



**indra**

## **Press Release**

### **INDRA AND BMC SOFTWARE STRENGTHEN THEIR ALLIANCE TO OFFER ADVANCED IT MANAGEMENT AND CONSULTING SERVICES THROUGHOUT THE WORLD**

- **Indra reaches the Elite category, the North American company's top reseller level, and becomes one of the first firms around the world to be certified as an IT consulting services partner**
- **In addition, BMC Software has joined the Indra Global Alliance Network (IGAN)**
- **Providing Cloud services using the most innovative technologies is one of the main elements of the agreement between the two companies**

Indra and BMC Software, a leading company in the development of Business Service Management (BSM) solutions, have strengthened their alliance to offer innovative IT operations management and consulting services throughout the world, including the most advanced technologies in the field of Cloud Computing models.

As part of this strategy, Indra has reached the BMC Elite partnership category, which is the highest level as a reseller, for Spain, Portugal and Latin America. Indra is also one of the first companies to enter its Consulting Services Partner Program (CSPP). This certification initially applies to the field of IT service management solutions (ITSM) for EMEA. The objective is to gradually expand both certifications to all the countries that are strategic for both companies. As a result, Indra will be able to include in the IT management projects of its customers all the benefits offered by the solutions portfolio of BMC, one of the "Big-Four" for these tools.

"One third of Indra's business is based on managed services and one of the keys is to have a suite of tools that supports business operations in a reliable manner, which is why we have selected BMC for our operations and projects. The Elite category and the consulting certification recognise us as a reference in Business Service Management (BSM) projects thanks to our consulting capabilities, integration and implementation of tools throughout the world," said Myriam Blázquez, Director of Outsourcing Business Development at Indra.

In addition, BMC has joined the Indra Global Alliance Network (IGAN) that brings together the multinational consulting and technology firm's strategic partners. It will also benefit from the important international expansion process being undertaken by Indra. The company is present in more than 45 countries throughout the five continents, and it is one of the four



most important information technology companies in Latin America. Additionally, in recent years it has promoted its presence in regions such as Asia-Pacific and the Middle East.

According to Eduardo Rodríguez, channel director at BMC for Southern Europe, Middle East and Africa, "Indra is an excellent partner with a combination of talent, innovation and ability to execute the most complicated projects in the world thanks to its unmistakable quality brand."

Indra has consolidated its BMC technology centre of excellence, which already has a team of more than 60 professionals specialised in the software company's support, monitoring, automation and Cloud solutions. Both entities are already working together on projects for top customers in countries such as Mexico and Colombia, and they are also undertaking new opportunities in the Middle East.

### **Focus on the Cloud**

Indra's commitment to providing Cloud Computing services is one of the elements with the strongest development in its alliance with BMC. Within its InCloud offering, BMC's tools for managing and organising infrastructures are key for guaranteeing the optimal efficiency and control of each service. Its solutions also comprise one of the pillars of Flex-IT, Indra's hybrid cloud in order to quickly manage the changing universe of a cloud. In addition, Indra has an offering for building private/hybrid clouds with consultants accredited in BMC solutions and a methodology based on the best practices on the market, all of this backed by the company's own experience.

### **Leader in IT services**

According to top industry analysts, Indra is the undisputed leader of the Spanish IT services market, with extensive and consolidated international experience. The company has spent more than 15 years developing comprehensive outsourcing services under a technological partner perspective, contributing its technical, human, and material resources.

Its extensive experience ranges from consulting services in the latest market trends to implementing tools, as well as managing and supporting comprehensive IT infrastructures and services.

It also able to provide global services in a near-shore and off-shore capacity through an extensive network of multi-client or single-client software factories, as well as Production Services Centres (PSCs) that are specialised according to technological knowledge and business sectors, concentrating the company's accumulated experience in the various markets in which it operates.

Indra is one of the world's largest consultancy and technology multinationals, a leader in Europe and Latin America and is expanding in other emerging economies. Innovation is the cornerstone of its business, which is highly focused on customers, as well as of sustainability. The multinational is one of the top European companies in its sector in terms



of R&D&i, with more than €550 million invested in the last three years. With sales approaching €3,000M, it employs 42,000 professionals and has customers in 128 countries.

**BMC Software. IT innovation drives business transformation.**

For more than 30 years, BMC has helped thousands of companies around the world master tough IT challenges. From mainframe to mobile, from the back room to the boardroom, BMC delivers the automation, integration, and sophistication that enable the business and IT to perform like never before. To learn more, visit [bmc.com](http://bmc.com).