Helping an Independent Software Vendor Succeed

- **Problem**
  - Our client was launching a new cloud version of their product and needed some additional cloud expertise to design, architect and implement the right solution.
  - To gain ROI, the client wanted to quickly scale adoption and sales of the improved product. In order to have high visibility, the client also wanted to publish their offer on Microsoft's Azure Marketplace. However, they found the process a bit cumbersome and trickly.

- **Solution**
  - We provided a 5-week implementation to help the client successfully publish an application on the Azure Marketplace.
  - We trained the necessary departments on the application and Azure Marketplace so that they can comfortably take ownership moving forward.

- **Benefits**
  - Our client has a robust new offer that is successfully published on the public Azure Marketplace gaining visibility and closing their first significant deal in the first few months.

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