

# Asia World Technology

## Introduction

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This case study of Asia World Technology is based on an August 2020 survey of Syniverse customers by TechValidate, a 3rd-party research service.

## Challenges

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The business challenges that led the profiled company to evaluate and ultimately select Syniverse:

- The vendors they evaluated or replaced prior to selecting Syniverse:
  - OpenMarket
- The challenges they were experiencing with their previous vendor(s), prompting them to purchase Syniverse:
  - Untimely support/poor customer experience

## Use Case

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The key features and functionalities of Syniverse that the surveyed company uses:

- The features of Syniverse they value the most when compared against competitive solutions:
  - Performance, scalability, and flexibility of implementation

## Results

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The surveyed company achieved the following results with Syniverse:

- The benefits they have experienced as a result of working with Syniverse:
  - Improved efficiency of business processes
- They agree with the following statements about Syniverse:
  - “I would recommend Syniverse because of its superior integration capabilities.”
- The most valuable aspects/features of Syniverse in their decision to choose them over other vendors they evaluated:
  - Relationship & communication with the Sales Rep
- They saw a return on their investment in Syniverse in 0-5 months compared to other vendors they worked with in the past.
- Rates Syniverse on the following capabilities compared to other vendors/competitors they have evaluated or used:
  - Breadth of capabilities & integrations: significantly better
  - Value returned for the price: significantly better
  - Dedicated & responsive customer support: significantly better
  - Technology innovation in the marketplace: significantly better
  - Overall performance & quality: significantly better

### Company Profile

Company:  
**Asia World Technology**

Company Size:  
**Small Business**

Industry:  
**Service Provider**

### About Syniverse

Syniverse makes mobile work by connecting their customer to over 1,500 mobile operators and enterprises in nearly 200 countries. For over 25 years, Syniverse has partnered with customers to serve as their mobile guide, enabling them to forecast future technology and trends, and empowering them to unlock value across today's vast mobile ecosystem.

### Learn More:

[↗ Syniverse](#)