

It's all about...



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Customer	TCP
Partner	Syntax
Industry	Lighting Manufacturing & Distribution
Use Case	Move and Modernize JD Edwards on OCI
Cloud Services	Compute, Storage
Buyer Title	IT Director
Deal Size	ARR - \$58K
Win Quarter	FY22 Q4
Team	Partner Manager - Reid Drossos, Alliance Consultant - Deepak Munjal CPR - Matt Sherwood, RVP - Michael Shields
Key Partner Takeaways	<ul style="list-style-type: none">• TCP was running an outdated version of JDE, which had to be upgraded and would require new infrastructure to support it• Current infrastructure partners' plan was to sell TCP new hardware, thus keeping the JDE environment on premise in their data center, however there was a significant backlog on equipment delivery which did not meet TCPI's upgrade timeline• Syntax, as TCP's chosen JDE partner for the upgrade, positioned OCI as the optimum solution to enable an immediate start to the upgrade, and in the end delivered the modernization of their JDE platform two months ahead of schedule