

centrestack

Cloud storage company, CentreStack, **captures and shares detailed stories of their client's success** through 2 dozen Case Studies created by SuccessKit.

Situation

With hundreds of customers and partners across various industries, CentreStack wanted to sufficiently reflect the breadth of success they'd been able to achieve for all of their clients.

They were seeking a partner they could trust to optimize the development and execution of a process for creating Case Studies. Then, Franklyn saw an ad for SuccessKit.

Solution

CentreStack partnered with SuccessKit to bring their happy clients' stories to life.

"At first we signed on as a trial to see if it would work for us," said Franklyn Peart, Co-founder of CentreStack. "After seeing the quality of those initial assets, we decided to move forward with a larger commitment."

SuccessKit customized a process specific to CentreStack's business needs and ensured it captured what mattered most to CentreStack's clients. SuccessKit manages permissions to create each Case Study, conducts all Case Study-related conversations with CentreStack's clients, and delivers assets to Franklyn for final approval.

To date, SuccessKit has created 24 case studies for CentreStack and is under contract to create 12 more.



Franklyn Peart
Co-Founder, CentreStack

“We're already recommending SK to our customers. It is important [for a company] to have social proof. The more social proof, the more it matches the experience your prospects are looking for, which builds trust - a key factor in closing a deal faster.”



Results + Benefits

Proof of Success



"We are using them in sales conversations and we have them on our website as well. We take a lot of pride in our customer outcomes, so having a large selection of Case Studies helps us provide an accurate account to share with prospects and new customers, allowing them to see a real-life narrative that is highly relevant to the experience they will have," Franklyn said.

Great Customer Experience



“The customer service has been great, I would give it an A,” said Franklyn.



Client Type

Technology

International

Primary Value

Time Savings

Case Studies Created

24 in 12 months

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EASI uses CentreStack software for their 300+ employees to securely store files internally and externally.

CASE STUDY

Panorama Antennas is a London-based communications, with offices and manufacturing facilities across the UK and Europe.

Solution

Panorama Antennas are a company based with CentreStack, they are a division of EASI.

"Access to the existing storage infrastructure was provided via multiple individual servers which were not secure and incompatible with our needs."

"Everybody globally has access and accurate, there's no risk."

Client Type

- Manufacturing

Previous Solutions

- Sharepoint
- Dropbox

Primary Value

- Ease of Use
- Improved Security

RESULTS

- Extra Data Layer - "By implementing different file sharing solutions we have been forced to manage multiple protocols and settings. If they decide to change one of the protocols, then every user will need to change their settings, which can be time consuming."
- Better User Experience - "An added value for our clients is that they will be able to access their files from anywhere and at any time."
- Ease of Use - "From both an end user and administrator standpoint, CentreStack is easy to manage and navigate."
- "How Ready are you to recommend CentreStack?"