# Market Kingpins Accelerate GRC Agendas

**Thursday, March 15, 2007**

**John Hagerty**

When buyers estimate they'll spend nearly $30B in the areas of governance, risk management, and compliance (GRC) (see "Compliance Is Still a Priority: Total GRC Spending Approaches $30B in 2007 and Growing"), technology and service providers listen. Tapping into such a burgeoning market requires vision, execution, and speed.

While best-in-class providers have set the agenda for how GRC is defined, some high-visibility news from technology market leaders indicate the supply side of the GRC market is again starting to simmer with a platform approach to GRC.

Here's a look at some of the news:

### Sun Microsystems

**Sun Microsystems** has put the groundwork in place to establish a provisioning system that links Sun's System Identity Management system with **Approva's** continuous controls monitoring software. Sun can now resell Approva's product as part of this market initiative. The relationship is not exclusive on either side.

### Oracle

**Oracle** revs up its GRC engine with its delivery plans for an extended Oracle GRC platform encompassing the complete suite of Oracle applications, with aspirations to manage processes and controls in any application environment.

Taking advantage of the compliance assets from its recent **Stellent** acquisition (see, "Oracle Buys Stellent"), Oracle's GRC Manager is designed to coordinate multi-faceted requirements across compliance and risk programs. Fusion GRC Intelligence, based on the Oracle BI EE suite, is to provide out-of-the-box dashboards and reporting to monitor compliance and risk activities.

The GRC platform is grounded in Oracle Fusion Middleware, including identity management and security, which are important parts of any compliant IT environment. Prior releases of Oracle products for compliance (E-Business Suite's Internal Controls Manager, **PeopleSoft's** Internal Controls Enforcer, and Stellent's Sarbanes-Oxley product) will be supported and enhanced under the company's "Applications Unlimited" policy.

### SAP

**SAP** hosted its inaugural GRC conference this week, where several hundred customers specifically opted to hear more on SAP's GRC platform and directions.

**Specialist continue to have strong voice in GRC market**

The original movers and shakers in the GRC space were the best-in-class providers. While some have been snapped up—for example, Stellent bought by Oracle, **Certus** rolled into **Securac**, **Virsa Systems** purchased by SAP, **Applimation**'s GRC business acquired by **LogicalApps**—others maintain growing business models and extended product footprints, such as the following:

- **ACL Services** has reinvigorated its continuous controls monitoring products in concert with its strong alignment with the audit community.
- **Axentis** continues to distinguish itself with its software-as-a-service (SaaS) deployment model and encompassing GRC message.
- **MetricStream** is capitalizing on a strategic relationship with NASDAQ and sponsor of ComplianceOnline.com to extend its reach to customers beyond its traditional manufacturing base.
- **Movaris** is focusing its efforts on automating the tedious, manual processes and controls inherent in the public disclosure process, coining the term "last mile of Finance."
- **OpenPages** has made strong inroads into operational risk management and generalized compliance.
- **Open Text** continues to use it document assets to its advantage while applying its base technologies to the problem of compliance.
- **Oversight Systems** is using its appliance-based product to monitor business transactions of many types, including payments and stock options grants, hitting a high-profile problem for many companies.
- **Paisley** has married its GRC products with its auditing project management software and is set to introduce some new products in the coming weeks.
- **QUMAS** has extended to financial services firms with a risk and compliance process framework that reflects similar successes within life sciences companies.

**IBM**, which has significant GRC-related assets, has been quiet of late, but we expect to see a giant assault in this market yet again.

With a fairly lengthy list of best-in-class vendors innovating in various segments of GRC, we expect continued consolidation as application and technology platform providers acquire new components and/or best-in-class providers join forces to capitalize on early market innovation.

**Decisions, decisions…**

Since the start of 2007, we've been peppered with questions from clients on approaches and options for managing GRC. Like our market demand research indicates, risk management concerns—enterprise-level and operational—are top of mind with firms as they hash out where they direct their time and money.  But day-to-day compliance issues still dominate a lot of the discussion with buyers.

If you have any concerns, questions, or comments on any issue GRC-related, please contact me at jhagerty@amrresearch.com.  I look forward to hearing from you.