



A Working Partnership That Delivers

Onspring and NaviLogic Join Forces to Provide a Flexible Platform with Maximum Efficiency

NaviLogic, Inc. is a dedicated team with high expertise in enterprise Security and Risk Management programs, services and technologies. Founded in 2014, they provide services, managed-services and technology to help clients take control of their risk and compliance, using actionable insights to enable effective decisions. The company partners with their clients and configures applications to address their needs. It was through that insight and expertise that led NaviLogic and Onspring to form a rock-solid partnership.

“We had clients using other tools and when they saw what we had built with Onspring, they saw how good it was,” Bob Bennett, co-founder of NaviLogic said. “The interface in Onspring is a lot better than other platforms, and all our clients like it.” NaviLogic likes it a lot, too, using Onspring for their in-house operations.

“They are a reseller of Onspring, so when they go out to market they sell our solutions and their service, they’ll do implementations,” Kyle Graves, VP of Sales for Onspring said. “Coming to a formal partnership with them was a natural thing.”

The Choice Platform

In 2016, the two organizations formalized the partnership, and they haven’t looked back. The benefits of the companies’ combined resources have been numerous.

“For Onspring, the partnership extends our outreach. It is another channel for us to acquire clients that we wouldn’t necessarily be able to talk to,” Graves said. “NaviLogic gets them to where, by the time they come to us, they’re already a satisfied customer.”

“Our companies got connected through a rep in the Kansas City area who told us what Onspring was doing,” Bennett said of the partnership beginnings. “When I played around with the Onspring platform and realized how flexible it is and what we could do with it, we recognized it was on a whole other level and a step ahead in functionality and flexibility when compared to other platforms.



Onspring

Case Study

Company

NaviLogic

Industry

Managed Services
InfoSec
Integration

Headquarters

St. Paul, MN

Onspring Solutions

NIST CSF Program
Risk Management
Controls & Compliance
Threat & Vulnerability

Partners Since

2016



“Teaming up was something that both companies wanted,” Bennett added. “The partnership boasts the benefits of the Onspring platform and demonstrates NaviLogic’s value as a service provider to their clients. The partnership is a win for Onspring and NaviLogic, and it’s a major promotion for both companies.”

“They are truly a value add to what we offer,” Graves said. “A lot of what they do from creating applications is a great addition to what we offer as our core solutions.”

Value of the Partnership

For NaviLogic, the partnership provides a platform with a lot of additional appeal for their clients, and that includes several options.

“One use case for us would be a straight resale of the Onspring platform with a solution customized to the client’s needs,” Bennett said. “More common is when we provide on-going support for the client’s solution in a co-managed model where we bundle the Onspring license with our platform support. We also leverage Onspring as a collection point of information to manage and harmonize work flow across other platforms.”

For Onspring, the services and support supplied by NaviLogic are invaluable and a key part of the two working together.

“A lot of companies need assistance and guidance in their governance, risk, and compliance strategy—NaviLogic provides that,” Graves said. “They deliver the services that we are confident are going to be successful in our client base and we are providing a product that allows them to deliver those services successfully. Their representation of Onspring to their clients is exactly the way we want it to be.”

Next Steps: Growing the Partnership

The growth potential for joint ventures seems to be limitless for the companies, and that’s the way they like it. Both teams occupy the same space, and both move and communicate with clients in the same manner.

“A no-code platform that makes it easy to accomplish goals,” Bennett said of Onspring. “Start with, ‘What do we think of Onspring as a GRC platform?’ A relational database with a work flow engine that gives you dashboard-style reporting to make you more effective and efficient. Onspring helps you prioritize what you need to do. We feel they are the best tool for it.”

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“The high-level value of what they bring is instilling trust—we know that NaviLogic has values similar to Onspring’s,” Graves said. “We are confident that they are going to deliver and implement services in the type of fashion that we would. Anytime you’re working with a partner, there’s always a concern. Will they do things as well as we do them? And NaviLogic does, they are very similar to Onspring.”

“Onspring is our platform of choice because we know we can solve problems for our clients leveraging its capabilities,” Bennett said. “NaviLogic gets support from everybody there. We align with Onspring in terms of operation and commitment to clients—we’ve got a full, strong belief in where Onspring is headed and what can be done with it.”