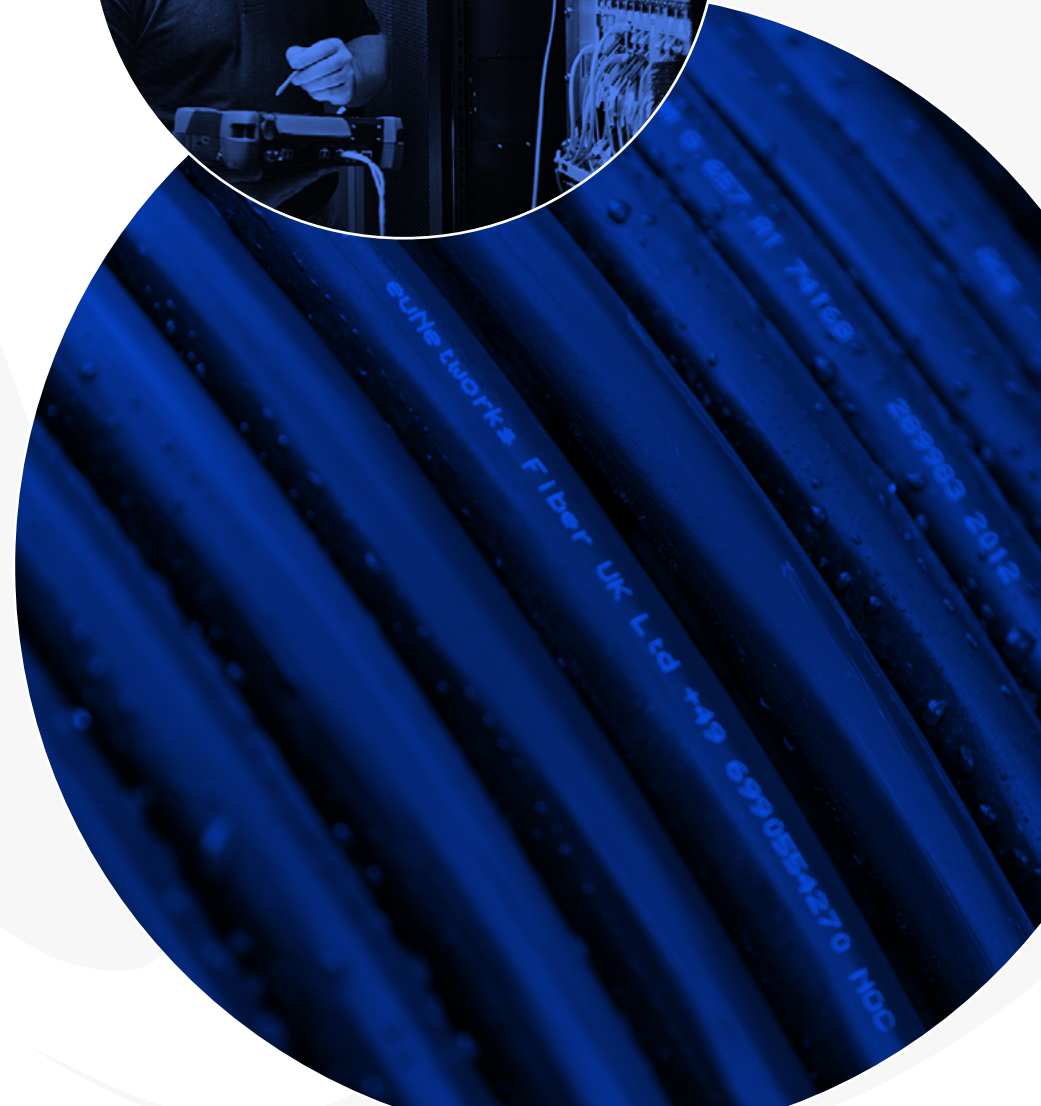# eunetworks

Accelerating Digital Infrastructure Procurement with Seamless Integration for a Global Platform Provider

Customer Story

Accelerating Digital Infrastructure Procurement with Seamless Integration

A leading online platform for sourcing, comparing, and procuring IT infrastructure, has made it their mission to simplify how businesses access colocation, connectivity, and cloud services. Their customers rely on instant pricing, expert advice, and a frictionless procurement process to make critical infrastructure decisions quickly and confidently.

The Challenge

Breaking Free from Traditional Telco Limitations

Before partnering with euNetworks, the company faced persistent challenges typical of working with incumbent telecom providers. Traditional telco's often struggle with the company's pace of innovation, offering limited agility and slow, manual quoting processes. As a disruptive platform providing on-demand Configure, Price, Quote (CPQ) solutions, the company needed partners who could deliver the same level of speed, transparency, and digital integration across their ecosystem.

The Solution

API Integration and Portal Visibility

euNetworks responded by delivering robust API integration and portal-based visibility, directly addressing the need for rapid, automated, and transparent service management. This integration allowed the company to access real-time quoting, ordering, and service visibility – enabling them to deliver on their promise of instant infrastructure procurement for their customers.

The Results

Enhanced Agility and Customer Experience

With euNetworks' digital capabilities, this customer project gained:

- **Accelerated quoting and ordering**
  Automated workflows replaced manual processes, enabling faster turnaround times and greater control over client procurement journeys.

- **Real-time visibility**
  Both the company and their customers benefited from transparent, on-demand access to network and service information, empowering data-driven decision-making.

- **Strategic partnership agility**
  The seamless integration allowed both organisations to respond dynamically to market demands while maintaining full oversight of end-client procurement processes.

This transformation empowered the company to offer a more responsive, client-centric service – setting a new standard for IT infrastructure procurement through enhanced partnership agility and procurement journey control.

A Model for Future Partnerships

This company demonstrates the value of working with partners who prioritise digital enablement, operational agility, and customer-centricity. For businesses seeking to modernise their connectivity procurement, this collaboration highlights how seamless integration and innovative digital tools can drive efficiency, client journey control, and competitive advantage.

> **euNetworks continues to build best-in-class digital solutions for its partners, ensuring that companies can deliver on the promise of instant, effortless connectivity across Europe and beyond while maintaining full visibility and control throughout the procurement lifecycle.**

Contact your euNetworks Account Manager or the Product Team for APIs to find out more

More about our Connected API's at
connected.eunetworks.com