

# Eclectics achieves triple-digit growth with partner resources



## IT Services

## Software

Red Hat® OpenShift®

## Partner resources

Red Hat CHAMP  
(planning methodology)

Red Hat Advanced Partner

Red Hat Accelerators program

Eclectics International (Eclectics) transformed African banking through affordable, state-of-the-art, IT solutions.

### Challenge

Eclectics wanted to improve the customer experience for the banks it works with and, at the same time, grow its presence in the African market.

### Solution

- ▶ Built a strategic business plan using Red Hat CHAMP (planning methodology) to accelerate time to productivity, capturing jointly committed activities and revenue streams
- ▶ Joined the Red Hat Accelerators program, growing Red Hat skills with business and technology teams gaining accreditations

### Benefits

- ▶ Expanded from 15 accounts in Kenya to 111 accounts in 9 countries
- ▶ Achieved triple-digit growth in Red Hat revenue
- ▶ Gained early insight into Red Hat technology roadmap
- ▶ Moved from Ready to Advanced partner status

"Through our partnership with Red Hat, we give our customers the best of the best, everything they need; they do not need to look elsewhere."

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**Boniface Ouko**

Head of Enterprise Business,  
Eclectics International

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