

Global Sales Readiness spanning Multiple Time Zones

Assignment

A large worldwide technology company was seeking a capable knowledge partner who could train and build the competency of their partner teams on architecting solutions using Microsoft Azure. The trainings had to cover a worldwide audience and build up scale quickly.

Challenges

Their Global System Integrator (GSI) partners had to ramp up to handle various customer Azure scenarios especially Datacenter Transformation, IoT, Application Innovation and Big Data as they embarked upon implementing Azure for their customers who based in various locations of the world

Benefits of the customer

- Increase in the level of Partner Competence in Architecting Solutions on Azure Platform.
- Training imparted to more than 100 Technical Architects

Highlights

- Developed an Instructor led program with focus on architecting solutions for Datacenter Transformation like DR, Hybrid IT and Application Migration
- This program was delivered across multiple geographic locations

Achievement

The Partners experienced improved customer engagement along with early closure with great Architectural Roadmaps.

Engagement Model

Project Outsourcing

Synergetics value Proposition

- A Custom-built curriculum
- Speakers who are Field Trained
- Training Methodology
 - Inline case studies
 - Role Plays
 - Discussion Sessions that included debates