Intelligent SME.TECH Issue 05: Honan Insurance Group scales for growth with managed services provider blueAPACHE - blueAPACHE

Canonical: https://www.blueapache.com/blog/intelligent-sme-tech-issue-05-honan-insurance-group-scales-for-growth-with-managed-services-provider-blueapache

Details:

March 15, 2021

Read how we supported Honan Insurance Group’s growth in the March 2021 issue of Intelligent SME.TECH.

For further background, our Honan Insurance case study describes the network challenges, supplier selection and subsequent managed-services engagement.

How long does it take to read the Intelligent SME.TECH Issue 05 article about Honan Insurance Group?

Estimated reading time: about 1 minute, based on 55 words of article text on this page at 200 words per minute, excluding the Q&A and image list.

Where can the full article about Honan Insurance Group and blueAPACHE be read?

The full article can be read via a link to the March 2021 issue of Intelligent SME.TECH, hosted on Joomag (view.joomag.com).

What business challenge did Honan Insurance Group face before engaging blueAPACHE?

Our Honan case study describes repeated network outages and service levels that did not meet Honan's expectations. Honan sought a partner that understood its growth plans and required service levels; it does not establish that the incumbent lacked international expertise.

How did Honan Insurance Group first engage with you before formalizing a partnership?

The Honan case study says major network outages occurred during the RFP process. As a shortlisted supplier, blueAPACHE provided technical guidance and fixed issues around Honan's Palo Alto technology stack before the master services agreement was signed. The case study does not give a remediation response time.

What did Honan's Chief Operating Officer say they needed in a managed services partner?

Honan's Chief Operating Officer said they needed a partner that 'understood the growth path we were on and the service levels and vision that we required.'