



MIDSHIPS

Midships Ping Identity Proposition

April 2024

Say goodbye to the old way of
doing things. **Say hello to Midships.**

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Agenda

About Midships

Our Offerings

Questions



ABOUT MIDSHIPS



Introduction to Midships

- **Established:** 2018 in the UK, now moved to Singapore.
- **Mission:** Automate Ping Software and Ping One Advanced Cloud Services (previously ForgeRock Identity Cloud and self-managed services) to enhance efficiency, achieve zero downtime and reduce costs.
- **Global Operations:** Europe, Asia, Australasia
- **Core Expertise:**
 - Ping Software and Ping One Advanced Cloud Services
 - Cloud Architecture & Engineering
 - Containerization (Kubernetes)
 - DevSecOps
- **Certified Team:** All engineers are trained and certified in Ping One Advanced Cloud Services.
- **Cloud Proficiency:** GCP, Azure, AWS, Oracle, AliCloud, Openshift
- **Partnerships:** Accredited partner of PingIdentity with a reseller agreement.
- **Recognition:** Nominated for Best Global Integrator in 2023/24

ABOUT MIDSHIPS

Our ForgeRock Customers



"With an aggressive timeline and limited budget, Midships' unique proposition underpinned by their accelerator and knowledge of containerised architectures gave us the confidence to choose them...a decision well made."
Alfonoso Tambunan (CTO, Bank Jago)



"The Midships Accelerator fit ForgeRock perfectly into our CI/CD pipelines allowing us to have fully automated deployments using infrastructure-as-code techniques to easily ship ForgeRock to our production EKS clusters."
Paul McKeown, Principal Engineer
(Kiwibank)



"Midships is the best thing that happened to us recently"
Rojelim C. Lauron CIAM Product Owner
(BDO Bank)

ABOUT MIDSHIPS

Our relationship is based on commitment...



- Midships is not working with any other identity providers
- We continue to invest in accelerators (frameworks)/pre-defined solutions to solve real customer problems and are committed to support pre-sales.

Our success is linked to **your** success!



We are different...

- **Preparedness Over On-the-Job Learning** - We invest in training to enhance efficiency with agile teams. Our approach ensures prompt delivery and avoids on-the-job learning.
- **Focus on Outcomes, Not Change Requests** - We're committed to delivering outcomes, not billing for changes. We embrace challenges as opportunities to assist, not as excuses for extra fees.
- **Connecting Our Customers.** We facilitate customer forums for peer learning and trust-building.
- **Predictability, Reliability and Consistency.** We use our accelerators (frameworks) to achieve these outcomes for all our customers.

Our customers' (intended) success is our success.



OUR OFFERINGS

OUR OFFERINGS

Ping Related Service Offerings



- **Ping Software Accelerator** – Ping verified Framework to deploy P1ACS to any self managed containerised platform in minutes – highly available with zero downtime.
- **Ping Software and Ping One Advanced Cloud Services Hybrid Accelerator** – Hybrid deployment solution that provides warm and hot standby capability for customers (ID Cloud can be primary, secondary or active-active)
- **Ping Software and Ping One Advanced Cloud Services Guardian** – Midships operational excellence services for all P1ACS deployments (self managed, SaaS, Hybrid)
- **Game Days Accelerator** – A framework to prepare teams for operational excellence across critical platforms
- **Remediation Services** – Fixing other integrators implementations to align with customer expectations/requirements.
- **AffirmID Accelerator** – A framework to deploy Digital Transaction Signing and a bespoke PassKey solution



Ping Software Self Managed Accelerator

Midships Ping Software Self-managed Accelerator automates the **deployment** & configuration of a Production Ready stack in a predictable and reliable to all major Cloud Platforms (including OpenShift) and can complete a deployment in less than **10 minutes**.

- Compatible with ForgeRock Access Manager, Directory Service, Identity Manager, Replication Service & the Internet Gateway
- Proven on all major cloud providers
- Highly available and can be deployed multi region (99.99%) & multi cloud (99.999%)
- Fully supported by Midships
- Ping Verified



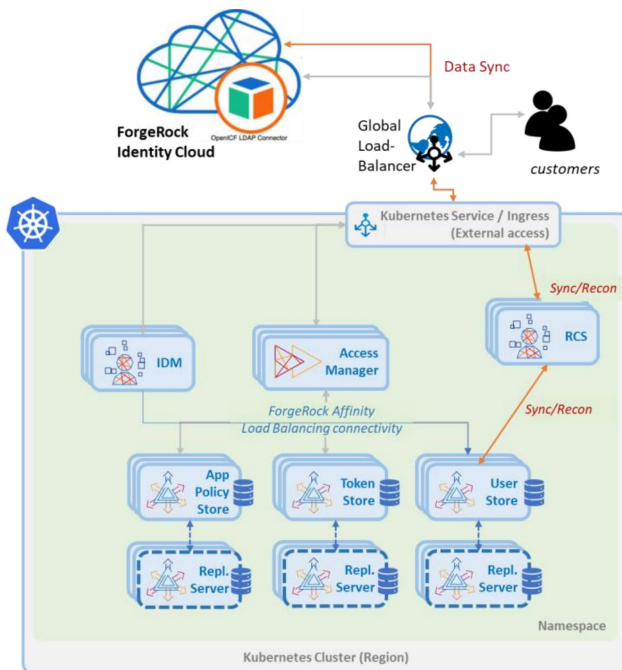
**Our solution prepares you
customer for SaaS**

Ping Software and PingOne Advance Cloud Hybrid Accelerator

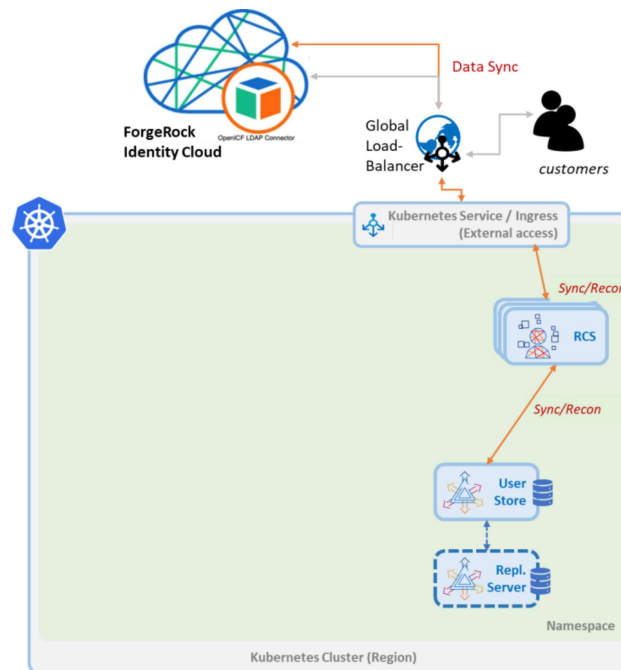


Hybrid solution for customers who want both self-managed and SaaS. This comes in two flavours

Option 1 – Hot Stand By



Option 2 – Warm Standby



- Same configuration deployed to both
- This offers a customer a multi cloud solution (in case worried about GCP outages)
- Midships keeps both SaaS and on-premise in sync



Ping Software and PingOne Advanced Cloud Guardian

Midships fully managed service for P1AIC SaaS or self-managed

Service Level	SaaS	Self-managed
Bronze	<ul style="list-style-type: none">Quarterly Managed Game DaysLevel 3 Incident & Problem Resolution Only	<ul style="list-style-type: none">Quarterly Managed Game DaysLevel 3 Incident & Problem Resolution Only
Silver	<ul style="list-style-type: none">Bronze plusProactive monitoring	<ul style="list-style-type: none">Bronze plusProactive monitoring & Housekeeping
Gold	<ul style="list-style-type: none">N/A	<ul style="list-style-type: none">Silver plusMinor upgrades & patching
Platinum	<ul style="list-style-type: none">Silver plusFeature (user journey) enhancements	<ul style="list-style-type: none">Gold plusFeature (user journey) enhancements

OUR OFFERINGS

Game Days Accelerator



Prepare customers for the unexpected

- Train the customer teams to prepare for incidents and problem resolution including how they should engage with ForgeRock.
- Facilitated hands-on, disaster scenarios run inside the client environment to fully prepare their teams on their tools and systems.
- Midships will certify the team's preparedness.

REMEDATION

Our Remediation Customers



- Remediation - the act of reversing or stopping damage
- We have stepped in for several clients where other firms were unable to provide them with the correct support required. Without our assistance some of these customers may have left ForgeRock.

Company	Incumbent	Customer Challenges	How we rectified it
BDO	Deloitte	<ul style="list-style-type: none">• Unstable service, poorly performing and lack of any resilience	<ul style="list-style-type: none">• Stabilised the environment and resolved performance-related issues• Migrating BDO to Kubernetes and extending its usage across the business (i.e. increasing FR license)
Prudential	PWC	<ul style="list-style-type: none">• Unstable service, and difficult to manage, with inconsistencies between different environments	<ul style="list-style-type: none">• Redeployed, migrated and stabilised the environment• Implemented use cases and supported wider business adoption.
DBS	Deloitte	<ul style="list-style-type: none">• Everything! From hard coded passwords for AM admin to poor architecture	<ul style="list-style-type: none">• Upgraded and moved the deployment to a DevOps pipeline• Remediated the bad configuration

OUR OFFERINGS

AffirmID

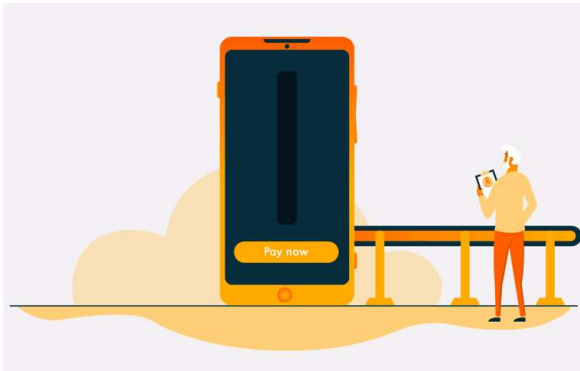


Our accelerator to help customers reduce all types of fraud!

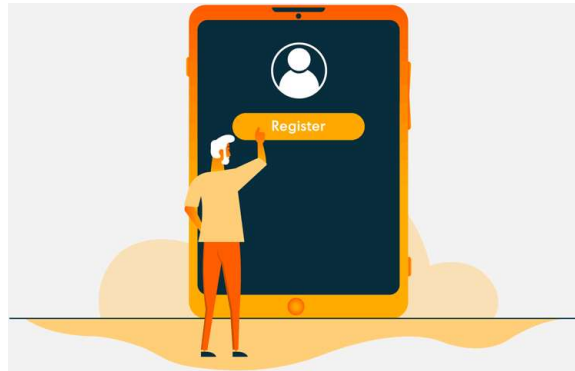
- **Call Centre fraud prevention** – enables customers to distinguish between fraudulent and legitimate outbound calls.
- **FIDO Compliant Passwordless Login** – A Ping native solution that supports customers who do not want to use the Ping SDK or have bespoke requirements (note it supports the Ping SDK)
- **Digital Transaction Signing** – A FIDO compliant solution to enable non-repudiation of customer transactions.

AFFIRMID

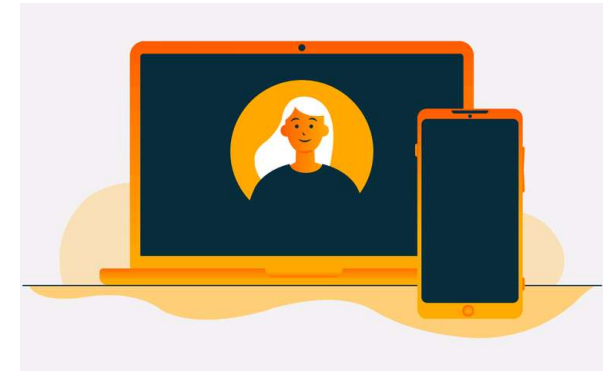
A fraud prevention solution...



Digital Transaction Signing

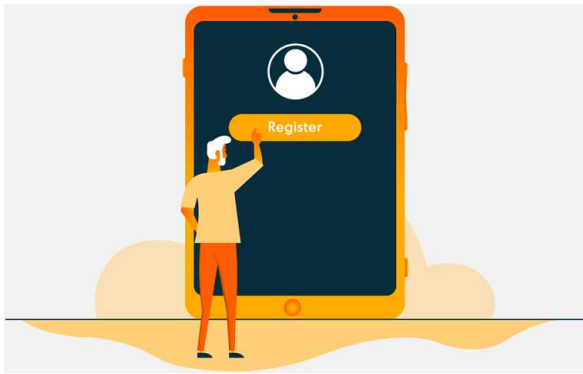


Built around PKI



Supports Passwordless

A telephone/sms/email fraud prevention solution...



Based on TOTP

- Available as part of AffirmID
- Low Code
- Works regardless of whether the user's enrolled device is **online or offline**



QUESTIONS?



MIDSHIPS
READY TO INTEGRATE

Thank you

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