

# GRC SALES GURU JOINS REDLAND FROM SWORD ACHIEVER

Submitted by: Redland Business Solutions

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Ian Royle, the former EMEA Sales Manager of European GRC (Governance Risk and Compliance) group Sword Achiever has joined Redland Business Solutions, the leading provider of specialist IT consultancy and GRC solutions to the financial services and insurance industries.

Royle, who has also held senior sales management positions with Xactium, Eontec and Sybase, will spearhead sales of Redland's acclaimed Insight solution which ensures effective GRC (Governance Risk and Compliance) management in the T&C (Training & Competence) arena. The Insight platform enables critical business applications to be developed and deployed rapidly to support specific processes within financial services, including a leading-edge T&C system. Redland has worked with some of the largest companies in the financial services industry including: Sesame Bankhall, Openwork, Nationwide Building Society, Atos Origin, Fortis Bank, Financial Limited, Honister Capital, Norwich and Peterborough Building Society and Sun Life of Canada.

Commenting on Royle's appointment Redland's Managing Director Joel Turland commented, "The financial services world is keenly focussed on the challenge of attaining the necessary Professional Qualifications to operate post 2012. However, important as these are, the management requirement is far broader than just qualifications alone. Where T&C processes are well executed, they help to manage and monitor wider business success and to alleviate the risks associated with the competence of individuals. Effective GRC systems, therefore, are now seen as a pre-requisite for getting these processes right. It is against this backdrop that we are investing significantly in our sales and marketing strategy; to educate the market that Redland's Insight solution delivers a broad range of benefits by taking a holistic approach.

"I am delighted that Ian is joining us to spearhead our plans to achieve an even greater market penetration for Insight. His knowledge, experience and track record of driving sales in a fast paced GRC environment is an ideal grounding for the future opportunities that the T&C space holds. I welcome him on board and look forward to working with him closely."

For his part Royle welcomed Turland's comments adding; "Whilst the financial services industry's drive towards enhanced standards and qualifications is to be commended, its success will only be ensured through the effective and systematic management of governance, risk and compliance. Redland's Insight, which is already used by four of the main networks, delivers an unparalleled T&C solution that meets the needs and challenges of this evolving market. I am delighted to join Redland at such an exciting time and to help play a part in their continued success story."

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## ABOUT REDLAND BUSINESS SOLUTIONS

Formed in 2001, Redland Business Solutions is the leading provider of specialised GRC (Governance Risk and Compliance) IT solutions to the financial services and insurance industries. The company has received widespread acclaim for its Insight solution which ensures effective management and compliance in the T&C

(Training & Competence) arena. The Insight platform enables critical business applications to be developed and deployed rapidly to support specific processes within financial services; including a leading edge T&C system.

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