

Global Architect readiness spanning time zones

Assignment

A technology major with a worldwide presence and a partner led strategy sales model had a requirement for a strategic partner who would build competent partner teams on Architecting Solutions using Microsoft Azure. The training sessions had to be delivered to a worldwide audience so that the company could build capacity in the channel that could scale quickly, based on customer demand.

Benefits

- Training imparted to more than 300 technical architects
- Increase in level of partner competency in architecting solutions on Azure Platform specifically around real-world scenarios

Challenges

The partners should be equipped to handle various scenarios such as Data Centre Transformation, IoT etc. so that they can guide and assist their customers across the globe, who have embarked on their journey of adopting the public cloud platform.

The channel partner sales teams should be capable of delivering with speed and agility in order to reduce the time to market for the customer.

Highlights

- A series of webinars were crafted that focused on how to deal with real-world scenarios such as Large Migration Projects, Fire Fighting Projects, Large Application Innovation etc.,
- These diverse themed series were delivered over multiple time zones across multiple geographic locations.

Achievements

- Enhanced customer engagement was witnessed along with early closure where each deal was accompanied with customized architectural roadmaps for each customer engaged.
- Better handling along with a quick turnaround on customer feedback and challenges ensured.

Engagement Model

Project Outsourcing

Synergetics Value Proposition

- Custom-Built Titles
- Speakers who are Field Trained
- Green Field Content Development
- Global Architect Readiness – Architect Webinar
- Case Study Series for real world scenarios