

## Case Study:



Jana represents GigaSpaces, an Israeli company, in the UK region and has closed substantial revenues in a two year period as well as establishing a local partner ecosystem.

**Objective:** To build out GigaSpaces presence in the UK marketplace. Jana was tasked with building out an ecosystem of partners both in the UK and Europe and also closing out new clients, and building out a UK operation

**Strategy:** Jana has closed substantial revenues for GigaSpaces in 2 years and established GigaSpaces within the HPC, Grid and DataGrid market in the UK, adding many blue chip customer names in the process. An eco-system of partners and resellers has also been created

**Results:** The results have been truly impressive including several 7 figure deals, an impressive local customer list, and a many local partners, resellers and SI's established from the Top Tier to boutique partners.



**Jana** Technology Services provide outsourced sales, consultancy and marketing services for Technology companies in the UK.

We have particular expertise in helping companies outside of the UK and Europe to penetrate the region.

