



[BUSINESS CASE]

Tinx & Luza Tecnologia Portugal invest in the future with a strategic nearshore partnership

In a market where speed, scalability, and quality make the difference, Tinx and Luza Tecnologia Portugal LDA are joining forces. This new nearshore partnership responds to the growing demand for qualified professionals in the Microsoft stack.

The Challenge

Tinx operates in a highly technical environment, integrating e-commerce platforms with Microsoft Dynamics 365 Business Central. This requires professionals with deep knowledge of ERP systems, API integrations, and e-commerce processes.

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At Luza, it's all about people and Microsoft technology. We connect cultures, knowledge, and ambitions.

Nelson Tavares da Silva
Founder & Managing Partner
Luza Tecnologia

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The Solution

Luza as a nearshore powerhouse

Luza, part of the Belgian Cronos Group, offers exclusive, specialized Microsoft consultancy services from Portugal.



Specialized recruitment



Faster placement of qualified candidates



Better cultural and technical fit

Concrete Collaboration

Luza provides a dedicated team to support Tinx with:



Development and maintenance of Tinx apps



Technical implementation of the apps within Microsoft Dynamics 365 Business Central

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Niche markets require niche expertise, and we now find it faster and better thanks to Luza. Their industry knowledge and personal approach make them an essential partner in our growth.

Erica Hoekerd
Chief Executive Officer & Founder
Tinx

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Shared Vision

Together, Luza and Tinx aim to accelerate implementations, improve customer support, and continue innovating within the international Microsoft ecosystem.

About Tinx:

Tinx was founded in 2008 in response to the urgent need for effective integration between Microsoft Dynamics NAV (now known as Microsoft Dynamics 365 Business Central) and the Magento web platform. In 2016, Tinx expanded its horizons by offering standard integrations for all leading e-commerce platforms such as Magento, Adobe Commerce, Shopware, WooCommerce, Shopify, Amazon, ChannelEngine, CloudSuite, and POS platforms like MplusKASSA. Today, it serves as a comprehensive integration partner for the Business Central community.

More info at tinx-it.com

About Luza Tecnologia:

Luza is a tech company part of the Cronos Group and works to provide the right Microsoft solution and the right team to address complex and critical business challenges. From Portugal, its Global Microsoft Hub has been helping Microsoft Partners around Europe to bring their customers' projects to life and make the most of Microsoft technology.

More info at luzatec.pt