

Axcelinno accelerates customer success with Red Hat partnership



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Axcelinno, a global software consulting firm, helps customers deliver Red Hat technology solutions quickly. Axcelinno's software reselling, comprehensive suite of professional services, and a unique, hands-on mentoring model ensures customers receive first-class results.

Challenge

- Provide modern open source solutions and help customers achieve success faster with fully tested and certified software.
- Deliver guaranteed patches, updates, hotfixes, legal assurance, and award-winning support for customer workloads.

Solution

- Aligned Axcelinno's professional services and mentoring model with the Red Hat product portfolio for supported and stable open source solutions.
- Collaborated with Red Hat to rapidly deploy Axcelinno-hosted turnkey Red Hat environments ensuring success.

Benefits

- Created more than 80 new customers, increasing mid-market and SME segments by more than 300% to become one of Red Hat's top Apex resellers.
- Helped customers gain a competitive advantage by accelerating their adoption of modern technology based on Red Hat products.

"Our partnership is symbiotic and mutually beneficial. It is built on trust and transparency, where we are focused on finding innovative solutions for our customers."

Josh Minthorne
Director, Axcelinno