



Globeteam Drives Customer Success with Safewhere's Identity & Access Management Solution

Globeteam was already a strong supplier of single sign-on solutions in Denmark with many years of expertise working with Microsoft ADFS before they partnered with Safewhere.

Globeteam watched closely as customers was starting to get ready for more comprehensive Identity and Access Management (IAM) solutions that could be extended beyond the company firewall to support cloud applications and external users.

Given this interest, Globeteam felt that adding Safewhere's IAM platform to their solutions portfolio would be a strategic move that would allow them to service a set of customers with unique business characteristics and requirements.

Why Globeteam Chose to Partner with Safewhere:

- **A Complete Solution**
The platform includes a long list of IAM features from single sign-on, multifactor authentication, and password reset to user provisioning and access con-

trol. Added together, these features enable organizations to provide employees, partners, and customers easy and secure access to any cloud and on-premises application from any device, while significantly reducing the costs spent on managing user identities.

- **Delivers Significant Value to Customers**
"Globeteam and Safewhere have established a viable long-term partnership with a mutual focus on delivering tailored, integrated solutions that help our customers improve their business performance and protect corporate resources," says Peter Langvad, Senior Executive Partner at Globeteam.

Through partnering with Safewhere, Globeteam is able to provide its enterprise and government customers with a single solution for:

- **Boosting employee productivity and lowering IT costs** by reducing the number of passwords, logins, and help desk calls.
- **Enabling an increasingly mobile workforce** with easy and secure single sign-on access to cloud and

on-premises applications from any device and location.

- **Eliminating the security threat** of former employees still having access to corporate resources.
 - **Improving customer engagement and partner collaboration** through rapid onboarding and easy access to online services and portals without compromising data privacy and security.
 - **Complying with key requirements of strict data protection regulations** such as The General Data Protection Regulation (GDPR) by being able to effectively control and audit which users have access to which applications.
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- **Long-term Customer Relationships**
As many customers initially are only using a subset of Safewhere's broad range of capabilities and extend their solutions to support more applications, authentication methods, and users over time, Globeteam's partnership with Safewhere leads to additional engagements and long-term, mutually profitable customer relationships.

“Safewhere's platform is highly flexible, which allow us to tailor it to the specific needs of each customer, and enables us to help our customers grow and adapt to changing requirements.”

Peter Langvad, Senior Executive Partner at Globeteam.

Customer Cases: Solving Public and Private Sector Challenges

A Safewhere implementation by Globeteam was the solution of choice for Vejle Municipality, a local government entity in Denmark, that wanted to provide all its 11,000 employees (including a large number of field workers) easy and secure single sign-on access to the intranet and a set of other business applications - from in and outside the office, and from any device.


In addition, Vejle Municipality wanted to introduce account and password self-service functionality in order to improve efficiency and save help desk resources. With the implementation and the enablement of remote access, self-service account management, and password reset, Vejle Municipality has increased work flexibility and productivity for all its employees.

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Ennova, a leading Scandinavian provider of employee and customer satisfaction surveys, was experiencing an increasing market demand for single sign-on to its services.

Globeteam delivered a secure solution to access control based on Safewhere Identify, which has made possible significant cost reductions both in development and operations and puts Ennova in a position to focus on its core business.

Michael Torp, Head of IT at Ennova, says: *“Now we have an SSO solution which is updated and maintained by a serious and professional company, and I proudly attest to the quality of this product.”*

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About Globeteam

Globeteam is a Danish consultancy firm with a team of more than 100 consultants inside IT Management, IT Infrastructure and IT Development.

Globeteam offers optimization solutions in IT and business with the aim of improving company productivity. Globeteam's customers include large government agencies such as The Danish Ministry of Foreign Affairs and global enterprises like H. Lundbeck and Rockwool.

To find out how a Safewhere partnership can benefit your organization, email us at info@safewhere.com