



PRIMARY VALUES

- Simplify User Experience
- Add Revenue Stream
- Retire File Servers
- Reduce Costs

CLIENT INDUSTRIES

- Finance
- Construction
- Accounting

PREVIOUS SOLUTIONS USED

- OneDrive
- Dropbox
- VPN
- Sharepoint
- Google Drive

Our Success Story

CentreStack

Canadian based MSP Tenacious adds revenue and saves time by switching from OneDrive to CentreStack

Problem

Tenacious Networks clients were using a variety of different solutions for cloud based file storage and sharing. Primarily they were using OneDrive for business. There were a number of issues with this solution, but the primary was OneDrive's learning curve.

"Using OneDrive is a learning experience for people. Maybe it's straightforward, but it's not familiar," said Aaron Patton, President of Tenacious Networks.

They had a lot of issues that were coming up because of the lack of familiarity. Tenacious Networks would have to train their clients on how to use OneDrive. Their clients also found file sharing burdensome - anyone wanting to receive a file from a OneDrive user needed to sign up for an account. "It's just an extra step, a hassle, when you are trying to do business," Aaron said.

Solution

Tenacious Networks decided to go with CentreStack as a solution for cloud based file storage and sharing, as well as for VPN and file server replacement.

CentreStack's interface was the driving factor in their decision to switch. It's easy to use interface saved Tenacious Networks time - now they don't have to spend time training clients and problem solving like they did with OneDrive.

"CentreStack is familiar, the interface is easy to adapt to. Our clients can see all of their files as they typically access them. They are using cloud storage the way they typically stored files with their old file system," said Aaron.

Tenacious Networks also benefits from CentreStack because it is easy to sell. Aaron said the ease of use and familiarity of the interface makes it a really easy sell to clients. For the client, moving files to the CentreStack cloud server looks the

Results

- ▶ **SALES GROWTH** - With CentreStack, Tenacious Networks has added \$24,000 a year in new gross profit.
- ▶ **SO EASY, IT SAVES EVERYONE TIME** - Adapting to CentreStack from OneDrive saves Tenacious Networks time because they don't have to train and troubleshoot on product use, and saves their clients time because they don't have the headache and confusion of learning a new product.