

The background of the slide features a blurred image of a person in a business suit pointing their index finger towards a bright, glowing white arrow that points upwards. Several smaller, semi-transparent blue arrows of varying heights are also visible in the background, creating a sense of growth and upward movement.

## Path Infotech Partners with Opkey to Improve Oracle Managed Service Offering & Drives \$800K in New Revenue

### Partner Overview & Need

Path Infotech is a mid-market Oracle systems integrator that provides foundational, sustenance, and digital transformation services across multiple technologies to global businesses. They offer a blend of industry domain and function-specific solutions and services on Multi-Cloud, Mobility, Analytics, Enterprise Technology, Platform and Application Management, and Cross-Platform Integration.

The company was looking for a US partner to help expand their presence globally and grow revenue.

### Business Challenge

Path Infotech has a strong presence in APAC, but they were having trouble penetrating the US market. They decided to partner with Opkey in order to improve their managed service offering and win more deals.

## Solution

Opkey's Test Discovery instantly discovered Path Infotech clients' historic processes, reducing time and costs. Self-healing scripts saved QA teams hundreds of hours in manual testing. A pre-built library of 5,000+ test cases allowed them to run testing across multiple clients at once. Path Infotech also received a dedicated help desk and engineers, plus their team members were all certified through Opkey University.

## Results

- Path Infotech generated an additional \$800K in new US deals during the first year with Opkey.
- The company won more than 10 Oracle deals in a year, including Boingo Wireless, NGL Energy Partners, and Sunflower Electric Power Corporation.
- Automated testing increased Path Infotech's margins by 30% and productivity by 70%.

## Testimonial

"Opkey was the driving force behind our success in the US market. They enabled us to offer cheaper services to our customers and differentiated our managed services product offering."

- Pankaj Ratra, Director of Business Development  
Path Infotech

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