

How We're Different

What makes us different is the difference we make for our customers—we help them move faster, think differently, and work smarter than the competition. A few things that set us apart:

- **Scale and Agility:** Global scale with the agility of a cloud specialist
- **Iterative Delivery Model:** Optimized for the agility and speed of the cloud
- **Focused on Adoption and User Experience:** Our expertise with customer-centric applications ensures greater adoption and ROI
- **Appirio's Cloud Enablement Suite:** Each consultant is armed with an integrated platform of tools, assets, analytics and community to improve results of cloud initiatives
- **Global Development Community:** We created and manage CloudSpokes, a community for crowdsourcing cloud development that elastically scales our team and offers more creative solutions
- **Exclusively Public Cloud:** We only partner with cloud leaders and our business runs on the platforms we recommend

Our Customers



Who We Are

Appirio helps companies power their business with the cloud. Founded in 2006, we have a proven track record of implementing, extending and connecting cloud applications and platforms like Salesforce.com, Google Apps, Workday and Amazon Web Services. Our team of 400 experts across the U.S., Europe and Asia, are supported by a 30,000 person-strong global cloud developer community and technology built from thousands of cloud projects. We've moved more than 1.5 million people at 300 enterprises to the cloud, arming them with the knowledge, resources and technology they need to ensure success.

What We Do

Appirio applies new ideas and cloud technology to help enterprises become more efficient and agile, freeing companies from the inflexible technologies of the past and enabling them to take advantage of advances like social and mobile to better engage customers and employees. We do this with professional services that are supported by our unique Cloud Enablement Suite, which brings to bear our assets, experience and collective intelligence from across thousands of projects and our global CloudSpokes development community.

Our Services

Appirio provides services across the adoption lifecycle, all of which have a strong foundation in customer-centric thinking where user experience and user adoption are front and center.

- **Strategy:** Appirio helps executives develop a business-case driven strategy, architecture and blueprint to successfully transition their application and infrastructure portfolios to the public cloud.
- **Migration and Integration:** Appirio provides technical and business process expertise to migrate enterprises to public cloud applications such as Salesforce CRM, Google Apps and Workday.
- **Cloud Development:** Appirio helps enterprises build new, innovative applications or port existing applications to platforms like Force.com, Google AppEngine and Amazon Web Services.
- **Application Management:** Appirio gives enterprises a flexible, predictable and low cost way to support, maintain, enhance and monitor public cloud applications.

Our Cloud Enablement Suite

Every Appirio consultant is armed with an integrated platform of tools, assets, analytics and community that come together to help us and our customers more effectively implement, manage and measure cloud initiatives. It includes:

- **Appirio Cloud Management Center:** The control center of the suite, this multi-tenant system provides a full set of tools to manage agile development and ensure we consistently deliver the highest-quality solutions in the most efficient way.
- **Appirio Cloud Asset Library:** Hundreds of reusable connections (between cloud applications), components, tools and best practices from past projects ensure every project starts with proven building blocks to deliver faster results.
- **Appirio Cloud Intelligence:** Historical metrics from across our projects and community, key trends and logged answers to difficult questions ensure that both we and our customers are making the best decisions.
- **CloudSpokes:** This global crowdsourcing community for cloud development gives us and customers a way to tap into a specialized community of developers on-demand for expertise, creativity and lower cost development.