

# Architecting the perfect Small Business Cloud solution

## Ambitec chooses Tech Data Small Business Cloud Server from CDM ICT

**As a business that prides itself on being the perfect contracting partner for construction sites, Ambitec needs its employees to be on-site delivering value to customers – not using up billable hours stuck in an office.**

With mailbox capacity reaching its limits, and employees having to visit the office every morning and evening to collect and update plans, the entire team were frustrated at the impact that a slow email system plus unnecessary travel was having on their productivity and profitability.

### It all starts with email

Having had experience of helping customers with precisely these kind of business productivity issues, technology specialist CDM ICT introduced the Ambitec team to the Tech Data Small Business Cloud Server – including a suite of the very latest market leading productivity applications (Office365), infrastructure and remote access (Azure) and the option to have on premise data storage based on your customers' needs.

Christophe De Mesmaeker, CDM ICT's founder, explains: *"We began by deploying Office365 because we knew it would immediately free Ambitec from the mailbox limits and lack of access that were restricting business. Initially it was just for two users but once the rest of the team saw what was possible, they insisted on access too. It wasn't long before we had all ten users up and running."*

With the mail problem resolved, CDM ICT were able to help Ambitec tackle its strategic challenge: how to transform the way in which they worked. If the need for employees to go to the office before and after visiting a customer site could be removed, it would allow Ambitec to make significant cost and productivity savings by delivering projects faster.

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### Ambitec's gains

- Reduced mileage
- Faster speed-to-site
- Improved employee productivity
- A device-agnostic solution
- A scalable, more robust network
- Better customer service
- Files automatically saved to correct place
- Greater cost efficiency
- Better use of billable time



## Less miles = greater productivity, reduced business cost

*“What Ambitec wanted”, explains Christophe, “was the ability to have site plans immediately available to staff – regardless of their location or device. Alongside that, they wanted staff to be able to automatically upload photographs of their completed work to the correct customer file. Using Tech Data Small Business Cloud Server, Ambitec has been able to achieve both of their objectives; staff not only arrive on site with everything they need to get on with the task, they can also automatically upload photographs of their work to the right location on the server. This all happens without anyone having to set foot in the office.”*

This approach has not only saved Ambitec the costs associated with a traditional on-premise IT infrastructure, it has also brought efficiencies to its operation and improved the working environment for employees. They have greater autonomy, which in turn makes them more productive.

## Freedom of choice

An additional benefit experienced by Ambitec was the freedom that Tech Data Small Business Cloud Server brought to their hardware choices. Historically Ambitec was tied to Blackberry devices but, thanks to its Azure-based infrastructure, this cloud solution is device-agnostic leaving Ambitec free to choose devices that best suited the job roles within its organisation. Regardless of the manufacturer or form factor, Ambitec knows its solution will work.

## A partnership that empowers

Tech Data Small Business Cloud Server works for CDM ICT on a number of levels – from being able to leverage existing credit lines through to the technical capabilities – Christophe is keen to help more of his customers to make the journey.

*“Currently 50% of our customers are using cloud services”, he says, “and I expect to see most of them transition across soon. It just makes sense and it just works – you cannot achieve the same speed, security and scalability using on-premise technology.”*

The programme works too. *“With Tech Data Small Business Cloud Server, the billing relationship with my customers is protected. I’ve worked with them for 17 years and from starting out as Y2k web designers to the business that we are today, they’ve helped us to successfully bring the latest offerings to our customers, in a way that works for us.”*

### Partner benefits

- Retain the billing relationship
- Set your own commercial agreements
- Control your margins, pricing and billing frequency
- Prepare, deploy and manage infrastructure online
- Reduce risk & guarantee quality via templated approach

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**Small Business Cloud Server from Tech Data enables IT specialists to deploy and manage cloud-based infrastructure and productivity tools to their small business customers simply, and at a competitive price point.**