

# Plutora's Partner Program



**Plutora works collaboratively with its partners to improve our ability to solve customer problems by working with companies that share the same vision for driving quality software delivery in the enterprise. Partners leverage Plutora's solutions and resources to help their customers, while also benefiting from valuable resources and benefits that aid in their own success.**

A critical aspect of the partner program is how it offers more than just software support. Partners have access to a vast array of resources, from marketing and sales tools to technical support and training. These resources are designed to help partners become experts in Plutora's solutions.

Plutora's partner program is an extension of the company's commitment to helping businesses deliver high-quality software at scale. Partners play an integral role in this mission, and Plutora is dedicated to supporting them every step of the way. By partnering with Plutora, companies enhance their capabilities to help their customers achieve their objectives.

# Common Challenges Faced by Enterprise Service Providers

**Enterprise service providers play a crucial role in helping businesses adapt to the evolving digital landscape. While these providers offer a range of valuable services, they also face a number of challenges in their quest to deliver comprehensive solutions to their clients.**

## **Complex Integrations**

Integrating legacy systems with modern cloud-based solutions demands extensive knowledge and expertise. Service providers navigate compatibility issues, data migration challenges, and security concerns, while ensuring minimal disruption to their clients' operations.

Every enterprise client comes with organizational challenges, such as cultural problems from mergers and acquisitions, cost pressures, integration issues, and legacy technologies. Negotiating these obstacles means helping manage change throughout the organization, providing advice when asked, and sometimes not giving it when it's not desired.

## **"The real world is messy." - ShiftLeft**

Enterprise service providers often address situations that don't fit neatly into predefined categories or solutions. To meet them, they must be agile and adaptable, and devise custom solutions for unique client needs and changing business environments.

## **Domain-specific Knowledge and Skills**

Without deep expertise in their clients' industries and the tools required to address them, providers can't offer effective solutions. This involves staying up-to-date on industry trends, regulations, and best practices, and developing specialized technical skills.

## **Navigating Licensing Requirements**

Licensing can be a complex and confusing area for service providers. Each client presents a unique situation, and success means finding a solution that addresses their concerns while minimizing costs. This requires a solid understanding of terms, compliance, and cost-saving strategies.

## **System Resources**

Creating a solution for an enterprise client often includes testing and evaluating various technologies and products. This can be a resource-intensive activity that necessitates access to hardware, software, and personnel with the necessary expertise. Even with access to flexible cloud resources, it can quickly drive up the cost of a project.

## **Client Training**

An engagement isn't complete until the client knows how to take their new system and run with it. So, training clients to use and maintain their new solution is just as important as delivering it. This may involve creating user guides, workshops, and ongoing support to help clients get the most out of their new systems.

## How Plutora Can Help

### What Plutora Provides Customers

**Plutora provides tools for navigating complex integrations and managing software development, including test environment management, release management, value stream management, and analytics & reporting.**

**Test Environment Management:** Many clients either spend too much time managing test environments manually, or struggle with misconfigured environments. Plutora's Test Environment Management helps teams manage and spin up test environments quickly and easily, allowing for faster testing and increased productivity.

**Release Management:** Without effective release management, teams struggle to deliver high-quality software on time and on schedule. Plutora's Release Management tool automates the release process and provides a single source of truth across all stages of the process.

**Value Stream Management:** Plutora's Value Stream Management tool helps organizations optimize their software delivery with end-to-end visibility, automation, and streamlined workflows. It ensures that all teams are aligned and working towards the same goals.

**Analytics & Reporting:** Clients need real-time analytics and in-depth data on how well their systems are working. Plutora's Analytics & Reporting tool provides powerful data insights that help organizations better understand and improve their software delivery processes.

### What Plutora Provides Our Partners

**Plutora offers partners a wealth of resources and support to assist with sales, consulting, training, and licensing.**

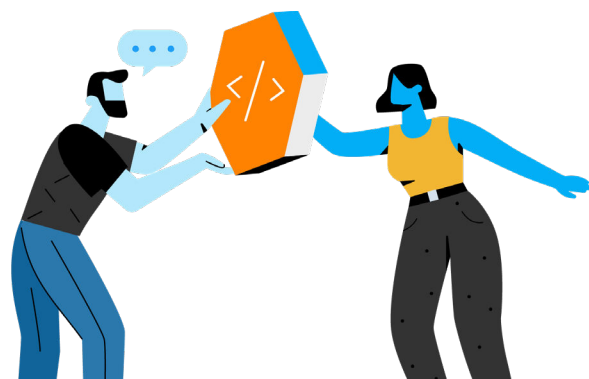
**Sales support:** Plutora provides partners with assistance throughout the sales process, including product demonstrations, sales engagements, proposal generation, and competitive analysis.

**Technical expertise:** Technical expertise is available for partners for any product or integration issue. Plutora's experts are available for advanced integration issues, design support, capacity planning, and troubleshooting.

**Online training:** Plutora offers training resources and materials to help partners familiarize clients with Plutora products and use them effectively. These include a knowledge base, training videos, and webinars.

**Licensing:** Partners have access to flexible licensing options to meet the needs of their customers, especially during product trials.

**Partner portals:** Plutora provides partner content hubs with a wealth of resources, including training materials and product information.



## Partner Success Stories

### Major Apparel Manufacturer

Wipro, a multinational consulting corporation, was asked by a major apparel company to help with release management, DevOps, and quality control. Wipro's team worked with Plutora to create a release orchestration solution for just one of the client's product lines. It saved them more than \$6.5M in its first year.

*"And with the overall exercise that we did for just one for one portfolio, we were actually able to unlock \$6.5 million savings."*

**Wipro**

### International Financial Institution

ShiftLeft, a Plutora partner specializing in quality assurance and testing, engaged with an international financial institution that needed

help managing their test environments. The client expressed interest in Plutora TEM tools, but had doubts regarding how they would work with critical infrastructure. Plutora provided technical and sales support that helped show the organization how well the tools would work. This allowed ShiftLeft to not only help their client, but build a solution they could provide to other clients.

*"A lot of the challenges... have simply gone away because of Plutora's flexible style. In particular, licensing but also the technical expertise that's available to talk to people, you know, we're never left floundering trying to explain how a solution might be developed. And the willingness for Plutora to bend over backwards and do things is just not present in other vendors" -*

**Dave at ShiftLeft**

## Conclusion

Partnering with Plutora provides a range of benefits, including access to powerful software solutions, technical support, and training resources. Our partner program is designed to help enterprise service providers meet the challenges of delivering comprehensive solutions to their clients, and it has a track record of helping service providers build the solutions their clients need.

With Plutora's tools and support, partners can help their clients achieve their objectives and drive quality software delivery in the enterprise. To learn more about partnering with Plutora, visit our website or contact us today.