SYNERGETICS GET IT RIGHT

Microsoft Partner
Gold Cloud Platform
Silver Learning

Benefits

- Training imparted to more than 200 Technical Architects and Developers
- Increase in the Level of Partner Competence in Architecting Solutions delivering Solutions using the .Net Frameworks

Challenges

- To strengthen the competency expertise at various levels viz. Business Managers, Architects and Developers

Highlights

- Design and development of a role based instructor led program focusing on the different roles and deliverables of those roles.
- The program was delivered at multiple geographic locations.

Assignment

- A worldwide technology giant with a partner led strategy sales model, was seeking a knowledge partner who would take forward Microsoft's 'Around the .NET world in 80 days' initiative. The initiative was one of the key initiatives that has helped strengthen readiness of its leading Global System Integrators in delivering scalable, reliable, robust, agile & timely solutions on .NET

Achievement

- The partners were able to engage effectively with the customers.
- It accelerated early closure with impressive architectural roadmaps and quick delivery of solutions.

Engagement Model: Project Outsourcing

Synergetics Value Proposition

- Custom Built Curriculum
- Speakers who are Field Trained
- Green Field Content Development
- End to end Program Management

Global Architect readiness spanning time zones

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.

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.

Achievement

- 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

- A Custom-Built Curriculum
- Delivery by Speakers who were field trained
- Training Methodology
    - Inline case studies
    - Role Plays
    - Discussion Sessions with Debates
    - Customer Readiness Workshops

Enabling Customers on the Public Cloud

Benefits

- Witnessed Increasing level of customer sophistication in purchase of Public Cloud services.
- Training imparted to more than 200 IT Operations Executives

Challenges

- Low customer confidence due to absence of product knowledge and latest technology acted as barriers to the purchase process.
- The lengthy order booking process within their sales cycle was a major deterrent.

Highlights

- Devised and developed an instructor led program dedicated to highlight/pitch the value of the product.
- The customer IT operations professionals acquired technical competency and capability to handle the vendors more effectively through the training program.
- The training program was deliverable across multiple geographic locations

Assignment

- A large technology major with global outreach had in place a partner led strategy readiness on building a 'Purchase Vision' for their product line. They desired to enhance the contribution of their end customers towards building a level of sophistication in the purchase and selling cycle so that they can capture increased market share within the Public Cloud Market segment in India

Achievement

- The customer witnessed a spurt in the Opportunity Pipe and more active penetration into new green field accounts within a few months of delivering the training project.

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

Questions,

Need more information please email info@excelenciaus.com

Thank You