

## Tukuru Technologies Partners with Globalscape® to Deliver Winning Solutions for the AEC Community

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*Jacob Tukuru, Tukuru Technologies  
Founder and CEO*

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*WAFS™ Features and Globalscape Support Solve File Sharing and Collaboration Issues for Architecture, Engineering, and Construction Firms*

### Introduction

For the architecture, engineering, and construction (AEC) industries, technology is integral to the way the organizations conduct business. Relying on robust design programs to create plans, schematics, and other design files is a fundamental component of the business. As such, transferring these files between offices and different partners during planning, approval, and construction phases is vital to doing business.

These design files contain massive amounts of information pertaining to the structures, including exact measurements and energy consumption. As such, the process of transferring and storing these massive files can overwhelm a traditional IT infrastructure. Collaborating on these files can be difficult, causing latency across geographically dispersed WAN networks, and prohibiting productivity.

Enter Tukuru Technology. Tukuru Technology is an industry-leading, New York-based IT consulting firm specializing in providing solutions for the AEC community. Jacob Tukuru, the firm’s founder and CEO, had years of end-user experience with these challenges. As an IT director at major architecture firms and a licensed architect, he understands firsthand the demands facing AEC firms. Armed with this knowledge, he founded Tukuru Technologies more than 10 years ago, an IT consulting firm dedicated to creating innovative solutions for the common problems faced by the AEC community.

### Tackling Infrastructure Challenges

About a year ago, a customer with offices in New York, Boston, and Washington, DC, decided to add another office in the New York area. With multiple geographically separate locations, project collaboration became a challenge. Travel between locations to collaborate on projects became taxing and inefficient. This company came to Tukuru Technologies for an innovative solution.



As a forward thinking organization, Tukur Technology actively seeks to establish relationships with innovative solution vendors to stay informed about the latest products and services and to gain access to in-depth product knowledge. With the need to share and collaborate on large design files, WAFS was chosen as the best tool for the job. Tukur had been aware of WAFS for quite some time, as it had gained a reputation in the industry as a purpose-built solution for the AEC community. Attracted to the benefits of the Globalscape Partner Program, Tukur Technologies signed on as Globalscape Partner.

## Providing Leading Solutions for Difficult Problems

WAFS solves the common pain point that AEC organizations share—latency and difficulty transferring large files. With WAFS, organizations can save files to one central location, known as the Vault, which can be located onsite or in the cloud. The Vault guards against loss of data or corruption by saving both current and past, uncorrupted files for easy access, if needed. File replication ensures that current files are accessible anywhere on the WAN. Additionally, users worldwide can access and share files over a WAN at LAN speeds using byte-level differencing. This means faster and more reliable element borrowing and multi-user access to entire work sets. Additionally, WAFS Autodesk® Revit® Worksharing integration is a purpose-built WAFS solution for AEC clients. Seamless collaboration on Autodesk files means an increase in productivity for Tukur Technology's client and a decrease in travel costs.

## Profit in Partnership

The Globalscape Partner Program offers a number of benefits for its partner organizations. "The ability to profit financially and having access to dedicated technical support were very attractive," said Tukur. "The Globalscape Partner Program will help us expand our business." Globalscape Partners receive 30-point deal registration margins on new deal registrations. Additionally, partners have access to market development funds to develop leads and opportunities, pre-sales technical support, and co-op marketing opportunities.

## Dedicated Support

As a solutions provider, having access to technical resources is extremely important. Technical support from the people who know the products best are key to delivering projects on time and under budget. When problems inevitably occur during the development phases of a project, timely and accurate assistance can mean the difference between missing or meeting milestones. "Globalscape's support team is extremely responsive with technical implementation inquiries during the onboarding process; this is one of the aspects of being a Globalscape Partner we value most," said Tukur. "Clients look to us to establish solutions that work problem-free. We recommend Globalscape and we don't recommend things lightly."

## About Globalscape

Globalscape ensures the reliability of mission-critical operations by securing sensitive data and intellectual property. Globalscape's suite of solutions features EFT™ software, the industry-leading enterprise file transfer solution that delivers military-grade security and a customizable platform for achieving best-in-class control and visibility of data in motion or at rest across multiple locations. Founded in 1996, Globalscape is a leading enterprise solution provider of secure information exchange software and services to thousands of customers, including global enterprises, governments, and small businesses.