



Our Success Story



Damecon is a Netherlands based MSP - Managed Services company. They are a licensed reseller of CentreStack/Gladiant under the brand StorXS by Damecon.

USE CASES

Central File Repository

Direct File Sharing

Remote File Sharing

Cloud Based File Server

PREVIOUS SOLUTION

Internal Product Developed

PARTNER TYPE

MSP (Managed Services)

Problem

The majority of Damecon's clients use Office 365, but many of them are in the healthcare industry, which, in the Netherlands where Damecon is based, has even stricter regulations than in the United States. These strict regulations call for specific data storage requirements. Many of his clients have physical file servers or employ a hybrid with cloud storage and physical servers, and it is important to have regular compliance checks to stay within regulations.

Damecon needed an easy solution that could be a bridge for Office 365 to the client's existing storage solution with easy management tools.

"We see more awareness coming now from people with Office 365. There is no management, no additional tools, so people start to worry about 'where do I put my data?'" said Rob.

They also needed a solution that could keep their healthcare clients compliant with the regulation standards of the Netherlands.

Solution

CentreStack solves the problem of easy data storage with Office 365. With CentreStack integration, the Office 365 autosave feature can be set to save on any file server that you choose, not just the Microsoft cloud, as is the default with Office 365.

The CentreStack team is also working with Damecon for customized compliancy checks that will meet the strict standards for healthcare regulations in the Netherlands.

"Now we can go to any healthcare provider in the Netherlands and say 'this is all functioning according to Dutch healthcare regulations.'"



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Results

- ▶ CentreStack provided ease of use - enabled Damecon's Customers who are Office 365 users to store their data internally.
- ▶ CentreStack adaptability - developed a custom compliancy check to meet the stricter standards of Dutch healthcare regulations, allowing Damecon to expand in Healthcare.
- ▶ CentreStack allows for customization - "What makes CenterStack great is we can do so much and make it tailor made to each customer that can help the customer on their journey in file management."
- ▶ CentreStack is easy to integrate - "I can add CS on top of existing filesharing environment, integrate it with the authentication that they use without migrating data."



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