



**TRIMAX  
AMERICAS**

125 Village Blvd, Princeton,  
NJ. 08540 P: (888) 841  
6889 F: (609) 454 3208

Microsoft Supplier#  
0002261695

Listed as follows:

Data Glove Inc dba,  
**TRIMAX AMERICAS**

**Certified Diversity Partner**

---

**Azure Cloud Migration  
References:** Healthcare,  
Insurance, Finance, Banking

**Certified ISO  
Accreditations:** ISO 9000  
(QA) ISO 20000 (ITIL &  
ITSM), ISO 22301 (Business  
Continuity & DR).

## **Trimax Americas (TMA) – Executive Summary:**

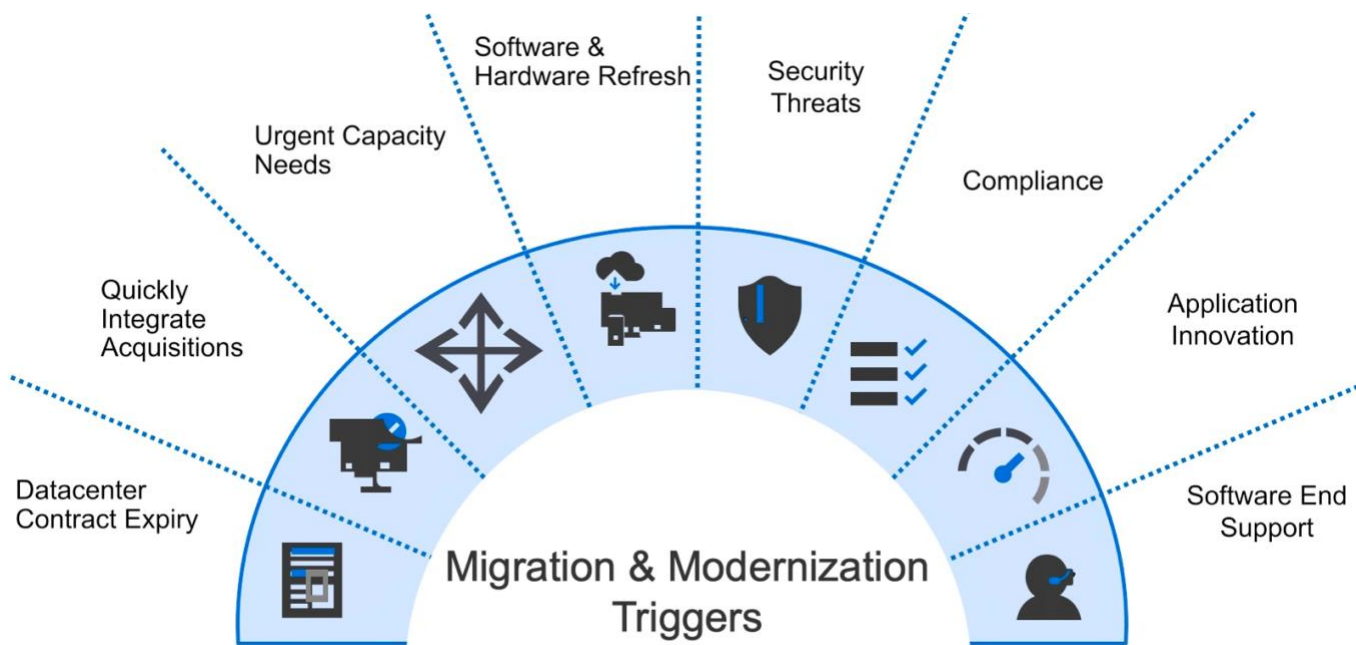
Data Glove Inc, dba. Trimax Americas is a Tier One Microsoft Partner, Microsoft Gold Partner, and recently became an OCP (One-Commercial Partner) with 13 branches across 9 countries worldwide. Trimax Americas (TMA) is one of the leading providers of cloud transformation services with 12 plus years of experience and over 100,000 servers, workloads and applications migrated for more than 100 customers. Enabling customers to transform their Digital Footprint by providing affordable, reliable, solutions through delivery centers in the US (on-shore), Costa Rica (near-shore) and India (off-shore).

## **Insight on Cloud Migration and Modernization (CloudMo):**

**Migration Plan:** TMA aligns your business outcomes, priorities, and constraints to establish a migration strategy & plan that shapes the unique approach to your migration and modernization needs.

We can migrate and modernize a single portion of your IT portfolio, or deliver a comprehensive strategy including the full collection of your data centers, workloads, and/or miscellaneous IT assets supported across all of IT. Proper management of the portfolio across the migration effort will drive the desired business impact.

**Migration Implementation:** We take an iterative approach for migrating and modernizing the digital estate in alignment with targeted business outcomes and change management controls. During each iteration, workloads are migrated &/or modernized in alignment with the strategy & plan.



## Key Value Drivers:

- **Modernization** – Improving Consumer and Employee experiences.
- **Transformation** – Advancing how businesses operate and interact with the market.
- **Growth** – Making products and services scalable to support increasing business needs.
- **Business Returns** – IT must rapidly produce measurable business returns to stay relevant.

**Question:** What is the overall business proposition that TMA offers, and what makes it better than other providers?

**Answer:** TMA operates with 3 key **Sustainable Competitive Advantages (SCA's)**, when compared to others.

**SCA #1: Diversity of Services.**

Trimax Americas can offer a diversity of services in partnership with Microsoft to help you find the most comprehensive solution. These services include, **Microsoft Premier Field Engineering, Microsoft Consulting Services, One Commercial Partner Program, Microsoft Customer Support Services**, and the **MS Factory Cloud Modernization**.

This diversity in technology and services is a strong indicator of how agile TMA is, and demonstrates the level of partnership, responsiveness and capabilities they can provide to any organization.

**SCA #2: Global Capacity for Global Consistency.**

TMA operates in a global capacity and have established their own facilities with a sustainable On-shore/Off-shore/Near-shore resource pool, currently servicing:

- United States.
- Canada.
- Europe (Scotland, UK, Germany).
- Australia.
- Costa Rica.
- Brazil.
- SE Asia (Singapore, Japan, Korea).
- India.

**SCA #3: Mandatory Soft-Skill training for all engineers.**

Once a new hire has passed all back-ground checks and is approved for hiring, a mandatory eight-hours of soft-skill training is conducted prior to onboarding. The focus of the training is to ensure the highest quality of customer service for any engagement.

While many engineers may meet the bar of technical skills, Trimax Americas recognizes the importance of customer service and emphasizes training around effective verbal and written communication, customer etiquette and timely follow up.

Our “Soft Skill Training for Engineers,” is delivered by retired Microsoft Services Director, Carlos Merla who is an accredited Executive Coach and Microsoft Master Trainer for the Premier Field Engineering Essentials Educate program.