


# | CASE STUDY

ATG partners with a global leader providing network access control and mobile security solutions to transform their organization across multiple functions and reduce costs by over 65%





The client is a global leader in network access control and mobile security solutions carved out of a network engineering company in 2014. ATG played a pivotal role in the setup of their operations in the US and in India. This involved the complex transitioning of more than 100 resources of the Engineering team as well as moving a 60-rack Lab Data Center out of the network engineering company without disrupting the Engineering operations or the product roadmap. As part of the transition, the senior ATG leadership and core team members with domain expertise also played active interim roles in setting up the company's organization from the ground-up, specifically in Finance, Technology, Security and Compliance, ERP and Product / Vendor contracts. This was completed in around 4 months and has enabled the company to continue its growth forward. The Engineering team and Customer Support teams have grown to 150+ in the Center in Bangalore and have made significant and substantial contributions to all products in the company portfolio.

ATG has also helped set up their global Sales Renewals team in a short time to ensure seamless transition of their sales renewals business. The scope of the sales renewals team includes customer retention, multi-lingual support and tech refresh activities. The front office operations team follows a 24 hours model to cater to US, EMEA and APAC regions for seamless global operations that effectively leverage round the clock operations to add momentum to client growth.

The company's entire Accounting, Treasury, Tax, FP&A and Finance operations team operates out of their global shared services center in Mumbai which functions as a seamless extension of their US company. The team has won accolades for work excellence including successfully completing a ~ \$ 100 million debt refinance, meeting product release milestones, active participation in due diligence related to a new acquisition and follow-on acquisition support, etc.

The team actively engages with Product and Business managers in preparation of Budgets and Forecasts and closely tracks Debt covenants and manages Investor relationships. Currently, ATG global operations provides 65% cost savings across the company's diverse functions that include Finance operations, Accounting and Taxation, Treasury operations, FP&A, Sales Enablement, HR & Legal, ERP, R&D, IT & Customer Support. This clearly demonstrates how ATG helped the company to effectively leverage a low-cost offshore model which helped them reap substantial cost savings across their key business functions.

# Key Highlights

- Transitioned 100 resources of the Engineering team within 25 days
- Moved 60-rack Lab Data Center out of Juniper Networks
- In 4 months, set up the Finance, Technology, Security & Compliance and ERP functions
- The Engineering team and Customer Support teams have grown to 150+ in the Center in Bangalore
- ATG global operations provides 65% cost savings across diverse functions for the company
- Manages Finance operations, Accounting and taxation, Treasury operations, FP&A, Sales Enablement, HR & Legal, ERP, R&D, IT & Customer Support
- Successfully completed a ~ \$ 100 million debt refinance
- Developed global renewal capabilities for the client in a quick time to ensure seamless transition of renewals
- Front office operations team follow a 24 hours model to cater US, EMEA and APAC regions

## About Us

ATG is a global services company offering technology, business process management and consulting services to organizations seeking higher operational efficiencies, greater flexibility and lower operating costs. We offer business value to our clients by combining operational excellence with deep domain expertise. Our bespoke solutions drive agility and excellence in our client's business processes plus help expand their operational coverage to 24x7 enabling clients to operate as a truly global business organization. As a true business transformation partner, we offer innovative business solutions which go well beyond labor arbitrage and deliver tangible process improvements for our clients.

## Solutions We Offer

### Technology

Software Development and R&D | Software Testing | IT Services | ERP Implementation | Blockchain | Big Data & AI

### Business Process Management

F&A Operations | Legal Secretarial & Compliance | HR Management & Payroll | Sales, Renewables & Operations Support | eDiscovery, Litigation Support and Document Review Solutions

### Consulting Services

Business Strategy / localization for India and Middle East | Marketing and Business Development | Mergers and Acquisition | Management System

## Contact Us

### Mumbai

5th Floor, Paville House, Twin Tower Lane, Prabhadevi, Mumbai – 400 025  
+91 22 7177 4000

### Hyderabad

1st & 8th Floor, #8-2-682, Laxmi Cyber Centre, Road No. 12, Banjara Hills, Hyderabad – 500 034, Telangana, India.  
+91 40 67264600

### Bangalore

2nd Floor, Tridib Building, Block-A, Bagmane Tech Park, C V Raman Nagar, Bangalore – 560 093 Karnataka, India.  
+91 80 49414500

### Raleigh

5000 CentreGreen Way, STE 500, Cary, NC 27513  
+1 919 228 6404

### San Jose

Unit 210, Suite 203, 2880 Zanker Road, San Jose, CA 95134  
+1 408 954 7377

### Dubai

2307, Liwa Heights, W cluster, Jumeirah Lakes Towers, Dubai, UAE PO Box 43711