

Bringing European technology to new markets with Apukay, South America's regional IT security expert



Industry:

Technology Agency

Expertise:

CDN, Security, Media Optimization, Internet

Headquarters:

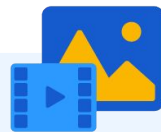
Argentina, Chile, Colombia, Peru



Augustin Chivilo

Operations Manager

Case Study Highlights



> 40 TB
of CDN traffic and
optimized images



< 24 hours
Lightning-fast support
team response

Founded in 2007, Apukay is the first regional provider in South America that offers the most comprehensive portfolio of services and solutions.

Apukay wanted a solution to **improve the performance of their customers' digital assets** while working within their current environment as an exclusive AKAMAI CDN reseller.

With Scaleflex, Apukay was able to differentiate itself from other local CDN resellers:

- **Boost the performance** of its clients' digital assets
- Clinched new contracts worth **over 40TB** of CDN traffic and optimized images
- **Saved time & resources** by leveraging Scaleflex's expertise and tools



With Scaleflex's technology, we can take our customers even deeper into the cloud with excellent results within minutes by a quick and simple setup. Scaleflex offers an intelligent solution for faster and more powerful websites without sacrificing quality.



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The Challenge

Apukay saw the need to seek quality new solutions to enhance their business portfolios and stand out amongst other CDN resellers in the market. They wanted a solution to **improve the performance of their customers' digital assets** while working within their current environment as an exclusive AKAMAI CDN reseller.

Beyond that, security is of utmost importance to Apukay. They desired expert CDN technology partners with smooth and fast communication to meet their fast-growing pool of clients' needs in South America.

The Solution

Thanks to Scaleflex's **bring-your-own CDN contract**, Apukay remained an exclusive AKAMAI CDN reseller while leveraging Scaleflex's **on-the-fly media optimization solution**. The addition of Cloudimage enabled Apukay to boost the performance of its clients' digital assets by delivering **optimized media** worldwide, differentiating itself from other local CDN resellers. As a result, Apukay **clinched new contracts** in Colombia and Argentina for **over 40TB of CDN traffic and optimized images**.

With Scaleflex's **global multilingual technical and product support**, clients can look forward to responses from CDN experts in **less than 24 hours** from ticket creation.

Combining Scaleflex's expertise and tools with Apukay's regional prowess, their partnership extends beyond the confinements of solutions offerings. Together, they launched numerous new sales and marketing initiatives, successfully **bringing European technology to the region**.

Discover other success stories with Scaleflex [here!](#)

The Company

Founded in 2007, Apukay is the first regional provider in South America that offers the most comprehensive portfolio of services and solutions. As experts in Computer and Information Security, Apukay's goal is to improve and protect digital content distribution. A regional partner with certified advanced level engineers in AKAMAI solutions, it serves corporations in Banking, Finance, Insurance, Retail, Media, Tourism and Government Organizations.

Based in Argentina, Chile, Colombia and Peru, Apukay is a trusted technology agency with over 15 years of experience.