CEO Vision Helps Forge a Remarkable Alliance for Provance!

Following a meeting at CEO Vision organized by Inter logiQ Network in February 2007, Provance, a Network member, introduced its software, Provance 4.1, during the Microsoft Management Summit 2008 in Las Vegas this past April 30th.

The company integrated its IT asset management software to Microsoft System Center Configuration Manager 2007 and Microsoft Systems Management Server (SMS) in order to increase their value, drive down IT costs, increase service management efficiency, and reduce security and compliance risks.

"Combining Provance and Microsoft System Center Configuration Manager 2007 is a natural pairing of two software solutions that together deliver customer value exceeding the sum of the individual parts," said Gilles Lalonde, President and CEO of Provance.

A 20-year veteran in the high-tech and aerospace industries, Gilles Lalonde and a former partner founded Provance Technologies Inc. in 1997. His objective was to serve large companies established in the United States. He had noticed that the management software niche was poorly operated, so he created a product service software and launched a strategic planning solution focused not only on quality, but on consolidation.

According to the trend explored, large companies invested in suites rather than in solutions. Seeing this, he carried out a market analysis to find out which companies had not consolidated and with which companies could forge an alliance to offer a suite capable of standing up to the competition (such as HP, IBM, etc.). It was following this analysis that he noticed that Microsoft did not have what Provance had developed.

Mr. Lalonde therefore wanted to approach Microsoft. "It was during CEO Vision 2007 that I was able to meet with Mr. Keith Dolliver," he said. Mr. Dolliver is in charge of Legal and Corporate Affairs at Microsoft and had come from Seattle as a guest lecturer. "He opened the doors of Microsoft to Provance and we introduced the company to a suite that it had not yet had the chance to develop."

Their alliance resulted in the development of Provance 4.1 – Solution A, a network management tool for Microsoft System Center, and the agreement was entered into in January 2008. Provance is now the second company to become a Microsoft Alliance Partner in the IT asset management niche.

Mr. Lalonde is pleased with how things turned out and is happy about the project: "It was not very difficult, but it required more than a year's work," he stated. "Provance had understood Microsoft's business plan following the market analysis it had conducted."

The Microsoft Management Summit 2008 in Las Vegas also proved positive for Provance. "The attending clientele was well targeted. There were many network management tools, which was very interesting," he said. "We drew up a good follow-up list."

When asked what the future holds in store for its alliance with Microsoft, Mr. Lalonde responded: "It is still early on in the relationship." In short, Provance's production is constantly growing. Its target market? The 75% of the IT market that plans on investing between the next 3 to 5 years. "It's on the agenda," he stated.

Today, in addition to leading the executive team in strategic planning, Mr. Lalonde manages the company's corporate investor relations, and all legal, financial and governmental affairs.

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