europe, especially in Consumer, Financial Services, Government, Academic, and Healthcare sectors. Effectively, any enterprise with a large IT organization can benefit from deploying IT Business Management tools.”

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Digital Fuel is a detailed and accurate ITBM solution helping CIOs and IT Managers track, benchmark, optimize and chargeback/showback IT spend, delivering significant cost savings.”

Pam Coffey, Practice Manager, Sovereign Systems

“Digital Fuel provides a valuable service to our Enterprise Clients,” said Pam Coffey, Virtualization and Cloud Practice Manager, Sovereign Systems. “It is a detailed and accurate ITBM solution that helps CIOs and IT Managers track, benchmark, optimize and chargeback/showback IT spend, delivering significant cost savings. We are excited to partner with Digital Fuel and look forward to adding their services to our solution offerings.”

Digital Fuel has emerged as an industry leader in the ITBM sector, selling to blue-chip enterprise customers across multiple end markets including Financial Services, Government, Education, and Healthcare. The business has helped customers optimize their IT spend and realize significant cost savings, while being more responsive to internal customer needs. Digital Fuel provides Cost

Transparency, Service Level Management, and IT Benchmarking modules. Digital Fuel sells software licenses, SaaS subscriptions, and professional services to Fortune-1000 enterprises globally. Digital Fuel provides the granularity and accuracy which other systems lack. This level of detail allows enterprises to reliably perform customer chargebacks, budgeting & planning, accurate cost optimization insights, and robust IT Financial management activities.

Digital Fuel COO and General Manager, Rick Bigelow, says of the partnership, “We are thrilled to add Sovereign Systems as a Channel Partner. They are an experienced and talented IT and Cloud Solutions vendor. They are very familiar with the Digital Fuel suite of products, and they are a trusted partner to leading enterprises throughout North America. We are excited to expand service to new and existing customers through the Sovereign Systems relationship.”

About Digital Fuel SV, LLC

Digital Fuel is an IT Business management (ITBM) tool that provides transparency and control over the costs of cloud environments and quality of IT services. Its suite of products allow businesses to optimize costs and sourcing across internal virtual infrastructure/private cloud and public cloud. Infrastructure teams use Digital Fuel to understand the costs of supplying private and public cloud environments, while CIOs and IT executives can understand the costs of supplying IT services. For additional information, please contact Public Relations at Digital Fuel at (925) 997-2557 or via email at PR@digitalfuel.com .

Stay connected with Digital Fuel by following our LinkedIn Account at <https://www.linkedin.com/company/digital-fuel>

About Sovereign Systems

With offices in Atlanta, Miami, Washington, DC and Boston, Sovereign Systems is a specialized consulting firm that helps transform legacy data center technologies and applications into ultra-efficient, cloud-based platforms that better address business challenges. The company's unique methodology is delivered through strong business and technical acumen combined with an industry-leading product portfolio to deliver efficient, automated and self-service IT. Sovereign was named CRN's 2016 Triple Crown Winner, was ranked in Inc. 5000 fastest-growing private companies in the U.S for the past five consecutive and named one of the Best Places to Work by the Atlanta Business Chronicle. For more information, visit www.sovsystems.com.

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