

UNLOCKING THE VALUE OF SAILPOINT

Real-World Implementation Stories

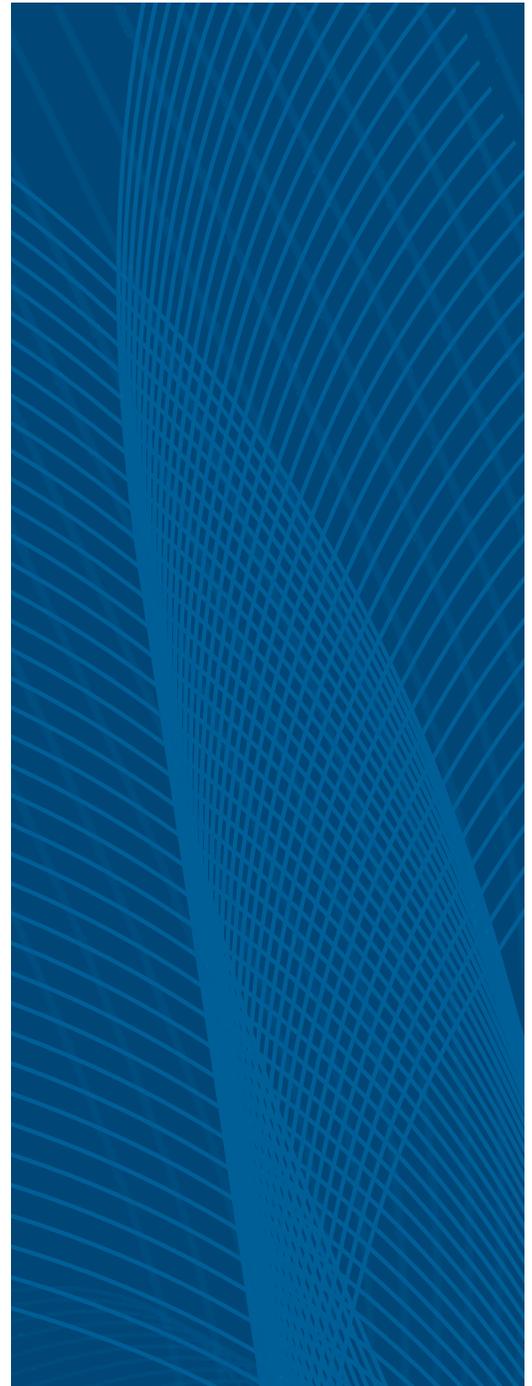
In an increasingly digital business landscape, identity and access management has never been more important. Luckily, thanks to SailPoint integrator Regatta Solutions Group, it's also never been easier.

Regatta serves as the perfect guide to any SailPoint journey, providing support in migration from legacy systems, onboarding applications, and training and mentorship to ensure long-term SailPoint success.

Our goal is to serve as a Partner in Delivery to optimize the value of SailPoint. Regardless of the solution or implementation route you choose, Regatta is ready to help see it to fruition.

With Regatta on your crew, navigating a winning identity security strategy is easy.

"Regatta helped make the most of SailPoint's features extending them to the team and delivering impact cross-functionally."



Health Insurance Provider Migrates to SailPoint Taking Identity Security to a Higher Level

CHALLENGE

When their SailPoint efforts idled, this provider realized they needed a hand, especially when it came to migration and application onboarding.

SOLUTION

SailPoint IdentityIQ
Implementation Services

KEY IMPROVEMENTS

Migration from old IAM system, delivered JML use cases, leveraged improved data in Workday, staff trained for future SailPoint success.

As a trusted healthcare company, this insurance provider understood the importance of keeping its data secure. But soon after purchasing SailPoint, the implementation effort was stalled. The staff lacked SailPoint experience and needed assistance getting off the ground. Wanting to migrate from a legacy IAM tool and to effectively integrate a modern IAM solution with Epic and Workday, they chose SailPoint IdentityIQ and Regatta.

Regatta helped them to deploy IdentityIQ by defining and implementing core identity processes, integrating applications and providing needed support for continued identity security advancement.

With Regatta's help, the provider was able to:

- Transition all identities and data from their legacy system, to SailPoint, successfully circumventing any future licensing fees
- Develop actionable use cases for Joiners, Movers and Leavers within the organization for easier financial management in Workday
- Reconfigure company roles and leverage the improved data provided by Workday while preparing for a similar integration with Epic

With Regatta's training and support, they're positioned to confidently manage future IAM projects.

Public Company Confidently Enhances Security Posture

With the trust and financial backing of investors and a growing faction of stockholders on the line, this financial services company looked to SailPoint and Regatta to improve their overall security posture. They needed a SailPoint integrator that could secure their data and streamline processes while providing mentorship to enable them to be self-sufficient with SailPoint.

To achieve this, Regatta helped them to implement SailPoint IdentityNow and quickly integrated applications, delivered greater visibility and increased security. As a first step in the SailPoint journey, they leveraged Access Insights to quickly and easily review which identities had access to which systems. Next, Access Requests helped them to assign and govern access with ease in core applications.

Regatta mentored the staff as Partners in Delivery. Without prior SailPoint experience, the staff was quick to feel overwhelmed by the vastness of identity security. But with Regatta's guidance, they gained confidence in their ability to thrive and leverage SailPoint for maximum impact on a lean budget. This confidence empowered success in their first automated Access Review, and for each one to follow.

CHALLENGE

As a newly publicly-traded financial services company with a limited budget, this organization wanted to maximize their SailPoint investment and tighten up security.

SOLUTION

SailPoint IdentityNow
Services, IdentityAI
Platform Implementation

KEY IMPROVEMENTS

Leveraged AI to gain better visibility into user access, trained staff as a Partner in Delivery with Regatta, set up for success for first non-manual Access Review.

Large Municipality Upgrades to a More Efficient Future

CHALLENGE

A mountain-side city and county needed to break with the flow and update their legacy IAM system while developing some in-house expertise along the way.

RSG SOLUTION

SailPoint IdentityIQ
Implementation Services

KEY IMPROVEMENTS

Migrated seamlessly from Oracle Identity Manager, delivered JML use cases for Workday and AD domains, deployed IdentityAI Access Insights and delivered training.

In any big metropolis, things are always on the up, so it's no surprise that this elevated city and county wanted to upgrade from their legacy solution, Oracle Identity Management, to SailPoint. The city needed an implementation strategy that would streamline migration efforts, while training the staff to be SailPoint-literate in the process.

To climb to the top of the identity security summit, the municipality worked with Regatta to implement core identity processes, quickly integrate apps and acquire deep technical and working knowledge of SailPoint.

Regatta helped the city to:

- Streamline their efforts seamlessly transitioning from Oracle to SailPoint
- Deploy AI-driven identity security to gain better visibility into user access
- Develop Joiner, Mover and Leaver use cases for Workday and multiple AD domains standardizing the way they onboard, transition and offboard employees

To round out their SailPoint capabilities, the team became Partners in Delivery and worked side-by-side with Regatta on the intricacies of managing and implementing SailPoint.

Auto Manufacturer Acquires SailPoint Delivery Expertise to Expand IAM Efforts

As one of the world's largest automotive companies, this manufacturer needed SailPoint support and expertise to complete its expansive identity management program. Although the team represented North America, their staff spanned multiple countries internationally and operated on parallel pieces of their IAM initiative simultaneously. The manufacturer sought to amplify its implementation team by adding products and even more project teams to deliver the most value possible to their vast base of customers.

To achieve this, the manufacturer purchased SailPoint IdentityIQ with Regatta's implementation services to gain the maximum value from their investment. Regatta helped the manufacturer make the most of SailPoint's features and capabilities to extend them to the team at large and deliver impact cross-functionally. The manufacturer's IAM needs were complex so Regatta provided crucial support on key integrations with adjacent IAM solutions.

Regatta implemented best shoring staffing, an approach which allocates the best employees for the job, regardless of location. This empowered the manufacturing company to acquire the most capable employees while taking into consideration scheduling and work locations as needed. Best of all, this approach helped find the right skillsets for an even lower cost of delivery. Regatta continues to support to the manufacturer for long-term SailPoint success, guaranteeing they receive the best value possible.

CHALLENGE

When the North American arm of a large auto manufacturer needed support leveraging SailPoint and boosting their IAM overall, they turned to Regatta for results.

SOLUTION

SailPoint IdentityIQ
Implementation Services

KEY IMPROVEMENTS

Ongoing support for continuously leveraging SailPoint, hired staff with the right skill sets, lowered overall cost of delivery.

WE VALUE OUR CUSTOMERS, AND IT SHOWS



At Regatta, our customers are at the heart of everything we do. And if they're thriving, then so are we. A strong IAM strategy is crucial to a secure organization, and having a partner like Regatta makes that possible, seamlessly integrating SailPoint while equipping teams with the tools they need for mastering SailPoint on their own.

Partners in Delivery means we're here for you, ready to offer guidance and support from the first steps of implementation, to application onboarding, to mentoring for a maximum value SailPoint experience.

Identity Excellence Starts Here

Regatta Solutions Group is the premier boutique identity integrator dedicated to helping customers to achieve significant ROI while accelerating the deployment of the SailPoint Identity platform.



www.regattasg.com