



PARTNER AWARDS 2020

# Industry

20-003326 - Brazil - Sinqia increases the availability of its applications and software to its end customers.

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## **Sinqia increases the availability of its applications and software to its end customers.**

### **Highlights**

- Azure increased significantly availability of Sinqia's applications
- Increased customer consumption
- Solo helps to improve Sinqia commercial performance with Azure sales pitch
- Workshops for IT and commercial departments

### **The client**

Sinqia, one of the 100 largest Fintechs in the world, is the provider of the most desired technology experience for the financial market in Brazil, operating in four software and two service verticals

### **Understanding client needs**

In companies that deliver software as a service, availability, security, and efficient support become key points to ensuring a differentiated delivery to customers. Before established the partnership with Solo Network, Sinqia was facing unavailability issues with their data storage services, the difficulty of scaling up and out solutions as well as the support's deficiency while handling the open tickets according to the SLA.

### **Solution**

After a detailed analysis of the customer environment, meetings to align the business and technical necessity, and presentations about Microsoft Azure's differentials comparing to other market players, Sinqia has decided to adopt the Microsoft Azure through Solo Cloud - a Solo Network managed services solution based on Microsoft Azure. Beyond consulting on the choice of solution, Solo carried out migration monitoring by suggesting optimized scenarios as well as workshops for IT and commercial departments, deepening the knowledge of the customer team in the implemented solution. The work done at Sinqia is already starting to deliver results. The customer consumption has already presented growth over 23K FOB and the expectation for the next monthly cycle will be 40k FOB. Those results have been brought through Sinqia's business-oriented strategic planning, customer environment study, migration efficiency as well as and execution monitoring.

### **Products and services**

- Consulting for adoption and migration of storage services to the cloud
- "Solo Cloud" based on Microsoft Azure
- Microsoft Azure Office 365
- Project Online
- SQL Server Visual Studio

<b>Before</b>	<b>After</b>
Local Data Center	Azure platform

Unavailability with your data storage services	High availability of services
Difficulty to expand solutions	Scalability and consumption projection flexibility

**Customer testimonial**

“Having Solo as Sinqia’s partner on licensing/Microsoft Software Management has given us security and confidence on the decision-making process for this project. Solo gave us support on the environment’s analysis and study of the scenario hosted on other DC to Azure, as well as the understanding of the corporate environments and customers. Since the planning, the monitoring together with the technical team and assistance on the scenario, up until the training for the commercial team on the development of new businesses and BackOffice of the company.

It was of utmost importance for the technology management, to get off a number of 7 cloud providers in 2017 to have the Microsoft Azure as the main platform.”

Thiago Campos Pereira

CIO / IT DIRECTOR

[Supporting Documents](#)

\*\*\*\* END OF NOMINATION \*\*\*\*