



Global 50

How we selected

The 50 global leaders in IT are the heavyweights all CIOs must keep on their radar. They influence how technology is bought, used and deployed. Whether or not they are current suppliers, they will be in the mix for future decisions.

To qualify for the list, companies must derive more than 35 per cent of their revenue from outside their home country. Final selection rested on the considered opinion of the judging panel, which voted on an exhaustive list of global players to select those they considered the most strategically important organisations for CIO attention.

INTERWOVEN

Global HQ: Sunnyvale, California, US

Global CEO: Martin Brauns

Asia Pacific president: James Murray (vice President)

NZ manager: Vicki Duggan

Core activity: Enterprise content management (ECM) systems

Revenue: \$US 160.388 million (FY04 ended December)

Profit: \$US4.432 million (FY04 ended December)

Key regional clients: Qantas, IAG, Macquarie Bank, NZTrade and Enterprise, NZ Treasury, Ministry of Social Development, Ministry of Economic Development, Christchurch City Council

No. of employees: more than 700

Website: www.interwoven.com

Interwoven has taken a major step forward in the rapidly expanding enterprise content management market through a series of strategic acquisitions and in-house developments resulting two quarters ago, to a return to profitability.

With over 3200 customers and a rapidly filling order book, customers are seeing the value of Interwoven's focus on providing content-rich and specific ECM systems for business rather than a one size fits all perspective.

With the acquisition of Media Bin for digital asset management, the merger with iManage with WorkSite Collaboration document and email management product and the acquisition of Software Intelligence for integrated records management, Interwoven, with its own content management product; TeamSite, has now completed its ECM Suite.

By offering best of breed products such as these, putting them in a systems package and enabling them to integrate together using an open, SOA based platform, customers can buy what they need now with the assurance that, down the road, true ECM functionality is assured.

This strategy is supported by customers like Ford, BT, Chrysler ABN Hambro and Reebok.

Recently, Interwoven was awarded the market leader in APAC for ECM by Frost & Sullivan, number one for WCM by Forrester and a leading ECM Quadrant member by Gartner.

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