



## // INTRODUCTION

This multinational information technology company provides products, technologies, software, solutions and services to individual consumers, small and medium-sized businesses as well as large enterprises, including customers in the government, health and education sectors.

The company wanted to expand their library of offerings and capabilities, as well as include some applications they were using to support new clients (such as VAN services, tracking tools, etc.). Processes between the Company and its customers were supported by several tools, which needed to be integrated to achieve an efficient and seamless process.

## // CHALLENGE

As an international organization, the Company offers services in different countries and needed to provide a centralized and secure infrastructure supported around the clock.

Their clients also have many unique requirements and often involve multiple systems sharing information with and between various data sources.

***ONE OF THE GREATEST BENEFITS DELIVERED BY THE RELATIONSHIP WAS THE ABILITY TO INTEGRATE WITH ANY SYSTEM, WITH ANY FILE FORMAT AND CONNECTIVITY METHOD.***

## // SOLUTION

The Company chose Meade Willis' solutions and integration services for the company's and their clients'. This allowed them to immediately increase their capabilities and to offer a host of solutions to meet their client's needs.

One of the greatest benefits delivered by the relationship was the ability to integrate with any system, with any file format and connectivity method. MW's platform was able to connect to more than 800 of their customers' systems, supporting more than 50,000 users, in all kinds of industries. The solutions also provided them and their clients visibility of all exchanged data, with status tracking and collaborative tools, which made them more efficient and productive.

Meade Willis' Systems Integration services ensure seamless communication between all parties by using conversion mapping, validation and reconciliation tools. The solution improves accuracy and results in reduced rework and disputes.

The solution enabled the Company to successfully integrate the solutions with existing processes and also to ensure data integrity, authenticity and legibility. Data was validated where required and the Company was able to access information regarding its clients' activities much more quickly, and in human readable formats.

## // RESULTS

By working with an expert partner, the Company was able to increase its profit margin, while doing a fraction of the work. Implementing Meade Willis' solutions also significantly reduced the company's costs.

The platform provided by Meade Willis was branded under the Company's name and allowed them to expand their business by offering more solutions, and covering more complex requirements, from client's using any type of system and format.

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