

Strategic Cloud Compliance Acceleration Across EMEA and APAC



INDUSTRY Cloud Management Software

CLIENT OVERVIEW

A leading cloud management solutions provider headquartered in Dublin, Ireland, serving clients across EMEA, APAC, and ANZ. With \$580 million in revenue and a workforce ranging from 1,200 to 1,800 employees, the company specializes in optimizing multi-cloud environments while ensuring regulatory compliance.

OBJECTIVE

The client required a comprehensive database of multi-cloud governance platforms tailored to different regions. Their primary needs included:

- Compliance-ready solutions aligned with GDPR (EU) and APAC data laws.
- Cost-optimization tools for hybrid-cloud enterprises.
- Key decision-maker contacts, particularly CTOs and cloud strategists.

CHALLENGES

1. Regulatory Complexity: Ensuring solutions adhered to varying regional compliance standards in Europe and APAC.
2. Market Fragmentation: Identifying hybrid-cloud enterprises across diverse business landscapes.
3. Executive Engagement: Reaching CTOs in competitive and segmented APAC markets.

SOLUTION

Upon discovering our services through Infodepots' website, the client partnered with us for a customized data-driven strategy, which included:

- Industry-segmented contact lists of hybrid-cloud enterprises.
- Validated CTO and IT leadership profiles for direct outreach.
- Regulatory-compliant cloud governance insights tailored for each region.

RESULTS

The strategic initiatives implemented by Liceria & Co. led to remarkable outcomes:

- Enhanced Compliance Readiness: Ensured adherence to GDPR (EU) and APAC regulations.
- Improved Market Targeting: Pinpointed high-potential hybrid-cloud enterprises.
- Stronger Executive Outreach: Gained direct access to decision-makers, facilitating strategic partnerships.

CLIENT FEEDBACK

"The targeted data and compliance insights provided were invaluable. We successfully expanded our reach across APAC and EMEA, engaging the right decision-makers with precision."