ECI ELLA SUITE FOR CHANNEL PARTNERS

Sell AI With Confidence. Govern It With ELLA.

The only AI platform built for regulated industries, and the partner program built to help you close the deal.

Your clients want AI. Regulators want proof of control. You want a deal you can close and keep.

ELLA Suite gives you all three. It is the only platform purpose-built to govern, scale, and protect AI across regulated industries, hardened across more than 800 enterprise deployments. ECI brings the platform, the compliance expertise, and the partner program. You bring the customer relationship.

The Pressure Your Clients Are Under

- Two-thirds of enterprises are stuck in AI pilot stage with no clear path to production.
- 72 percent of Copilot licenses go underutilized within 90 days of purchase.
- The SEC has issued more than 2 billion dollars in fines tied to off-channel communications since 2021.
- The EU AI Act high-risk provisions take effect in August 2026, with SEC Reg S-P close behind.

Why Partners Win With ELLA

- Lead AI conversations with a real product, not a brochure.
- Move past licensing resale into recurring governance and managed services revenue.
- Differentiate against generalist resellers with a compliance-first offer.
- Stay in control of the relationship while ECI handles delivery, governance, and risk.

ELLA™

What ELLA Delivers

ELLA Protect. Compliance, governance, and DLP mapped to SEC, FINRA, MAS, DORA, and the EU AI Act.

ELLA Gateway. Multi-provider AI routing, cost controls, and 99.9 percent SLA across Claude, Copilot, and ChatGPT.

ELLA Build. Data readiness, agent design, and MCP integrations that turn AI pilots into production systems.

ELLA Enable. Persona-based training, executive briefings, and adoption coaching for end users and IT.

ECI

FOUR PILLARS, ONE PLATFORM

Everything your clients need to move from AI interest to AI in production.



Each pillar is a revenue conversation. Protect opens the compliance dialogue. Gateway anchors the operations discussion. Build creates the services engagement. Enable secures the renewal. Together they give you four ways into an account and four reasons for the client to stay.

1 ELLA Protect: Compliance and Governance

AI risk assessment, regulatory mapping across SEC, FINRA, MAS, DORA, and the EU AI Act, DLP, a nine-scenario alert engine, and complete visibility across the AI estate.

Why it matters to you:

- Pre-built regulatory mappings for FinServ
- Sensitive data discovery across AI workflows
- Audit-ready logging and reporting
- Built for compliance officers, not just IT

2 ELLA Gateway: Operations and Control

Multi-provider failover with 99.9 percent SLA, OAuth 2.0, per-agent visibility, model right-sizing, semantic caching, and FinOps cost allocation across providers.

Why it matters to you:

- One control plane for Claude, Copilot, ChatGPT
- Token and spend caps by team and use case
- Provider failover with no rewrite required
- Cost transparency clients can actually report on

3 ELLA Build: Data and Agent Services

Data readiness, MCP integrations, agent design and build, a curated Skills Library, enterprise platform support, and day-to-day delivery handled by ECI.

Why it matters to you:

- Production-grade agents, not just chatbots
- Native MCP support for enterprise data
- Skills Library accelerates time to value
- ECI delivery shields your team from risk

4 ELLA Enable: Training and Enablement

AI readiness assessment, persona-specific training for Claude, Copilot, and ChatGPT, onboarding, weekly innovation updates, and executive briefings.

Why it matters to you:

- Role-based training, not generic AI 101
- Executive briefings to keep buyers engaged
- Drives the adoption that drives renewals
- Built-in champion program for your accounts

ECI ELLA SUITE FOR CHANNEL PARTNERS

THE PARTNER MOTION

Land. Protect. Expand. Retain.

LAND — ELLA Enable. AI Readiness Assessment opens the door and qualifies the opportunity.

PROTECT — ELLA Protect. The compliance layer locks in trust and removes the regulatory objection.

EXPAND — ELLA Build. Deep integration creates compounding switching costs and new revenue lines.

RETAIN — ELLA Gateway. Operational stickiness. Once clients route through ELLA, they cannot unwind.



Objections You Will Hear, And How to Answer Them

"We already bought Copilot."
Owning licenses is step one. 72 percent go underutilized within 90 days. ELLA drives the adoption that justifies the spend, layers in compliance, and gives clients cross-platform visibility they cannot get from Microsoft alone.

"We are waiting for AI-specific regulation."
The rules already apply. SEC, FINRA, DORA, and the EU AI Act all govern AI use today. Regulators have been explicit. The June 2026 SEC Reg S-P deadline is weeks away, not years.

"We can build this internally."
McKinsey's internal AI platform was breached in two hours. ELLA is hardened across 800-plus deployments at roughly 75 percent of the cost of an in-house build, with compliance mappings your client cannot replicate alone.

"Why ECI and not the hyperscaler direct?"
Hyperscalers sell infrastructure. ECI delivers outcomes in regulated industries, backs them with 30 years of FinServ experience, and gives you a partner motion designed to protect your customer relationship.

Ready to bring ELLA into your next deal?

Contact channel@eci.com

Ideal Client Profile

ELLA Fits Best When Your Client

- Operates in financial services, legal, healthcare, or another regulated sector
- Has already deployed Copilot, ChatGPT, or Claude and needs governance around it
- Faces a near-term compliance deadline (SEC Reg S-P, EU AI Act, DORA)
- Has stalled on an AI pilot and needs a path to production
- Is asking questions about AI risk, cost, or oversight that their internal team cannot answer