



## Preferred Workspace with Intelligence Partner

18 months+ of field delivery experience:



- First and longest tenured capability
- Fulfilling promises
- Overcoming customer challenges
- Expanding engagements

Texas Based > 200 Resources

25 READY TO GO Micro-App Builders

## WORKSPACE EXPERIENCE HIGHLIGHTS:

Enabling Citrix adoption of proven next-gen SaaS models.

Expertise and Knowledge Applications:

- ❖ Transitioned all acquired accounts to Citrix
- ❖ Implemented steady state support models
- ❖ Accelerated next-gen “go to market” readiness
- ❖ Transformed all account delivery statuses to green”
- ❖ Ensured customer referenceability for all accounts

## "CLOUD FIRST" SERVICES LEADER

More success on demand when you need it.

- ✓ Citrix Channel Partner – Deployment and resell
- ✓ "Net Easy" customer journey
- ✓ Sales enablement friendly – Presales, demo, POC
- ✓ Application priority and productivity assessments
- ✓ Custom connector integration know-how
- ✓ Microapp builder – Scalable workforce
- ✓ “Follow the sun” engineering and support teams
- ✓ Elastic delivery resourcing and location
- ✓ Fixed price cost model options
- ✓ Customer success aligned and driven

## SALES. DELIVERY. TRANSFORMATIONAL VALUE.

*Experienced global business leaders translating technology into business outcomes.*

- ◆ Consulting, implementation, and managed lifecycle services
- ◆ Industry leading "rapid time to initial value" using our proven hybrid-agile delivery methodology
- ◆ 500 + solutions deployed
- ◆ End to end **predictable, repeatable, and scalable** deployment process across top SaaS platforms.
- ◆ White label services execution for the largest OEMs, GSIs, and resellers.