



Case Study: LeafTech

Pax8 helps an IT consulting company easily migrate to the cloud



Abstract:

Pax8 provided LeafTech with the comprehensive support and solutions required to successfully capture recurring revenue in the cloud.





Chris McAree
Senior Network Consultant
LeafTech Consulting, LLC

www.leaftechit.com

“More and more, clients were moving to the cloud or requesting to do so. I didn’t want to miss out on those opportunities. Even though I didn’t plan well for this market shift, Pax8 helped me make up for that with solutions like SilverSky Hosted Exchange.”

“With Pax8, I can confidently sell products without knowing much about them. When I have a problem, I can call Pax8 and they help me resolve the issue—no matter how big or small.”

“I’ve been really impressed with Pax8 from top to bottom. They provide us with the end-to-end support we need to take cloud products to market. With their help, we’ve successfully launched our cloud services practice area. My team loves Pax8.”

Headquarters:

Denver, CO

Industry:

IT Channel

Pax8 Partner:

Since 2013

Problem:

Leaftech needed a cloud-based distribution partner

Solution:

SilverSky Hosted Exchange

Result:

“By putting a multitude of cloud solutions under one umbrella, Pax8 provides us with a central source for all things cloud. With their help, we’ve successfully launched our cloud services practice area.”

LeafTech Consulting

is an IT company in Denver, Colorado that launched in 2007 and provides consulting services and a full range of complementary solutions—phone systems, hosted voice, cloud, workstations, security, etc.

The company predominantly serves small technology companies intent on outsourcing their IT services.



The Problem

LeafTech was missing out on lucrative opportunities simply because they weren’t offering cloud solutions. The company didn’t have a way to easily vet, position, and sell reliable cloud services to its clients.

The executive team at LeafTech Consulting knew they needed someone’s help to effectively take advantage of clients’ growing interest in cloud services. With this goal in mind, the search for a viable cloud distribution partner began.

The Solution

[Pax8 Delivers SilverSky Hosted Exchange](#)

Before McAree had an opportunity to research cloud distributors, a representative from Pax8 reached out to suggest an easy way to start providing cloud services with the SilverSky Hosted Exchange email solution.

“I was banging my head against a wall trying to find a viable cloud distribution partner, and just a couple days later a sales tech, Ryan, introduced us to Pax8 and turned things around for us. It was like he was in the room with us, listening to our needs and delivering the solutions we needed with Pax8,” said McAree.

Pax8 provided the right mix of knowledgeable support and ease-of-use that enabled LeafTech Consulting to start capitalizing on cloud services opportunities.

“By putting a multitude of cloud solutions under one umbrella, Pax8 provides us with a central source for all things cloud.”

—Chris McAree

Benefits

Expert and Timely Support

Pax8 delivered a fully supported experience that gave LeafTech Consulting the necessary backing to successfully migrate their business into the cloud. From a painless onboarding experience to a straightforward online marketplace and expert advice every step of the way, Pax8 made offering hosted email services easy for LeafTech Consulting.

“With Pax8, I can confidently sell products without knowing much about them and still get the support I need. When I have a problem, I can call Pax8 and they help me resolve the issue—no matter how big or small.”

One Source for All Cloud Solutions

Pax8 vets every solution it offers, and only recommends and supports solid solutions. By putting a stamp of approval on the solutions it deems most viable and supporting those solutions, Pax8 makes migrating to cloud services simpler for technology solution providers.

In addition, Pax8 provides a one-stop shop experience by giving IT companies access to hundreds of solutions through its online cloud marketplace.

“By putting a multitude of cloud solutions under one umbrella, Pax8 provides us with a central source for all things cloud.”

Results

Capturing More Revenue with Cloud Services

LeafTech Consulting is now able to provide its clients with a robust array of cloud services, which has resulted in recurring revenue growth and increased stickiness with customers.

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—Chris McAree

About Pax8

Pax8 is leading the way in cloud transformation for IT solution providers. Its innovative cloud-focused services enable channel partners worldwide to accelerate growth in the cloud through on-demand selling and marketing, provisioning and subscription automation. The company’s cloud marketplace platform provides the IT channel with leading-edge technology to efficiently and accurately buy, sell, automate and configure solutions and services. As the experts in cloud innovation, Pax8 is well-engineered to sell, assemble and deliver quality solutions to its channel of solution providers.



Phone (303) 790-4848 / Toll free (855) 884-PAX8
Email: info@pax8.com / Web address: www.Pax8.com