Tektronix®

Our Mission: To deliver **the first Sitecore instance hosted behind The Great Firewall of China**

About the Engagement:

With revenue north of $1 billion as a Fortive subsidiary, Tektronix (TEK) does more than half of their business in China, with approximately 4,000 global employees. Going through a difficult time in business, TEK turned to XCentium with the challenge to help them become the first Sitecore instance hosted behind The Great Firewall of China, a notoriously complex feat.

Key Outcomes:

#1 FIRST SITECORE INSTANCE HOSTED IN CHINA

99% INDUSTRY LEADING SLAs

Tektronix, Inc., historically widely known as Tek, is an American company best known for manufacturing test and measurement devices such as oscilloscopes, logic analyzers, and video and mobile test protocol equipment.

TEK: Project Highlights

Integrations with Sitecore Commerce:

✓ **Reduce workload required** for daily maintenance of the CMS platform

✓ Simplify customizations where possible, utilizing best practice solutions and CMS platform out-of-box functionality

✓ Host regional websites in compliance with local laws, **particularly ICP compliance in China and GDPR compliance in Europe**

✓ Facilitate content authorship and page layout by non-technical content owner teams

✓ **Enable integration with internal business systems** such as marketing automation, CRM, translation management systems, personalization systems, cloud hosting, and e-commerce

✓ Enable collaboration on page content and **functionality between multiple internal teams**
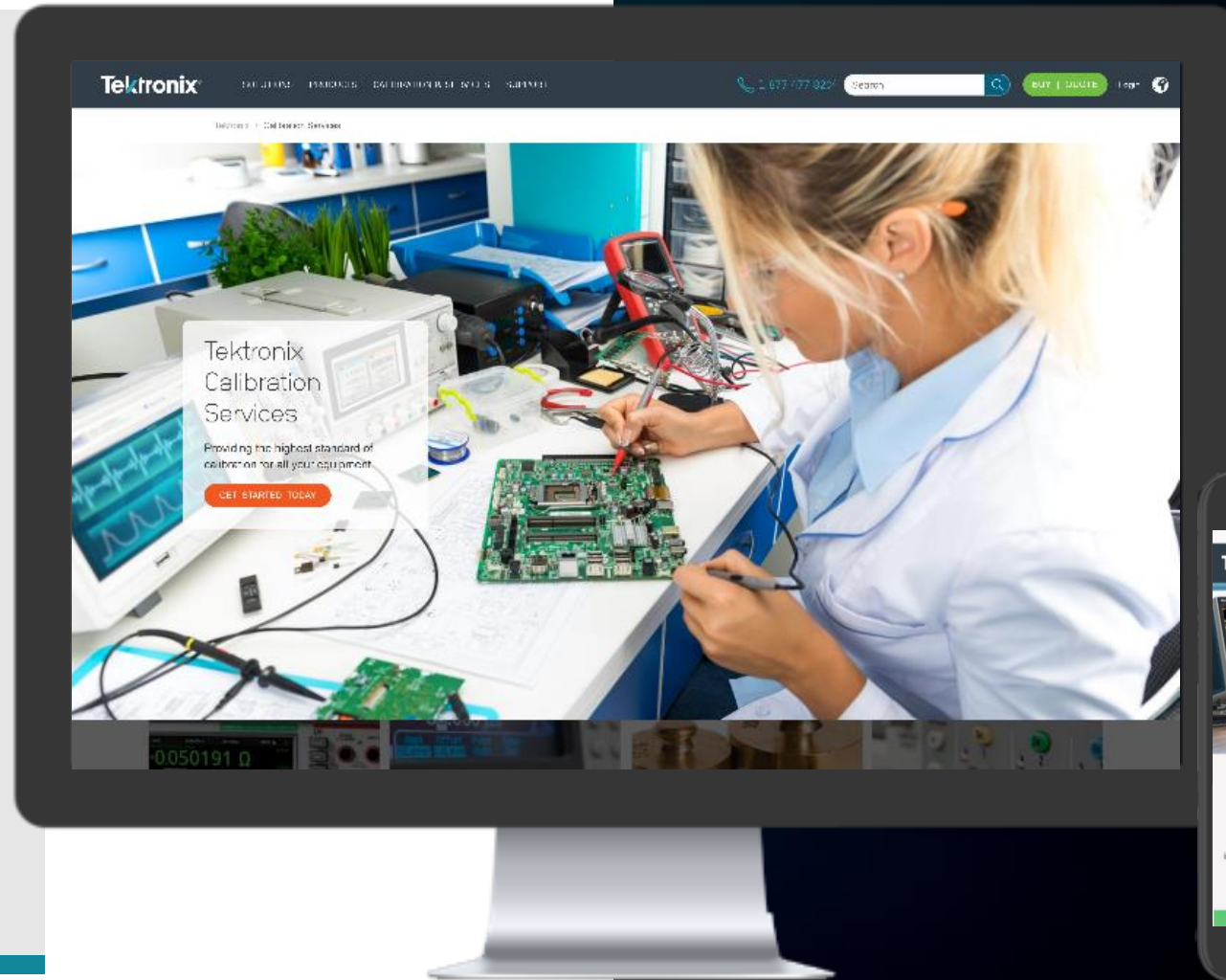
TEK: From Drupal to Sitecore

To Sitecore 9 from Drupal

- Tek had been on Drupal, globally, for over 10 years. They had in-house teams built around the LAMP stack.

- It took a close partnership between XC and Sitecore, over several months, so win that trust—and the business

- Ongoing collaboration and trust between all parties delivered an optimized solution to Tek's customers

40+ integrations across the TEK enterprise

- Content, media, product data and more came from dozens of sources across the enterprise Region and language switch with translations

- Ensured in-house expertise for the new solution

- Re-trained and hired new developers to work as an increasingly productive and seamless team

- Multi-site, multi-national launch in 15+ languages
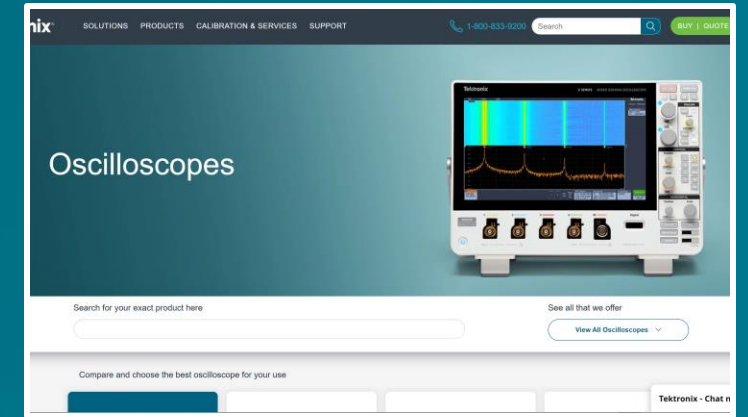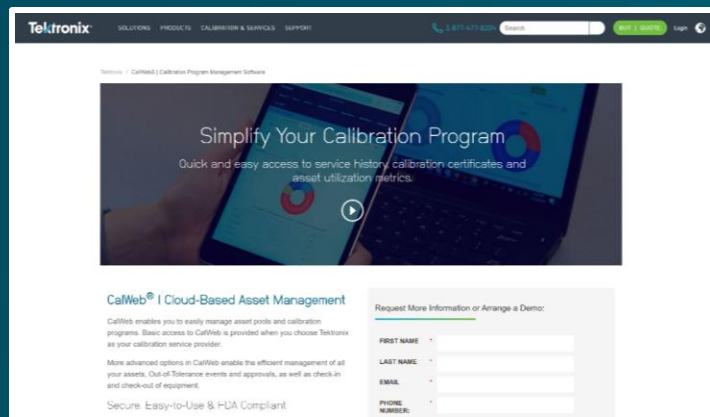
Doing Business in Mainland China

- ✓ A **shifting regulatory situation** means we must plan for a fluid future but without simply throwing money at the challenges.

- ✓ It takes a lot of **analysis to match the right architecture** to any client—and this goes double for China

- ✓ **Architecture and performance challenges were overcome** using a smart mix of technologies (beyond Sitecore and Azure) and a well-crafted solution.

- ✓ In the end. We put "a flag on the moon" with the **first Sitecore/Azure solution running behind the Great Firewall**