How ERIO complements IBM's risk stack

Not another GRC. A decision layer above yours.

ERIO is a specialist **risk decision-intelligence layer**. It sits **above** an existing risk stack — orchestrating signal ingestion, £-quantified exposure and replayable evidence — and hands the results down to systems of record (like **IBM OpenPages**), systems of detection (like **IBM QRadar**) and systems of AI governance (like **watsonx.governance**). We are complementary infrastructure, not a competitive replacement.

WHERE ERIO ENDS AND IBM'S ESTATE BEGINS

CAPABILITY	IBM (SYSTEM OF RECORD / DETECT)	ERIO (DECISION-INTELLIGENCE LAYER)	BETTER TOGETHER
Integrated risk / GRC workflow	**OpenPages** — casebook, policy, control library, attestations, workflow.	ERIO does not run casebook workflow.	ERIO writes quantified risk deltas **into** OpenPages as first-class control observations + evidence packs.
SIEM / cyber detection	**QRadar SIEM / SOAR** — packet-level detection, SOC playbooks, incident triage.	ERIO does not do SIEM.	ERIO consumes QRadar high-severity offences + correlates them with n-tier supplier + programme exposure.
Model & AI governance	**watsonx.governance** — model cards, drift, bias, model-risk workflows.	ERIO does not host models. It quantifies the **enterprise risk exposure** of AI drift.	ERIO subscribes to watsonx.governance drift + model-risk events → materialises them into a £ operational-risk posture at the board level.
External intelligence ingestion	Point solutions per feed; partner add-ons.	**18 live feeds** ingested, normalised into one canonical schema, deduped, tenant-scoped.	ERIO becomes the intelligence spine that feeds OpenPages + QRadar with pre-normalised, decision-ready signal.
N-tier supplier graph	Tier-1 supplier register in OpenPages.	Live **N-tier** graph (Companies House · GLEIF · BYO-licence D&B / Sayari) with concentration + sanction lensing.	ERIO exports the N-tier graph as OpenPages supplier records + evidence — no manual reconciliation.
£ quantification (FAIR)	Qualitative heat-maps; some quantitative modules.	Deterministic **Open FAIR** Monte-Carlo → P10/P50/P90 £ loss curves per material risk.	Every OpenPages risk gets a live FAIR-derived £ curve, refreshed as ERIO signal shifts.
Regulator-grade audit trail	Attestation + evidence library.	**Replayable** assurance pack — inputs + FX rates + FAIR seed chained (Patent GB2613313.2).	OpenPages evidence packs augmented with an ERIO replay hash + QR verify — turns "explain this decision" into a click.

"ERIO doesn't replace IBM. It sharpens what IBM already sells."

Why this is a partner opportunity, not overlap

- ERIO is **signal-first**; IBM OpenPages is **record-first**. Adjacent needs.
- Both are DORA / SOC 2 / ISO 27001 aligned — the join is clean.
- Faster time-to-value for OpenPages customers (12-week ERIO pilot vs multi-quarter OpenPages implementations).
- ERIO is a UK IP-holding **SaaS SME** — no channel conflict.

Integration paths (all pilotable inside 12 weeks)

- **OpenPages ↔ ERIO** · REST · risk deltas + evidence + FAIR curves out; case creation in.
- **QRadar → ERIO** · syslog / REST · high-severity offences in → correlated with supply-chain graph.
- **watsonx.governance → ERIO** · model-drift events → enterprise-risk posture recompute.
- **SSO** · OIDC (IBM Security Verify) already supported.

What we are looking for from IBM

- Joint intro to **one** DORA-in-scope OpenPages customer for a 12-week pilot.
- OpenPages REST API sandbox access + a watsonx.governance test tenant.
- Optional co-marketing: shared "Risk Decision-Intelligence" webinar Q2 2026.

What IBM gets in return

- An **externally-sourced £-quantified** layer that makes existing OpenPages evidence board-ready — day 1.
- A story to counter Archer's "we do it all" narrative.
- Reference architecture the IBM Consulting team can resell.
- Zero risk to installed base — ERIO orchestrates, never replaces.

THE NEXT 30 DAYS

Week 1 · this-conversation follow-up 30-min technical walk-through: OpenPages record ↔ ERIO signal adapter live in a sandbox.	**Week 2–3** · Joint scoping Pick **one** DORA-in-scope OpenPages customer and align on the top-10 material risks to quantify in £.	**Week 4** · Pilot kick-off Fixed-fee 12-week pilot begins. IBM Consulting billable overlay optional. Joint board readout at week 12.

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