

Strong account management and product knowledge

Why did Jason Gough Computing Services choose Blue Solutions to expand their cloud services?

Client profile

Jason Gough Computer Services (www.jg-compservices.com) offer a wide range of I.T. services to both home and Business users alike. With over 20 years of experience in the I.T. industry and backed by qualifications such as Microsoft Certified Systems Engineer and a registered Microsoft Partner, the company is also affiliated with most computer hardware and software manufacturers.

The challenge

With previous distributors, the process could at times create challenges. Being given multiple contact names and difficulties in accessing key information made it difficult for Jason to run I.T. services for his clients.

Jason commented that he wanted to “focus on implementing solutions and growing his business not chasing distributors for support”.

The solution

Although Jason had previously found the support from other distributors disappointing, he approached Blue Solutions to discuss Office 365 and how it could work. He was still clear that the product could work for future customers.

From the initial conversation through to the implementation, Jason found that working with the Blue Solutions team has meant he “hasn’t spent a lot of time searching for answers to questions.”

With the product’s proven performance and being well-received by customers, Jason knew this product would help him to build his offering to his clients.

JASON GOUGH COMPUTING SERVICES

At a glance

The challenge – Looking for cloud solutions to support a growing client base and their demands for applications optimised for their business size and needs.

Wants to focus of implementing solutions and growing his business not chasing or being unsupported!

The Solution – Cloud-based access to high performance Microsoft Office applications, delivered at a low monthly fee and on a pay-as-you-go basis.

The results - With the Blue Solutions Team working with Jason Gough Computing Services to implement Office 365, there has been an increase in productivity and efficiency. Jason Gough, Director says “Blue Solutions provide a single point of contact, that’s helped me to build up a good relationship with staff. Whatever help I need or whenever I need advice or other help, Blue Solutions makes sure it gets done”.

Relevant to:

- ✓ I.T. Service providers – who want applications that are easy to manage and install.
- ✓ MSPs looking for solutions that will build revenue quickly.
- ✓ MSPs looking for tools that provide flexibility and help clients to work anytime and anywhere.

Solutions delivered:

- ✓ Ease of use - all of the solutions in one place, with tools that enable team collaboration, easy to set-up and manage.
- ✓ A flexible solution that allows you to add users and services as needed.
- ✓ Easy set-up and management, with low costs.

The results

The one-on-one relationships between Jason and Blue Solutions made it possible for him to maintain a quality service. Based on the success of working with Blue Solutions to implement Office 365, Jason is hoping to "increase my client base with Office 365 because of this great service."

The key benefits

- ✓ Increased efficiency for managing clients' networks and resolving issues.
- ✓ Delivered applications optimised for businesses, no matter what size they are.
- ✓ Flexibility to offer customers applications to suit their needs.

See how Blue Solutions have helped other MSPs and partners in the IT channel - Read our other case studies at www.bluesolutions.co.uk/case-studies

Learn how Blue Solutions can grow your business

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