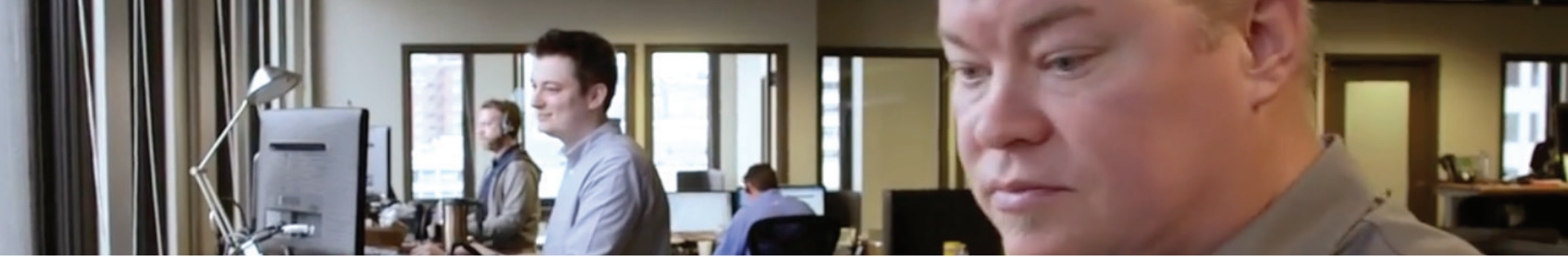# Virtuozzo®

TOPLINE

Virtuozzo is saving $200-$300K annually in automation technology expense and human cycle time reduction.

This revolutionary firm easily manages complex billing for a wide array of service types and levels

An industry pioneer, Virtuozzo developed the first commercially available container technology in 2001, which today is used by over 700 service providers, ISVs and enterprises to enable over 5 million virtual environments running mission-critical cloud workloads. Today, Virtuozzo continues to innovate in areas ranging from industry-leading virtualized object storage to cloud-optimized Linux distributions to ground-breaking container migration technologies.

Challenge

- Replace an aging Internal homegrown system for billing built by a small development team, and managed by an even smaller support staff.

- The homegrown billing system had little to no documentation and, over the years, resident knowledge of its operations was lost.

- As a non-native Salesforce CRM solution, it lacked flexibility and extensibility especially around complex calculation functions, pricing and robust product catalog.

Solution

- ChikPea seamlessly integrated its order-to-billing solution, replacing Virtuozzo's internally built system in less than 3 months time.

- As of January 2018, over $1M in billings flow through ChikPea every month.

- ChikPea is saving Virtuozzo $200-$300K annually in automation technology expense and human cycle time reduction.

"Communications services spawn complexity at every level. What Virtuozzo is doing is visionary and necessary. We're glad we can help them capture their well-deserved revenue and profits."

**- Adam Kleinberg
CEO, ChikPea**

ChikPea™

About Virtuozzo

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About ChikPea

ChikPea is the premier source of enterprise-class quote-to-cash solutions for communications service providers. The ChikPea O2B/TOM suite is a 100% Salesforce native solution that includes next-level intelligent CPQ, delivery, BSS-OSS, change management, and recurring billing operations to accelerate the complete provisioning and account management process while maximizing revenue per customer.

ChikPea™

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