

It's all about...



Customer	Amy's Kitchen
Partner	Syntax
Industry	Food Processing
Use Case	Move and Modernize Oracle EBS to OCI
Cloud Services	Migration and Managed Services
Deal Size	\$100K ARR x 3 years
Win Quarter	FY21Q4
Team	Partner Manager – Reid Drossos, Alliance Consultant – Deepak Munjal, CPR – Billy Gee, ECA - Morrison Satvedi
Key Partner Takeaways	<ul style="list-style-type: none">• Syntax identified the opportunity, architected the deal, negotiated and resold the OCI credits, and migrated the applications. Their knowledge of best way to compete against AWS shifted this deal toward OCI• Syntax expert Cloud Architects understanding of both OCI and the applications was invaluable to winning this deal, including differentiating against AWS

#na-alliances-channels