

FRESCHE



Case Study

Business
Partner



"Fresche was responsive to every request and did an outstanding job helping me satisfy my customers' needs for IBM i application analysis and documentation, as well as meeting their IBM i staffing requirements. Fresche is now helping me understand the many benefits of their solution portfolio. We're also working on a marketing campaign. This is a huge win for everyone. My customers are thrilled, and I have the ability to help them achieve their IT goals while growing our revenue."

*- Steve Harris
Vice President,
Millennium Computer Group*

Millennium Computer Group Expands Offerings and Creates New Revenue Stream as a Fresche Power Partner

"My customers look to me for expertise as an IBM Business Partner, but being a small company I can wear only so many hats. Partnering with Fresche to bring my IBM i customers analysis software, application management solutions and modernization services widens my offerings, deepens our revenue base and makes for very satisfied customers."

— Steve Harris, Vice President, Millennium Computer Group

Background

Millennium Computer Group provides IT solutions based on proven technologies and is a leading supplier of information systems hardware, software and services to businesses throughout the United States, Hawaii, Guam and Saipan. Millennium is a long-time IBM Business Partner, facilitating new installations and upgrades, and providing cloud services to a wide variety of IBM i customers.

Challenge

As Millennium grows and its customer base expands, the range of requests for solutions and services increases. In addition, the IT landscape itself continues to evolve and require new solutions to new demands.

"Historically, most of the requests we get are about hardware and upgrades," says Steve Harris, Vice President of Millennium, "but things are changing. My customers are now turning to me for more than just hardware requirements."

Responding to the full breadth of today's requests demands expertise in numerous fields. The opportunities for new business lines and revenue growth are numerous, but there are only so many hours in a day and resources are limited. Millennium needed a way to leverage its evolving position as a multi-faceted advisor.



Fresche Power Partner Program

Key Features

Enhanced access to the single largest global application management & modernization company next to IBM

Proven quality solutions and a 100% focus on IBM i and Power

Dedicated Channel Managers

Partner Portal Technical Support

Marketing Support and Training

Co-marketing funds

A competitive program and partner community portal

Become a Power Partner

Learn more about the Power Partner Program

www.freschelegacy.com/en/fresche-business-partner-network

FRESCHÉ

Solution

The Fresche Power Partner program met all of Millennium's needs. Millennium became a Fresche partner and immediately started fulfilling customer requirements for IBM i analysis software, product training and skilled resources. Customers were able to acquire multiple critical IBM i solutions through Millennium.

Fresche program members such as Millennium provide their customers with a wide range of Fresche's IBM i management and modernization software and services: GUI, Web and mobile enablement; staffing and application services; IT strategy services; analysis and productivity tools; database modernization solutions; and reporting and documentation solutions to provide real-time reporting throughout an organization.

Fresche as a partner...



Helps your clients with modernization solutions, system analysis and documentation, reporting solutions and much more...



Helps you grow your business with marketing initiatives to attract new clients and provides you with dedicated support



Helps you grow revenue by expanding the offerings available to satisfy client requirements

Result

Millennium has benefitted considerably from the Fresche Partner Program. They have already helped their customers with analysis and productivity solutions as well as training and project jumpstart initiatives. In addition, they were able to provide a customer with multiple resources for a multi-year staffing engagement. Through Fresche, Millennium provided the customer with several skilled consultants who ramped up quickly using Fresche's proven onboarding process and began addressing requests for new development projects, enhancements and bug fixes.

"Fresche did an outstanding job helping me meet my customers' needs," said Steve Harris. "They were very responsive to every request I've ever made and have helped me understand the many benefits of their solution portfolio. In addition to their IBM i knowledge and technical skills, Fresche has also provided outstanding support, including assistance with marketing campaigns. This is a huge win for everyone. My customers are thrilled, and I have the ability to help them achieve their IT goals while growing our revenue."

Fresche Power Partner Solutions

Companies running RPG, COBOL, CA 2E SYNON, Java and packaged applications rely on Fresche for comprehensive, automated solutions that optimize IBM i systems and help take advantage of technologies such as Web, Mobile, Cloud and RPGOA on IBM i. Our complete portfolio:

- **GUI, Web & Mobile** - Options to easily replace green screen applications and develop new customer-facing web applications
- **Analysis & Productivity** - Automated tools to analyze and document entire applications and data environments
- **Database Modernization** - Services and automated conversion tools to move to modern databases
- **Reporting & Document Distribution** - Solutions that provide real-time IBM i-based information to everyone in the organization to help them make better decisions