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TRIUMPH LEARNING: A MANAGED AMAZON WEB SERVICES (AWS) CUSTOMER CASE STUDY

Connectria provides expert managed AWS services, including 24/7 monitoring and support.

Triumph Learning is an industry leading provider of supplemental educational content. With more than 20 years in business, they reach over 60 million students and 400,000 teachers in 36,000 schools each year. As an AWS customer, they needed an expert Managed Service Partner to allow critical resources to bring the focus back to product development, rather than on day-to-day infrastructure management. They chose Connectria. Learn why.

amazon web services | Partner Network

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About Triumph Learning

New York based Triumph Learning is an industry leading provider of supplemental educational content, serving school grades kindergarten through 12. For more than 20 years, Triumph Learning has provided research-based, print and digital solutions for instruction, intervention, and test success. Today they reach more than 6 million students and 400,000 teachers in 36,000 schools each year; offering unique student solutions, robust teacher support, and professional development opportunities. With products such as Waggle™ and Coach™, Triumph Learning is committed to building seamless, digital learning solutions to help students achieve success and progress in their learning paths.

Triumph Learning Challenges

Triumph Learning first looked to the cloud as a means to maximize efficiency, adaptability, and to recognize cost savings. Since Triumph Learning offers the education market cutting edge platforms and engaging, dynamic content, they knew they needed a flexible and scalable infrastructure solution to provide the best experience possible for their customers and to enable them to respond quickly to changes in infrastructure demand.

Triumph Learning found powerful solutions through Amazon Web Services (AWS). With AWS, they were able to utilize a full spectrum of database and platform API services with the functionality, scalability and pricing they were looking for.

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Once the infrastructure set-up was implemented, Triumph's technology team began a search for a managed AWS provider. They sought a company with AWS experience who could provide 24/7 support and to take on the responsibility of managing and monitoring its critical systems. They knew that having a solid partner in this area would enable them to be wholly and totally focused on product development and their customers.

Choosing Connectria

In seeking a managed AWS partner, Triumph Learning used several criteria in its selection process:

- Proven managed AWS expertise across the full breadth of AWS' offering
- 24/7 monitoring capabilities
- Competitive pricing

Triumph Learning built a list of potential providers and spent roughly a month evaluating vendors until they reached Connectria. According to Raj Chary, VP of Technology and Architecture, "So many providers claimed they knew AWS, but really only supported 1-10% of what AWS offered. The minute we called Connectria, we were on the phone for 2 days talking directly to senior engineers and service teams who would actually manage our environment; it wasn't just a sales call. That experience made us comfortable signing a contract after just 2 days."

"Working with Connectria and AWS has allowed us to bring the focus back to product development. At this point, we barely think about infrastructure. We don't worry about it and that's gotten us about 80% of our time back to focus on our customers and the products we build."

Raj Cherry, VP of Technology and Architecture, Triumph Learning

Triumph Learning truly values their relationship with Connectria. In his role as VP of Technology and Architecture, Chary consistently looks for ways to leverage new technologies while balancing efficiency and costs along the way.

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About Connectria

Connectria provides award-winning cloud computing, managed hosting and custom managed hosting solutions for more than 1,000 customers in over 30 countries worldwide. We are experts in complex multi-vendor solutions, and we support the broadest range of technologies, managed services and security in the industry.

At the core of Connectria is our No Jerks Allowed® company philosophy. As The Jerk Free Company®, we've established a unique culture where every individual goes "the extra mile" to take care of our customers. Being The Jerk Free Company® extends beyond our people too. We make it easy to do business with us through flexible terms, scalable solutions and straight-forward pricing to serve the hosting needs of large and small organizations alike.

nojerksallowed.com

To learn more about Connectria's Managed Amazon Web Services, please visit us at:
connectria.com/cloud/managed_aws.php

To learn more about Triumph Learning, please visit :
triumphlearning.com
wagglepractice.com

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