



**Secura/Isaac Group announces investment in tech advisory Blue SaaS Solutions**  
*Blue SaaS Solutions, an IBM business partner, appoints tech executive Phil Pillsbury as Chief Revenue Officer*

NEW YORK/WASHINGTON, D.C. (February 10, 2022) – Secura/Isaac Group (Secura/Isaac), a global advisory firm serving financial institutions, FinTech firms, central banks, regulatory agencies, and governments, today announced its investment in Blue SaaS Solutions, an IBM business partner focused on helping financial services organizations select and procure technology solutions.

Through its IBM partnership, Blue SaaS Solutions combines IBM’s portfolio of products and services with its own best-in-breed technologies to offer solutions to the challenges facing financial services organizations today.

Secura/Isaac, led by Chairman William Isaac, boasts a team of highly experienced former regulators and financial executives specializing in governance, risk management, regulatory compliance, financial crime prevention and detection, strategic planning, information governance, technology and cybersecurity, independent monitoring services, and resolution and restructuring services.

Helping clients navigate the complex regulatory landscape and implement important industry initiatives is a centerpiece of Secura/Isaac’s service to its clients. To that end, Secura/Isaac draws on its extensive banking industry experience, regulatory knowledge, and senior executive and regulatory relationships.

Partnering Secura/Isaac’s strategic expertise with technological knowledge will augment the value Secura/Isaac brings to clients in the financial services industry. Navigating the many disparate technologies that address needs in every corner of the financial services sector can be a daunting task. Data security, regulatory compliance, organizing big data, consolidating platforms, and monetizing innovations like AI and cloud computing are just a few of the major challenges the financial services sector faces today. Over the past two years, these challenges have been compounded by the impact of a global pandemic.

Taking a top-down approach to engagement, Blue SaaS leverages its strategic partnerships and alliances with technology companies, service delivery consultancies and cloud computing platform companies to help clients deploy cost-effective, best-of-breed technologies while simultaneously helping its technology partners maximize executive engagement.

“Combined with Secura/Isaac’s incomparable knowledge and experience, Blue SaaS Solutions’ services will bring an unparalleled value to our clients,” said Chairman William Isaac.

Also joining Blue SaaS Solutions as Chief Revenue Officer is Phil Pillsbury, a technology executive who served in numerous key leadership roles during his 20 years with leading enterprise software companies IBM, Hyperion and PeopleSoft. Prior to joining Blue SaaS Solutions as Chief Revenue Officer, Mr. Pillsbury led IBM's Financial and Operational Performance Management Group, leading teams to double-digit growth and significantly increased market share in multiple geographies.

“Our singular focus on rapidly expanding regulated industries with Secura/Isaac's depth of regulatory and operational experience and IBM's robust financial services solutions will enable us to quickly deliver high value solutions,” said Blue SaaS Solutions CEO Stephen Smith. “We're delighted to welcome Phil, who has been repeatedly recognized for his ability to build high-performing sales organizations, to our team.”

**William M. Isaac**

*Chairman, Secura/Isaac and Blue SaaS Solutions*

Bill Isaac has an unparalleled career in the financial industry and public service, spanning over 50 years. He served as Chairman of the Federal Deposit Insurance Corporation (FDIC) from 1978 through 1985, working to maintain stability during the banking and thrift crises of the 1980s, when over 3,000 banks and thrifts failed.

In 1986, Mr. Isaac founded The Secura Group, a leading consulting firm that was acquired by FTI Consulting in 2011, where he served as senior managing director through 2019. He then partnered with Howard Milstein in the financial services business, serving on the boards of New York Private Bank & Trust and Emigrant Bank, as well as serving as non-executive Chairman of Sarasota Private Trust and Cleveland Private Trust. The Secura/Isaac Group is a leading consulting firm focusing on providing high end services to banks and other financial institutions of all types and sizes. Mr. Isaac has previously served on many boards, including serving as Chairman of Fifth Third Bancorp, one of the nation's leading banking companies. He is the author of *Senseless Panic: How Washington Failed America* with a foreword by Paul Volcker. Mr. Isaac's articles are published in the *Wall Street Journal*, *Washington Post*, *New York Times*, *Financial Times*, *American Banker*, and other leading publications. More information can be found at <http://www.williamisaac.com>.

**Stephen Smith**

*CEO, Blue SaaS Solutions*

Steve is a senior software executive with a 25+ year record of successfully building, leading and inspiring top-performing direct, partner channel and service delivery teams. His career includes founder and executive roles in the Software Solutions and Services sector, from start-ups to Enterprise Technology organizations. More recently, he served as Senior Vice President of Global Sales at Certent, where he helped navigate a successful exit with an acquisition by TA Associates. Prior to Certent, he spent 9 years at IBM in various North America and Global leadership roles.