

Boosting Operational Efficiency with Mejeticks Support

Enhancing IT Infrastructure with Best Practices and Strategies for Efficiency and Security

The challenge

Managing 15 data center footprints across the globe, this SaaS organization is at the forefront of delivering specialized encryption solutions to the financial industry. Struggling with the complexities of finding specific data center spaces in various international markets, the management team needed additional resources. With the IT team overwhelmed from juggling negotiations with multiple sales reps and trying to understand each market's and data center's specific attributes, all while staying within budget they needed a better way to manage their growth.

The approach & solution

The initial step in refining the client's data center strategy was to understand their global footprint and requirements clearly. Mejeticks gained insight and quickly sought a strategy to address the client's challenges. The solution provided by Mejeticks entailed:

- Identifying data centers that provided the necessary **connectivity to AWS** and met stringent security standards to support the client's customers.
- Narrow their options to 3 suited data center providers, offering the client detailed comparisons, demos, and site visits where possible.
- Acting as the client's advocate, Mejeticks negotiated on their behalf to secure **favorable contract terms**. They ensured a clear understanding of the contractual language between the organization and the selected vendors.

The outcome

Mejeticks stepped in as their advocate, negotiating favorable data center deals, including **pricing and contract terms**, and translating the organization's requirements into **clear, actionable** terms for the data centers.

- By leveraging our expertise and industry knowledge, we streamlined the **research and evaluation process**, saving the client valuable time.
- Our strategic approach resulted in reduced interest costs on data center space, providing significant **financial benefits**.
- The client was able to focus on their **core business operations**, with a clear path to setting up demos and tours with potential providers, ensuring optimal **connectivity and security**.

“Working with Mejeticks allowed us to stay focused on our business while they handled the complexities of data center management. I can now maximize my time on day-to-day tasks rather than continuously meeting with technology vendors to find the right space for our clients.

- Chief Information Officer at SaaS Organization

Mejeticks is an IT Advisory and Consulting firm with over 20 years of experience helping Enterprise Customers with Network, Voice, Cloud, and Data Center vendor selection.

Contact our team at info@mejeticks.com or visit our website www.mejeticks.com for more information.