Availity win wire

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Availity®

Customer	As the nation's largest real-time health information network, Availity provides mission-critical connectivity and develops intelligent, automated, and interoperable solutions that foster collaboration and deliver shared value across the healthcare ecosystem through omni-channel connectivity.
Industry	Healthcare and Life Sciences
Use case	Application Disaster Recovery – Backing up all critical applications that run in Availity's multiple data centers.
Cloud services	OCVS Oracle Exadata Cloud Service ORACLE Cloud VMware Solution ORACLE Exadata Cloud Service
Buyer title	Chief Information Security Officer & Chief Technology Officer
Deal size	$ 1M ARR
Win quarter	Q1 FY'25

Team		
• Oracle PM: Angie Mills	• Syntax AE:	Tyler Reed
• Oracle Mgr: Jeff Holmseth	• Syntax PM:	Violeta Albrecht
• Oracle CPR: Brianna Pilewicz	• Syntax Solution Architect:	Mike Rulf
	• Syntax VP:	Rich Bradley

Key partner takeaways

- Availity runs their business applications in an on-premise data center with disaster recovery services being delivered through Equinox.
- Due to the sensitivity of their most critical business applications, Availity turned to Syntax to provide additional disaster recovery services to provide further protection against a ransomware attack.
- Availity is currently an established Azure and AWS shop, however Syntax positioned OCI as the cloud of choice given their robust VMWare and Exadata requirements.
- Customer requires a highly secured cloud infrastructure landing zone with strict auditing controls that included additional Syntax Managed Security Services.
- Syntax was chosen for the combination of deep Oracle Cloud, Exadata and VMWare expertise, as well as establishment of trust with Availity's senior leadership.
- Syntax was able to commit and will deliver project in under 60 days.
- Sales Cycle: 60 days