

## v-GO Doubles Revenues for Passlogix Partner Gatux Solutions

In 2005, Quebec-based Gatux Solutions had a client with a help desk problem. The customer had a 40-person help desk handling 36,000 calls per month, nearly 70% of which were password reset requests. In looking for a password management solution to reduce help desk costs, Gatux founder Jean-Pierre Savoie determined that enterprise single sign-on (ESSO) technology was the best approach and selected Passlogix's v-GO Access Accelerator Suite for its ease of deployment. Since then, Gatux has changed its business focus to ESSO, become a Passlogix partner, and doubled revenues as a v-GO reseller and deployment specialist.

### Signing on to v-GO

Before that first encounter with the Passlogix platform, Gatux provided general IT architecture services such as upgrading organizations to the latest Windows operating system. The firm's gradual transition to near-full-time v-GO work was fueled by two key factors: v-GO's ability to deliver a rapid return on investment for Gatux clients, and rising demand for single sign-on that has been consistent even when other IT projects are not being funded.

"For our clients, the main driver for v-GO adoption is almost always cost pressure on the help desk. v-GO is able to relieve that pressure almost immediately, pay for itself quickly through reduced password reset calls, and then deliver hard-dollar savings as well as softer benefits like increased user productivity and strong password policy enforcement," Savoie noted. "The concrete cost savings makes it an easier sell than most IT projects."

So, too, does v-GO's rapid deployment. The product's wizard-based architecture SSO-enables most applications in minutes, compared to another solution that Savoie tested that required nearly three weeks of work for a single application. That, in turn, accelerates the payback. Gatux has implemented v-GO in as little as five days for 1,000 users, yielding big returns for clients at relatively low cost.

### Partnering for Profit

Initially, Gatux functioned as a subcontractor providing deployment services for v-GO installations sold by Passlogix itself. Joining the Passlogix channel program as a certified deployment partner enabled the firm to increase its professional services fees, close its own v-GO deals without requiring Passlogix intervention in the pre-sales process, and sell to large companies that otherwise would not deal with a small IT services provider.

"We have issues selling solutions directly because of our size, but being a Passlogix partner gets our foot in the door," Savoie said. "We would never be able to do projects of this scale any other way."

Gatux has now deployed v-GO Single Sign-On and related products in the v-GO suite for clients in the financial, healthcare, government and public corporation sectors, including one of the largest railroads in North America, an energy provider in Ontario, and the Argentinian arm of one of the world's largest banking and financial organizations. Today, nearly 80% of the firm's business comes from v-GO projects. "We changed our business model because of Passlogix," said Savoie, "and it has paid off."



**"Becoming a Passlogix partner doubled our revenues and caused us to refocus the business to take advantage of the growing demand for single sign-on."**



- Jean-Pierre Savoie, Consultant Principal, Gatux Solutions

#### IT Provider

Gatux Solutions  
Boucherville, Quebec

#### Business Focus

IT architecture

#### 1st v-GO Deployment

2005

#### Largest Deployment

125,000 Users

#### Benefits Realized

- 100% revenue growth
- Implementation training
- Larger engagements
- Deployment referrals
- Focused business model
- Growing ESSO market

passlogix®

Tel: 212.825.9100 x 2 or  
866.727.7564 x 2

Web: [www.passlogix.com](http://www.passlogix.com)

Email: [sales@passlogix.com](mailto:sales@passlogix.com)

US 1 (866) PASSLOGIX Toll Free

US 1 (866) 727-7564

EMEA +44 (0) 7775 692381

Australia +61 (0)2 8448 2076

APAC +852 3589 3012