aws partner network

Advanced
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REPTIME
SALES SOFTWARE | keste

AWS Case Study
Retail Application Modernization
Helps Generate New Business

About RepTime

RepTime Sales Software is a leading provider of sales order and catalog automation solutions designed specifically for sales representatives across the United States, Canada, and South America. Focused on B2B sales, their technology solutions currently facilitate the entry, transfer, and tracking of over $4 billion in yearly orders for more than 5,000 sales representatives in multiple industries including Apparel and Fashion, Food and Beverage, Lighting, and Toys.

THE CHALLENGE

• As a result of rapid growth, the company quickly outgrew its infrastructure.

• The desktop-based environment, localized SQL databases, and native Windows applications were a growing concern for support and maintenance.

• Overspending in total IT costs.

• Compounding costs associated with onboarding new clientele had become a barrier to future company growth.

THE SOLUTION

• Phased approach to refactor and migrate the entire infrastructure into the cloud, allowing the business to continue to run while the new system was being built out.

• Keste developed global secured microservices architecture for flexible scalability, and a DevOps CI/CD pipeline for faster time to deploy.

• Leveraged AWS Cognito to securely simplify the onboarding process.

• Employed AWS-recommended 6R migration strategy during assessment to evaluate and lay the strategy and roadmap.

THE BENEFITS

Benefit 1: Lowered Expenses
Reduced operational expenses by over 33%

Benefit 2: Grew Revenue
Increased revenue stream nearly 45% in just 3 months

Benefit 3: Improved Performance
Increased application performance by over 37%

ABOUT KESTE AND AWS

Keste, an Advanced Consulting and QuickSight Implementation Partner in the AWS Partner Network (APN), provides low risk, high value systems integrations that help accelerate timelines and reduce costs.

Amazon Web Services provides a broad platform of secure, cost-effective, high-performance cloud services that can help you collect, store, process, and analyze Big Data workloads.

NEXT STEPS

To learn more about how AWS and Keste can help your business, visit our partner page : https://amzn.to/2TuTjXl