RESELLER CASE STUDY

With over 20 years' experience in the IT industry, Prestige IT Support were looking for an easy way to consolidate all their customer's files and folders into one place, radically improving workplace efficiency and delivering a clear audit trail for compliance. When Craig Hawes, Owner of Prestige IT Support received a call from his Account Manager regarding a new product that could solve his customer pain points, he jumped at the chance to register his interest in the Pilot Programme for Cloud Network Drive.

" We've always been interested in using Azure as a platform to migrate our on-premises customers, but we currently don't have the time or resources to dedicate to do so. With Cloud Network Drive, it was so simple to set up and so familiar for our customers to use that we had no hesitation in recommending the solution to them. It's just like using a normal mapped network drive – just add it to the PC and away we go.

We've been with Giacom for the last 8 years and consider them a one-stop shop for the number of services in their cloud marketplace. With one place for our bills and one place to order, using Giacom has saved us around half a day per week in admin/accounting alone. The Giacom Cloud Market and Cloud Network Drive both come highly recommended from us – it makes things easier for us, our customers and, most importantly, keeps them happy! "

CRAIG HAWES - OWNER OF PRESTIGE IT SUPPORT

GIACOM™

RESELLER CASE STUDY

With over 20 years in the IT industry, JSE Computing specialises in bespoke software development and IT consultancy for government agencies, small businesses and multi-national corporations. With expertise in hardware, cyber security and backup solutions and network installations, IT Consultant John Shearer was keen to kickstart the company's Azure journey when he registered for the Giacom Cloud Network Drive Pilot Programme.

Cloud Network Drive is so easy to configure and setup, meaning it's a highly cost-effective solution for us. After signing up to the Pilot Programme, our first customer deployment was for a children's services centre. They needed a secure file service to store and share documents safely and easily in the cloud – that's when we knew Cloud Network Drive, which is hosted in Azure, was perfect for them.

Giacom are an excellent CSP and we're 100% happy with their services. We only wish they would take other cyber security services on such as Kaspersky, as we'd switch our services across straight away! We'd recommend them in a heartbeat.

JOHN SHEARER - IT CONSULTANT AT JSE COMPUTING LTD

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