# One Point Solutions Announces Partnerships and IBM Solutions for Manufacturing, Internet of Things, Analytics, and Cloud

**DETROIT, MI ---MAY 6th, 2015--** One Point Solutions, an IBM Business Partner focused on data solutions for 18 years, and Old American Incorporated/Strategy 7 Corporation, a premiere IBM Business Partners for over twenty years, announced today that they are working closely with IBM to provide a set of service and software solutions that allow manufacturing, automotive, and supply chain companies to better analyze and act upon their data using databases, cloud, mobile devices, sensors, Internet of Things, and various predictive and historical dashboards.

The Internet of Things (IoT) is a rapidly-growing market expected to be attached to 30 billion sensors by 2020, including assembly lines, Smart Cars, homes, autos, utilities, and numerous other applications.  IoT typically uses on-site sensors and other local gateways to provide both in-house and cloud analytics, allowing companies to review and act proactively on both historical and real-time data. IBM's multi-billion dollar investment in IoT and various other data related analytical technologies has created a new market that allows One Point and Old American/Strategy 7 to create custom turnkey solutions for companies seeking to better understand and improve their existing processes.  The solution-set also includes other types of analytics such as financial and operational, adding value—and ROI—wherever there is data.

Because every company's data is different, there is no simple solution that can apply to every situation. Using their intensive focus on data technologies, One Point and Old American/Strategy 7 intend to engage only the necessary components of IBM's vast portfolio, allowing its customers to start small and grow as needed – all from one trusted vendor (IBM). Solutions are customized based on each company's most urgent business needs.

"Since I started One Point Solutions in the Detroit area 18 years ago, our model has always been entirely focused on providing a single point of contact for data solutions," said Ron Flannery, president of One Point.  He added, "We made a choice early on to stick to a single vendor for our solutions, which provides an integrated model and prevents us from having to try to piece together parts from too many vendors. IBM has built their data-related solutions both organically and through acquisitions, and it provides that single point of contact we needed to deliver our unique value proposition."

Based in southern California, long-time IBM partner Old American/Strategy 7 rounds out the offerings with many additional service and hardware options. Joe Rodriguez, Old American/Strategy 7's founder and president commented "We partnered with One Point because of their intense focus on data and for their Midwest presence. They understand manufacturing and related industries and we greatly embrace IBM's leading-edge IoT and analytical solutions."

Old American/Strategy 7 and One Point intend to roll out a "menu" of customizable solutions starting at the manufacturing-based Big M Manufacturing Convergence in Detroit on June 2-4. At the show the companies – along with IBM – will feature simulated manufacturing sensors that include real-time monitoring as well as analytics of historical assembly line data on mobile devices and other computers. Many additional details will become available in the coming months.

**About One Point Solutions and Old American/Strategy 7**

One Point Solutions asks, "You have the data: Why not use it?" Since 1997, Detroit-based One Point Solutions has provided "one point of contact for data solutions," now focused entirely on the broad IBM data portfolio. This intense focus allows One Point to provide end-to-end data software and service solutions, including core databases, data integration from various sources, and a variety of historical and predictive dashboard-based options for operations, finance, marketing and other departments in any type of company. Via IBM's tremendous growth in data-related technologies, One Point continues to evolve its offerings, now including Internet of Things (IoT), cloud, mobile, and BigData.

Old American/Strategy 7, comprised of a powerful group of professionals with varying software and platform experience, provides significant data-driven strategies that include data warehousing, data mining and data mapping solutions. The company's expertise, and industry best practices, maximizes the strength of the data integration and implementation process, providing customers with the confidence of knowing that they have a solid partner working on their behalf. The company has been committed to IBM's Data Management Products for over 20 years with over 88,000 users. Clients include Berkshire Hathaway, United Parcel Service, MGM Mirage, Verizon, American Express, Union Pacific, EDS, State of New Mexico, State of California, State of Florida, Cigna, Baylor University, John Deere, British Tire and Rubber, Household Finance, Marriott, United Nations and hundreds of others.