MAIN VALUE

Simplify User Experience

Simplify Cloud Migration

Add Revenue Stream

Retire File Servers

Security

ALTERNATIVES CONSIDERED

Dropbox

Anchor

OneDrive

PREVIOUS USED

Dropbox

Anchor

USE CASE

Central File Repository

Direct File Sharing Cloud

Based File Server

Our Success Story

CentreStack

Doberman, a Managed Service Provider, uses CentreStack for white label cloud based file server and sharing.

Problem

Doberman was having issues with CAD file corruption with a previous solution provider. They almost lost an important client because of the files that were lost, so they needed a new provider for white label file sync & share services.

They also had previously used Dropbox as a white label sync & share service in the past, but Dropbox started to sell directly to consumers. Doberman did not like Dropbox competing directly with them as a channel sales partner.

Doberman wanted a solution that would be 100% channel sales, and that would solve their issue with CAD file corruption and prevent future issues.

Solution

Doberman selected CentreStack. Making the switch solved their issue with CAD file corruption immediately. They also really appreciate the relationship they have with CentreStack as a channel partner.

"They [CentreStack] value the partnership. From a relationship standpoint, they are always willing to do a call, to give tips on how you can increase baseline and revenue," said Ian Richardson, CEO & Founder of Doberman Technologies.

The fact that CentreStack is exclusively selling through third parties is essential for Doberman. They don't have to worry about competing with the company, or having to slash their higher profit margins to stay in business.

MAIN VALUE

Simplify User Experience

Simplify Cloud Migration

Add Revenue Stream

Retire File Servers

Security

ALTERNATIVES CONSIDERED

Dropbox

Anchor

OneDrive

PREVIOUS USED

Dropbox

Anchor

USE CASE

Central File Repository

Direct File Sharing Cloud Based File Server

Our Success Story

CentreStack

Doberman, a Managed Service Provider, uses CentreStack for white label cloud based file server and sharing.

Results

▶ **EASY MAINTENANCE** - Flexible deployment scheduling and versioning allow's Doberman's clients to avoid problems remain compliant.

▶ **WHITE LABEL EXCLUSIVE** - CentreStack's relationship with MSP's is their top priority, so they can provide white label solutions

"
About a year ago our server crashed, had a major disk corruption event. Our restore was a couple weeks back, and there had been a fair amount of production data changes since then among clients. The CentreStack team did a custom solution so we could do a rollback and preserve production changes without significant data loss. We saved about 98% of data - there was no major client impact. They didn't have to do that. They went the extra mile, they brought development in, senior technical resources, and said 'Let's try to figure out a way that we can save this for you.'

Ian Richardson, CEO & Founder of Doberman Technologies
"