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The Navigator for Enterprise Solutions

IBM SPECIAL

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20 Most Promising IBM Solution Providers - 2017

In an era resurgent with artificial intelligence and data intelligence, there is an extensive need for a cognitive business approach to optimize and transform an enterprise. IBM, the technological moguls, with its adept innovations has provided solutions for cognition through different platforms that have accelerated the business evolution. In the present scenario where technology signifies software innovation and critically determines business outcomes, an accelerated software delivery is cardinal for providing value-added services to the customers.

The industry has witnessed solution providers responding to the challenges emerging from new IBM technologies affirmatively, by progressively partnering with IBM to carry businesses to a higher level. Cloud-based solutions and data infrastructure designs provide genuine credibility and redefine the outlook of an enterprise. The solution providers have helped clients to maximize application capabilities and keep businesses durable through real-time consolidation and editing of data. These partners have been exploiting

smart business trades with the help of IBM technologies, which capitalize on the unstructured data to create insights and provide frameworks for healthy enterprises. The collaborations with IBM are intended to embrace new trends and stay updated in the market.

What's more, the impact of IBM's Watson has been diverse, creating huge footprints across healthcare, retail, and education industries. Effective partners have been providing constructive professional and technical consulting around these path-breaking innovations for better outcomes.

To help CTOs, CIOs, and CEOs find the right IBM solution provider for their enterprises, our distinguished panel comprising CEOs, CIOs, VCs, and industry analysts along with CIOReview's editorial board has scrutinized and arrived at the best IBM solution providers. These solution providers are distinct and have a clear-cut methodology and offer outstanding customer service in this space.

We present to you CIOReview's 20 Most Promising IBM Solution Providers 2017.



Company:
CTI Global

Description:
Strategic and performance management consulting firm that designs and delivers key solutions in partnership with IBM

Key Person:
Renato Corrêa Picanço
Partner & Executive
Director
Francisco Loschiavo Neto
Partner

Website:
ctiglobal.com

CTI Global Integrated Financial Intelligence

In today's highly competitive business environment, the scrutiny of increasing regulations put finance departments under tremendous pressure and achieving financial success demands effective financial performance management. Since traditional performance management tools focus too much on a "command and control" culture, managing the unpredictable financial ecosystem was a difficult combination of managing today's operations with tomorrow's growth opportunities. Having arrived early in the scene, CTI Global has sought to change the ball game, by offering a systematic, high tech approach to financial performance management that is integrated with strategy, structure, culture, and information systems. Founded in 1992, the consulting company has partnered with IBM to deliver financial and operational performance management solutions to help businesses transform slow, traditional processes into efficient and modern financial experiences.

CTI Global delivers expertise to its clients by interacting with the C-level executives to understand their business needs and the market challenges that they are facing. Elaborating the company's key differentiating factors, CTI Global's Partner and Executive Director, Renato Corrêa Picanço says, "Our financial and operational performance management solutions, using IBM platform, allow us to design models and deploy turnkey systems to clients, supported by process improvements and change management to be on a par with international best practices."

The company focuses on three main pillars each of which are strongly driven by innovation and strategic planning. The first pillar is to support its clients to face financial and economic crises in the market. CTI Global delivers financial simulation models, to assist executives with the

simulation of strategies, increasing accuracy and reliability for decision making. The model is tailored to be a perfect fit for companies that have to act in unstable economic scenarios with numerous indicators and assumptions resulting in a reliable foundation for decision making.

The second pillar focuses on predictive solutions to support businesses in generating sales projections with efficient demand-planning processes that can improve

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the accuracy of revenue and marketing campaign forecasts, and optimize inventory levels. As a medium-term plan, the third pillar is to analyze and incorporate cognitive tools to the existing solutions that increase the quality of projection and analysis of profitability of CTI Global's clients.

Cosan—one of the leading energy and infrastructure providers in Brazil, focuses on delivering essential services that Brazil needs to support the growth of the national economy. With the international expansion, Cosan started serving a broad range of industries, and as business flourished, it was taxing for Cosan's finance department



Francisco Loschiavo Neto

Renato Corrêa Picanço

to keep up with the company's growth. CTI Global provided IBM Cognos Platform for planning and consolidation of business operations integrated with SAP and others ERP applications. With this solution, Cosan replaced its existing spreadsheet processes, automating budgeting, financial consolidation, and reporting, which enabled them to complete the tasks faster and more accurately. IBM Cognos Platform accelerated Cosan's budgeting by 63 percent, allowing smarter financial decision-making and simplified provision of accurate figures to management, stakeholders, and stock exchanges.

CTI Global's team is composed of business consultants with large experience in management and finance, as well as fluent technical knowledge of analytical systems and applications. Contributing to continuous development and competitiveness in the global market, CTI Global is extending its unique solutions and services and will continue to grow as a trusted IBM partner in Latin America. As business expansions in Brazil, Argentina, and Mexico are underway, CTI Global is growing its financial solutions territory by adding more predictive and cognitive solutions to its product portfolio. **CR**