

“The reality is that customers require a lot of work and heavy lifting. CloudBlue is out there to help you and to make those introductions.”

Alberto Soto, Business Developer, Fractalia



- **Company:** Fractalia
- **Headquarters:** Spain
- **Industry:** Managed Service Providers
- **Web:** www.fractaliasystems.com
- **Operating countries:** Mexico, Colombia, Peru, Equador, Chile, Argentina, Brazil, Central America, UK, Spain, Portugal, Turkey, South Africa, India, China, Philippians.
- **Headcount:** 1193 employees

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Challenge: Taking your solution global by finding the right partners

Speed

Fractalia now has the ability to more easily source and onboard new partners from anywhere in the world

Scale

Fractalia now has access to a global ecosystem of partners, allowing it to scale its solutions more easily

Revenue

With a new sales lead strategy, Fractalia now has more insight and control on where and when to focus resources to generate the most revenue

New Strategies

The CloudBlue Fast Track Program has given Fractalia the ability to develop new sales & marketing strategies, by connecting with and learning from other successful vendors in its sector

Expansion

Fractalia can now operate in previously unattainable regions, as it leverages local contacts and insights within the vast CloudBlue global network