

Partner case studies

We have in the UK a growing number of partners who are leveraging StorageCraft technology to grow their business – here are some comments from them

“StorageCraft has provided us with a singular solution which can backup any Microsoft environments we support regardless of the platform they operate from. In addition, we have been able to build our own BDR solution off the back of this which has generated profitable revenues and helped with customer retention. The product gives us and our clients complete peace of mind in terms of the security of their data knowing we can recover quickly should they encounter a hardware failure etc.

Prior to using StorageCraft we used to sell a product with upfront licensing making a minimal margin. Since using StorageCraft we have generated 11K per month in sales with an over net profit return in excess of 80% of the monthly revenue. I suspect and budget that our sales will continue to increase at a monthly rate of approximately 15% month by month. All in all, the service is very profitable.

Since switching to StorageCraft I genuinely believe we save at least 8 hours per day checking backups. We used to have 2 people assigned every morning checking backups. it now takes a singular resource 30 minutes to remedy any errors. We have quite literally released a full time tech to focus on other priorities. I.e. a direct salary saving of 20k per annum”

James Healy – Technical Director – Air-IT (<http://www.air-it.co.uk>)

“StorageCraft don’t just make great software. They are a great vendor. Technical support and training are excellent and readily available. And commercial support is there to make sure we can easily get the help we need to promote and sell the service. It is so rare that great software is backed up by a great team of people. But StorageCraft nails it, and this award is richly deserved by each and every one of the StorageCraft team.”

Chris Ward, Director , Vermont Systems Ltd (<http://www.vermont.co.uk>)