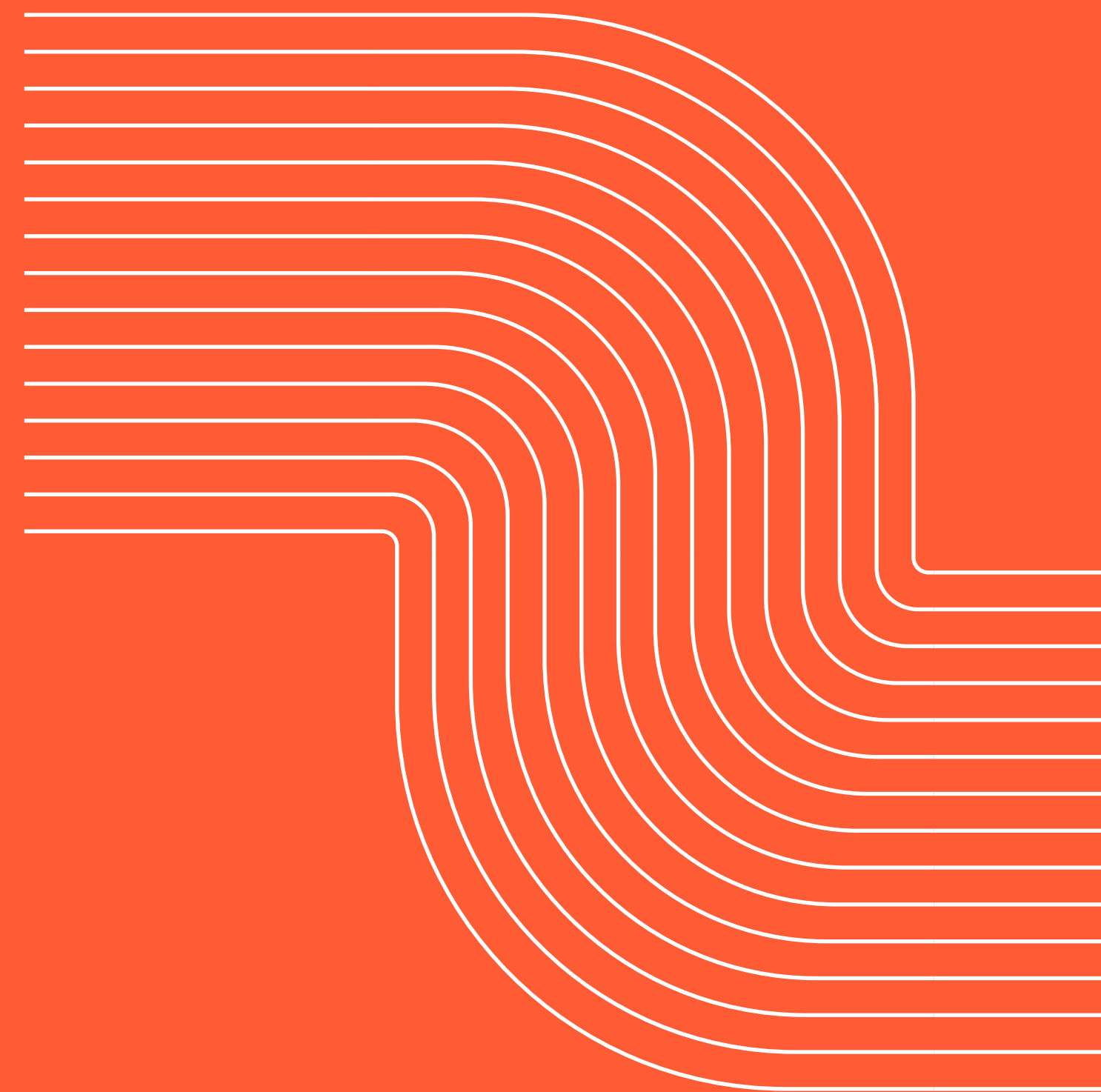




FCamara Cases

SGa
A FCamara COMPANY

 **RNI**
UMA EMPRESA RODOBENS



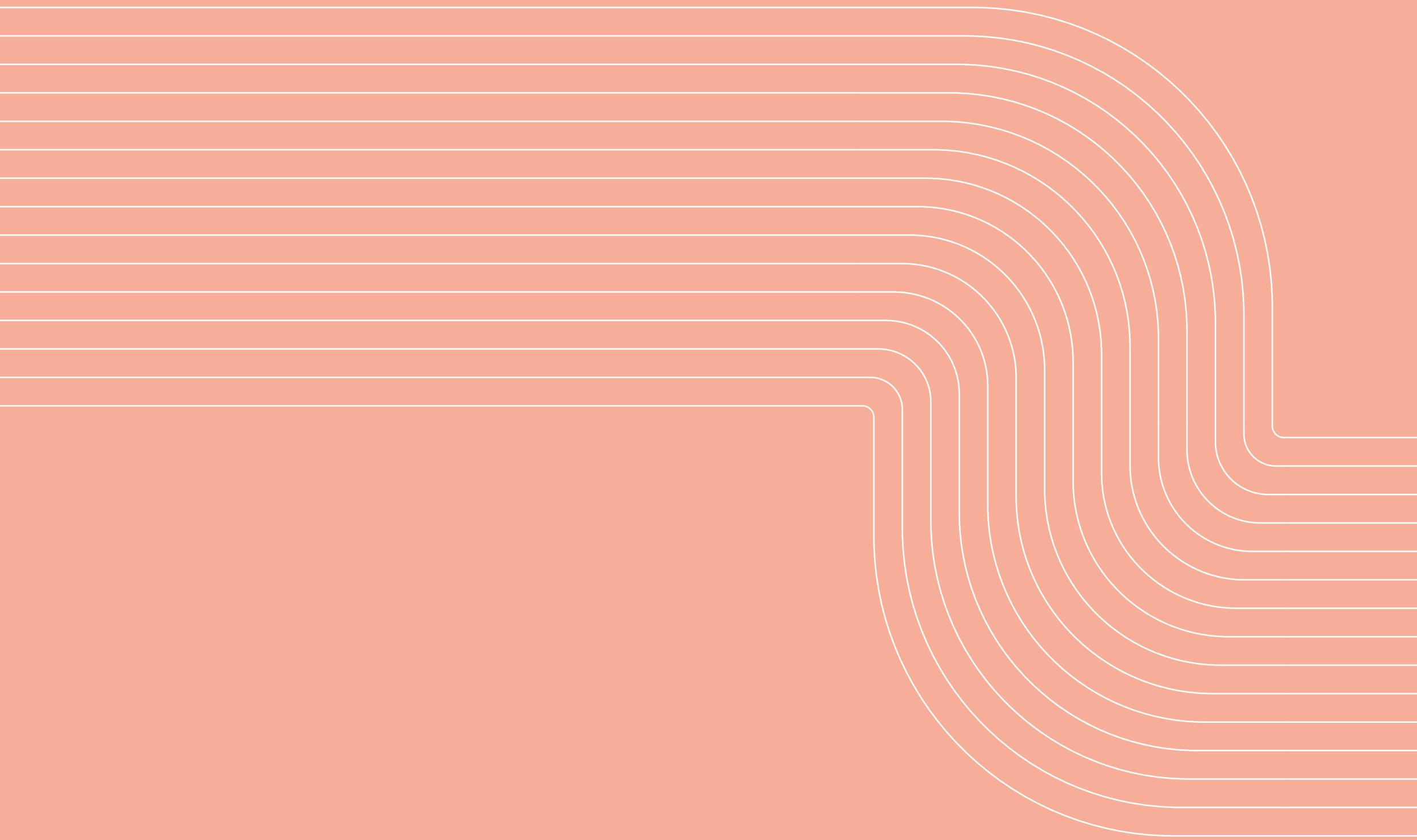
FCamara Cases is a series of success stories that exemplify the challenges overcome by various companies. This highlights how the Brazilian multinational **FCamara**, through its ecosystem of technology and innovation and intelligent execution, masterfully deals with these challenges, resulting in significant achievements.

In this material, we present the case study of **RNI**, a company within the Rodobens Group. **RNI** sought the expertise of SGA, an **FCamara** company, to strengthen its autonomy and management through the **migration of its cloud environment**. This process was remarkably executed, achieving significant results in record time.



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FCamara cases

How did RNI strengthen its autonomy and cloud environment management by performing a downtime-free migration?



The challenge

Recognized as a reference in the real estate sector, **RNI** realized the need to tackle a significant challenge: restructuring its information technology environments and modernizing its cloud and data infrastructures.

The solution

To migrate its cloud environments, **RNI** sought SGA, an **FCamara** company specialized in IT and data infrastructure, aiming to increase efficiency, operational autonomy, and reduce costs. In response, a complete journey was implemented, with structured steps, completing the migration ahead of schedule and without disrupting the company's daily operations.

The results

 **Migration completed 20% ahead of schedule.**

 **30% budget savings.**

 **Optimization and modernization of infrastructure and licensing resources.**

 **Increased efficiency and agility in cloud environment management.**



Ecosystem for digital transformation



FCamara: a Brazilian multinational, also present in Europe and the United Kingdom. Within its ecosystem, it houses brands with diverse activities, including SGA.

SGA: an FCamara company, specialized in infrastructure, security, cloud applications, data science, and artificial intelligence.

About RNI

Segment: Real estate
Website: www.rni.com.br
Country/Region: Brazil

Founded in São José do Rio Preto, São Paulo, **RNI is a company with over 30 years of experience in the real estate sector.** As part of the Rodobens Group, it is present in 12 Brazilian states and 61 municipalities. Since 2007, **RNI** has been publicly traded.

At the end of 2021, the company entered into a strategic partnership with the **FCamara** Group with the aim of overcoming challenges in three areas: **infrastructure**, **security**, and **data**.

79,160
residential units built

BRL 1.04 billion
in revenue in 2022

Over 700
employees



“

The most visible milestone internally from the partnership within RNI was the issue of gaining autonomy in managing the technologies our company uses. Thanks to FCamara, we can now take technological actions and decisions on our own.

”

Danillo Sassoli,
Senior Technology Analyst RNI

Autonomy in focus: the challenges of infrastructure modernization and resource savings

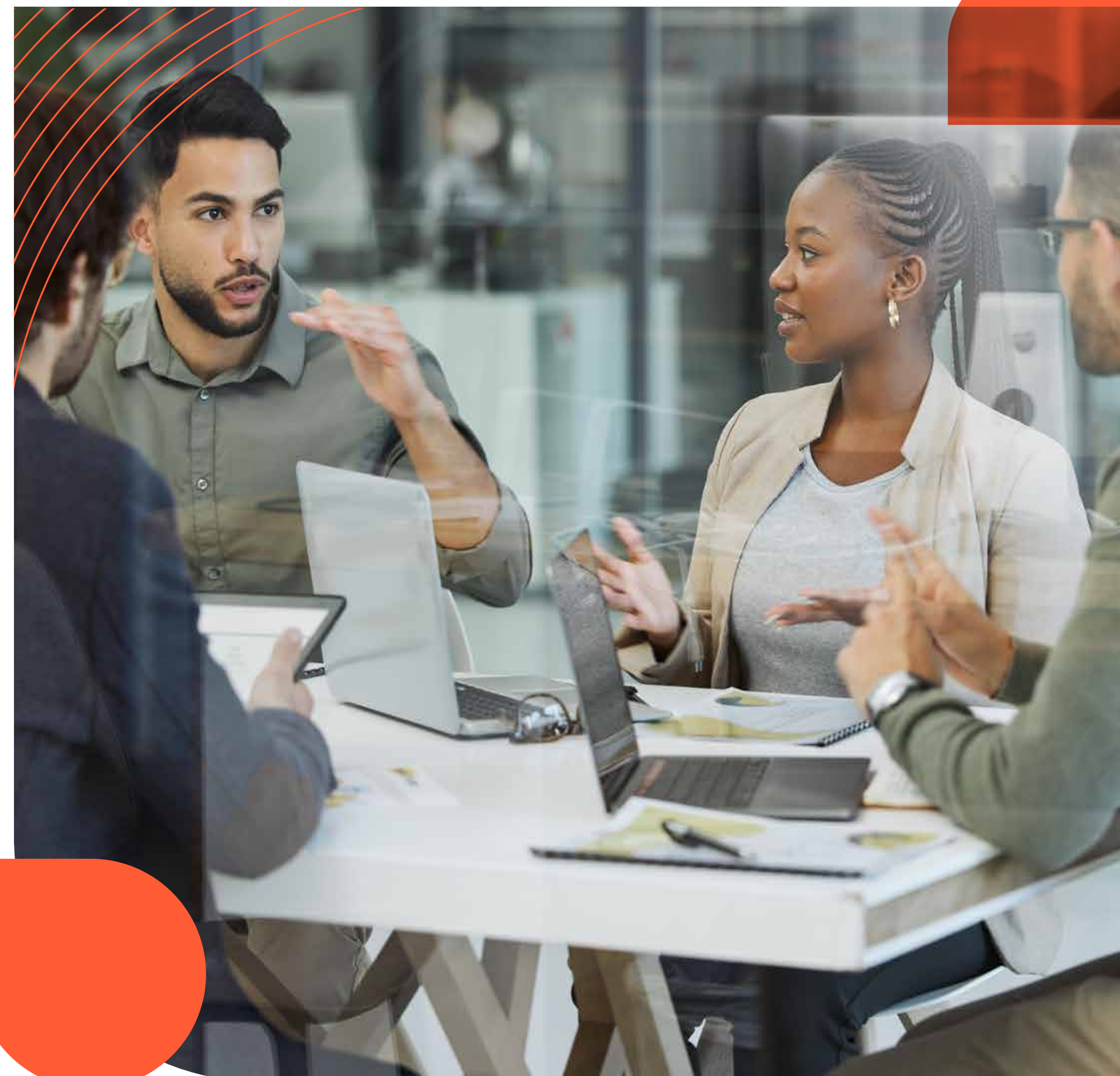
In 2021, RNI and the Rodobens Group faced the challenge of restructuring their information technology environments. In this context, **RNI identified the opportunity to optimize and modernize its cloud and data infrastructures** to reduce costs and increase operational capacity.

Given the complexity of the project and the lack of an internal specialized team, **it was necessary to rely on an experienced partner** capable of executing the necessary changes. That's where RNI found FCamara, a partner with deep technical knowledge.

With an end-to-end IT project, **FCamara, through SGA's expertise, accompanied RNI through four essential phases:** study, planning, execution, and sustainment - with the latter being the current phase of the project.

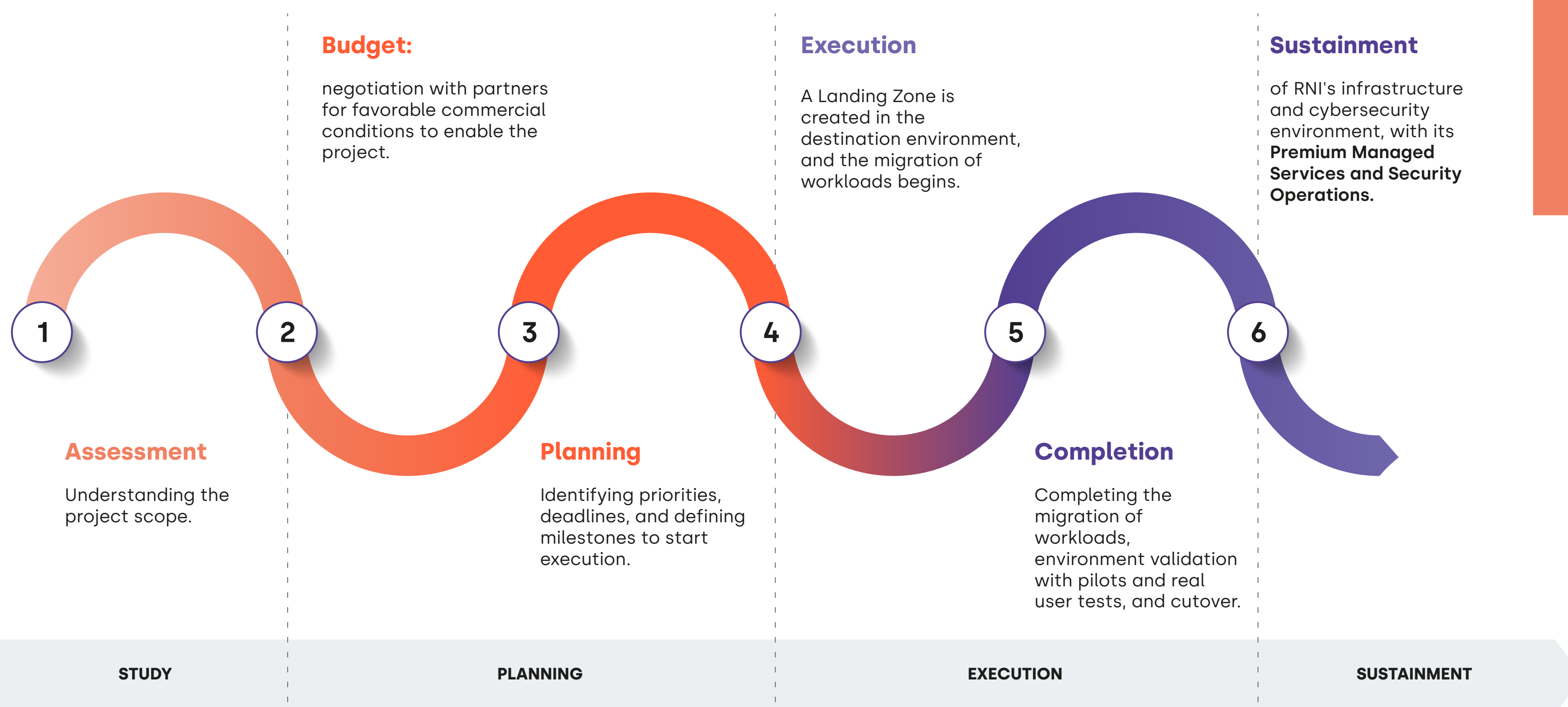
Among the main challenges were the **tight deadline for project completion, the need for multidisciplinary teams with experience in complete projects, and investment optimization.**

The deadline was challenging for the segregation of infrastructure assets, involving more than 570 users distributed throughout Brazil, many of them operating remotely. Therefore, it was crucial for the migration to occur without impacting the company's daily operations, **a goal that FCamara would achieve later, in a remarkable timeframe.**



Smooth, fast, and efficient migration through a structured journey

In seeking to perform **an agile and efficient migration of RNI's environments**, **FCamara**, along with SGA, accompanied the client through a journey that involved crucial steps for successfully achieving the objectives, as represented in the image below.



"It is worth noting that the sustainment phase is not only about maintenance but also about improvement. With internal initiatives and proactive assistance from the FCamara team, every day we manage to enhance our daily operations here."

Danillo Sassoli,
Senior Technology Analyst RNI

After a successful transition, SGA took over the support of RNI's critical environments, covering crucial areas such as cloud, productivity, data, and information security, which continues to this day.



"The deadline was challenging for the segregation of infrastructure assets, involving **more than 570 users** distributed throughout Brazil, many of them operating remotely. Therefore, it was crucial for the migration not to impact the company's daily operations, a goal we achieved in less than **5 months**. Additionally, we were able to negotiate more advantageous commercial conditions, resulting in a **30% budget savings** on licensing. All thanks to FCamara's pivotal role as the orchestrator of this project."

Danillo Sassoli,
Senior Technology Analyst RNI

Among the main results obtained from this project, the following stand out:

Migration completed
20% ahead of the scheduled time, in just 5 months, exceeding expectations;

Data visibility by platform, providing actionable insights.

Greater efficiency and agility in managing cloud environments.

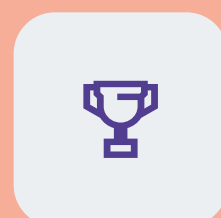
Implementation of **Security Management strategies** in the RNI environment.

Greater efficiency through **optimization** and **modernization** of infrastructure and licensing resources.

30% budget savings on licensing.



Why the FCamara ecosystem?



NPS 2023:
60



Rating 8.5 in
customer
satisfaction



Rating 9.0 for
understanding
business
challenges

About FCamara

FCamara is a technology and innovation ecosystem that empowers the future of businesses by integrating strategic vision with intelligent execution, working hand in hand with our clients to deliver transformative experiences.

With our highly specialized #OrangeBlood team, we operate in Digital Transformation, E-commerce & Marketplace, Innovation, Cloud & Cybersecurity, Open Finance & Open Insurance, Data & Analytics, and Digital Marketing, serving alongside the leading players in retail, healthcare, insurance, finance, industry, and other sectors.



Voted 3 times as the best
digital performance company
in Brazil (2019, 2020 and 2023)



Voted 5 times as the best
e-commerce services
company in Brazil
(2016, 2017, 2019, 2021 and 2023)

About SGA

SGA is a cloud-focused IT consultancy that creates solutions for real challenges, evolving businesses of various sectors and sizes. With expertise in technologies involving infrastructure, cloud applications, data modernization, artificial intelligence, and cybersecurity, coupled with a highly skilled team, it drives transformation across all areas of the business. SGA's objective is to support each client on their digital transformation journey, always working closely with the IT department to ensure they become even more competitive.

“

So far, I can highlight some key aspects of this journey built with FCamara, such as the evolution of our partnership and the smooth communication. This latter point is a facilitator that, up to this moment, remains fundamental for the ongoing success of our joint operations.

”

Danillo Sassoli,
Senior Technology Analyst RNI



FCamara



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And you, do you want support in designing actions and strategies to boost your digital results?

Schedule a conversation with an **FCamara specialist!**