

Bitam, TSI sign technology alliance to combine BI with data storage tools - Mexico, Regional

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Mexican enterprise performance management (EPM) software provider Bitam has signed a strategic alliance with US storage solutions firm Tributary System (TSI), the companies said in a joint statement.

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The idea behind the partnership is for TSI to integrate Bitam's business intelligence (BI) solution to TSI's virtual library and disk solution, Vital. The combination is expected to give network administrators the possibility to back up and recover using analytical controls in real time through a BI tool.

TSI chose Bitam because of the multifunctionality of the firm's BI solutions, according to the CEO of TSI, Shawn Sabanayagam. "Data storage has never been more complex and critical within the corporate strategy to maintain day-to-day operations," he rationalized.

TSI specializes in [HP's](#) (NYSE: HPQ) NonStop server platform and is an OEM for the NonStop division.

TSI's partnership with Bitam is not its first in Latin America, although Bitam is its first OEM supplier partnership in the region, Sabanayagam told BNamericas.

TSI has been selling storage solutions directly into Latin American countries for 8-10 years, and it also partners with [Sun Microsystems](#) (Nasdaq: JAVA), which together with HP function as distribution partners for TSI in Latin America.

As most of TSI's Latin American customers are in Mexico and Brazil, the company is currently in discussions to partner with distributors in Brazil, Sabanayagam added.

For Bitam, the alliance gives the firm the chance to offer larger solutions in the data storage ambit, giving CIOs more power in overseeing data transfers, backup and recover processes.

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