

AARNA GLOBAL INFOTECH SOLUTIONS PARTNERSHIP

CUSTOMER:
**AARNA GLOBAL
INFOTECH SOLUTIONS**

INDUSTRY:
IT SERVICES

Aarna Global Infotech Solutions is an organization focused on providing state-of-the-art technical solutions in association with global IT leaders. Aarna's expertise is in consultation, enterprise solution integration, technology maintenance and support, IT outsourcing, and education delivery services.

NEED

Aarna believes in working toward a better understanding of the requirements and priorities of its customers. They found **customers lack the knowledge to match security solutions with their needs**. Aarna's need for F-Secure's services helped them overcome these challenges.



F-Secure Protection
Service for Business

SOLUTION

Aarna and F-Secure enjoy an effective relationship where they approach the market **as a single team**, which helps the two companies meet their business objectives while satisfying customers.

F-Secure provides **regular training sessions and support** to Aarna's sales personnel to ensure end customers receive the best solutions for their needs. Aarna and F-Secure also conduct joint calls with customers to provide comprehensive technical support.

**COLLABORATIVE
APPROACH**

RESULTS

**Key benefits: Better delivery on more
comprehensive solutions**



"This kind of partnership gives you the peace of mind to focus on expanding your business in other key areas. F-Secure's award winning solutions minimize the risk of failure on the customer's end, which helps secure business relationships."

Manish Mehlatw, Director at Aarna Global Infotech Solutions

