



Attachmate appoints new director of technical services

Attachmate Corporation has appointed Philip Owens as director of technical services, Asia Pacific. Owens is responsible for the integration of Attachmates services team across its host connectivity business and NetIQ range of solutions. Boris Ivancic, Attachmates regional director, Asia Pacific said Owens past experience adds a new dimension to the local team. We are expanding how we provide technical services to customers, and Philip has a long history in professional services with a particular focus on Attachmates two main areas of operation banking and IT security. This combination of expertise will play a significant part in refining our services so that we can engage with customers on a much deeper level. Owens says that a key objective for him is to expand the companys service offering across the region. There are two distinct service streams within Attachmate - presales and consulting. Id like to co-ordinate these teams in a manner that broadens our services offering and go-to-market strategies. There are great opportunities take our technical services beyond solution implementations, and create long-term engagements with customers. Given the current financial climate, customers have an increased desire to work with vendors that are willing to devote a little extra effort into making their job easier. Attachmate and NetIQ offer significant reductions in cost and risk, so I think there are lots of opportunities for us to grow at the moment. Owens said. With 23 years IT experience, Owens career has spanned program management, professional services and engineering. Prior to Attachmate, he spent two years at National Australia Bank as security integration manager on a large-scale transformation program. Owens spent another two years as professional services manager with security vendor CyberTrust, and a further three years in professional services at Avanade Corporation, a joint venture between Microsoft and Accenture. Philip Owens reports to Boris Ivancic.