

# Seamless Enterprise Integration with Security at Scale

Innovecs built a secure, enterprise-ready application with SOC 2 Type II compliance, SSO/MFA, and API support to accelerate corporate onboarding and drive enterprise growth.



## Industry

High Tech

## Location

Global

## Cooperation Model

Mixed: Team extension +  
Innovecs' Management

## Team Composition

Backend, DevOps, Security, QA Engineers

## Expertise Delivered

API integration, Backend Development,  
Integration, Project Management, Quality  
Assurance & Testing, Regulatory  
Compliance, Software Development

## Technologies & Tools Used

ACTIVE DIRECTORY

AUTHO

AWS COGNITO

AZURE AD

ENTERPRISE APIS

GDPR COMPLIANCE FRAMEWORKS

LDAP

MULTI-FACTOR AUTHENTICATION (MFA)

OAuth 2.0

OKTA

OPENID CONNECT

SAML 2.0

SCIM PROTOCOL

SINGLE SIGN-ON (SSO)

SOC 2 COMPLIANCE TOOLS

## Applicable Domains

ENTERPRISE SAAS

B2B COLLABORATION TOOLS

CORPORATE COMMUNICATION PLATFORMS

BUSINESS INTELLIGENCE

ENTERPRISE RESOURCE PLANNING (ERP)

CUSTOMER RELATIONSHIP MANAGEMENT (CRM)

DOCUMENT MANAGEMENT

DIGITAL WORKSPACE SOLUTIONS

## Challenge

Corporate clients required specialized integration capabilities and enhanced security measures that the standard product couldn't provide, with enterprise sales cycles averaging 8-12 months due to security and integration concerns.

Only 15% of enterprise prospects converted to paid customers.

# Solution

- Developed a separate enterprise application specifically designed for corporate integration needs, implementing SOC 2 Type II compliance and enterprise-grade security measures.
- Integrated with 8 major enterprise security providers and developed APIs supporting 95% of common enterprise workflows.

# Technologies Used

- ACTIVE DIRECTORY
- AUTH0
- AWS COGNITO
- AZURE AD
- ENTERPRISE APIS
- GDPR COMPLIANCE FRAMEWORKS
- LDAP
- MULTI-FACTOR AUTHENTICATION (MFA)
- OAUTH 2.0
- OKTA
- OPENID CONNECT
- SAML 2.0
- SCIM PROTOCOL
- SINGLE SIGN-ON (SSO)
- SOC 2 COMPLIANCE TOOLS

# Results

- 52%** enterprise conversion rate (increase from 15%)
- 4-6 months** average enterprise sales cycle (reduced from 8-12 months)
- 80% revenue growth** by enterprise clients within 18 months
- 100% security compliance** maintained across all corporate accounts
- 70%** reduction of integration complexity

# Business Value

## » Streamlined IT Operations

Unified access management and automated provisioning across multiple systems.

## » Stronger Long-Term Partnership

Trusted relationship with corporate clients through robust security and seamless interoperability.

## » Revenue Growth Enablement

Increased potential for long-term contracts and higher-value enterprise deals.

## » Scalable Integration Framework

Infrastructure designed to easily accommodate future enterprise clients and technologies.

## About Innovecs

Innovecs is a global digital services company operating in the US, the UK, the EU, Israel, Australia, and Ukraine. We operate as a parent company, offering a tech-driven ecosystem of expertise, services, and solutions through specialized sub-brands: Innovecs High Tech, Innovecs Supply Chain, Innovecs Games, and Innovecs Play.



## Quick facts

13

Years of cross-industry experience

25

Delivery locations worldwide

650+

Highly skilled developers, engineers, architects

150+

Happy clients

92%

NPS score

127%

Business growth over the past three years

## Representative Offices

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