SaaSOps™ Platform enabled XRAI Glass to accelerate AWS Marketplace onboarding and automate tenant lifecycle management, delivering actionable transaction insights and scalable growth—all within two weeks.

Case Study

XRAI Glass

Region: Delaware, USA

Customer Snapshot

XRAI Glass is a pioneering technology company specializing in AR and AI. Its core product is an app that converts audio into real-time subtitles, making communication more accessible for individuals with hearing impairments.

Business Need

XRAI Glass needed to automate tenant provisioning and lifecycle activities on AWS Marketplace to enhance scalability and operational efficiency. Partnering with Corent, they aimed to streamline tenant management for seamless growth.

Industry

Extended Reality, AR, AI, Accessibility Technology

> SaaSOps was by far the fastest and most affordable way to saaSify and publish our award-winning GenAI app to the AWS Marketplace. With increased deal velocity and the ability to reach much wider audience, we're thrilled to be growing our business through the AWS Marketplace. Thank you, Corent!
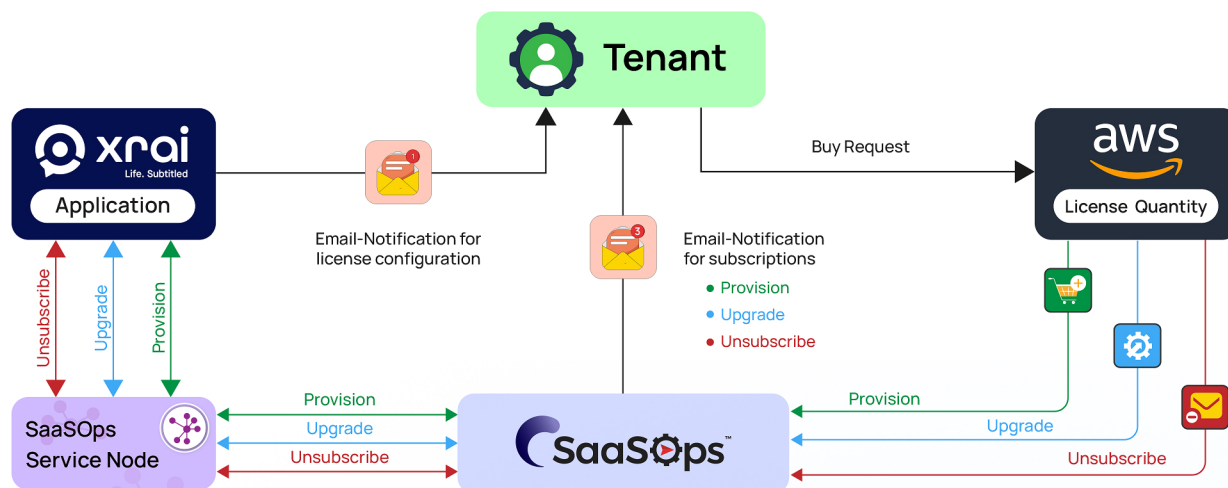
Dr. Dan Scarfe - CEO @ XRAI Glass

Business Challenges

» **Tenant Provisioning**
Needed an automated system to scale effectively through AWS Marketplace.

» **Lifecycle Management**
Required automation of tenant creation, upgrades, and deletion to reduce manual effort.

SaaSOps Solutions

» **AWS Marketplace Publication**
Corent enabled XRAI Glass to publish their SaaS offering on AWS Marketplace, expanding their reach.

» **Tenant Lifecycle Automation**
Automated tenant processes to simplify creation, upgrades, and de-provisioning for seamless operations.

Solution Blueprint

Value Adds

» **Transaction Insights**
Revealed customer behavior and success metrics from AWS Marketplace transactions.

» **Unified Management**
SaaSOps provided centralized insights into tenant data and SaaS performance.

» **Custom Notifications**
Implemented email templates for seamless communication throughout the customer journey.

Benefits

» **Dynamic Registration**
Implemented a solution for dynamic registration, delivering a comprehensive onboarding experience for new customers.

» **Efficient De-Provisioning**
Automated tenant deletion and identity management streamlined operations.

» **Accelerated Deployment**
SaaSOps enabled XRAI Glass to launch on AWS Marketplace in just two weeks..

» **Scalable Growth**
Automated processes improved efficiency and positioned XRAI Glass for sustained growth.

Results

Using the Service Node flow, XRAI Glass successfully automated tenant management directly from AWS Marketplace tenants, leading to improved operational efficiency, reduced manual intervention, and better customer satisfaction.

Discover how SaaSOps, Coren's tenant management and automation solution, can help your business achieve SaaS success like XRAI Glass.

Get in touch today   ✉ info@corenttech.com   🌐 www.corenttech.com