CASE STUDY

SOCITAS: "SIMPLY THE BEST PRICING EVER SEEN FOR HOSTING DYNAMICS NAV/BUSINESS CENTRAL ON AZURE"
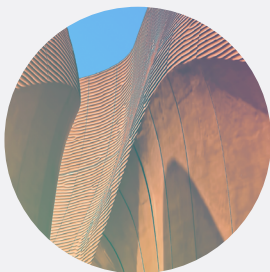
2020

ABOUT SOCITAS

SOCITAS GmbH & Co. KG is a Microsoft Gold Partner, that sells, customizes and consults customers on Microsoft Dynamics NAV and Business Central in the DACH region. The team of 70 employees offers tailor-made ERP solutions to small and medium-sized businesses in the key sectors of trade, wholesale, production, manufacturing and professional services.

SOCITAS started offering cloud-based solutions to its customers in 2019, when it saw that demand for cloud-based solutions was rapidly growing. Customers wanted subscription-based pricing, a quick go-live and access to their data 24/7/365 from anywhere in the world. SOCITAS considers its vendor-customer relationships as close partnerships, whereby both parties care for each other's businesses. As a result, it is extremely important for SOCITAS to offer only high-quality services to its customers.

CHALLENGES PRIOR TO 1CLICKFACTORY'S SELF-PROVISIONING FOR DYNAMICS NAV/BC ON AZURE

SOCITAS began providing cloud-based offerings by working with two local hosting partners and two other vendors. When we asked SOCITAS to detail the specific challenges they faced working with other vendors that served as the catalyst to try 1ClickFactory for hosting, they said there weren't any particular challenges. So how did SOCITAS become a 1ClickFactory customer?
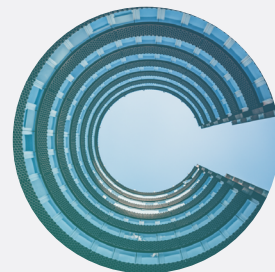
SOCITAS' cloud customers are from wholesale, manufacturing, service management and e-commerce. So, it's no surprise that prompt support, high availability of the ERP solution and low risk of business interruption are crucial for these companies. To achieve this, SOCITAS always aims to offer a solution with 3 key elements:

Solution flexibility and reliability

Trusted and reliable support

Attractive pricing

The story began when SOCITAS got an opportunity to work with a customer account already running on 1ClickFactory's self-provisioning for Dynamics NAV/BC on Azure platform. SOCITAS noticed that 1ClickFactory ticked all the benefits based on the list of 3 key elements that SOCITAS always strives to provide:

A very clear pricing model - a fixed price per user per month without any hidden fees.

An easy to use platform where a Dynamics Partner can do it all by themselves, even without having any technical knowledge.

Many years of knowledge and experience in Microsoft Dynamics NAV/Business Central and Azure, which means 1ClickFactory can provide help in any Dynamics NAV/Business Central related issue or question that arises.

Based on the above, SOCITAS decided to keep the customer running on 1ClickFactory's self-provisioning for Dynamics NAV/Business Central on Azure platform.

GREAT THINGS ACCUMULATE FAST WITH 1CLICKFACTORY'S SELF-PROVISIONING FOR DYNAMICS NAV/BC ON AZURE

Trusting 1ClickFactory benefited SOCITAS' hosting business very quickly. After using the platform for some time, SOCITAS realized it was very easy to use, had great speed and performance, reliable support and high security, all of which encouraged SOCITAS to host other customers on 1ClickFactory's self-provisioning platform. Since SOCITAS took over that first customer account (the one that was already running on 1ClickFactory's platform) on January 13, 2020, it has already provisioned two more customers that are, based on SOCITAS' feedback, very satisfied.

WHAT DOES SOCITAS SAY ABOUT 1CLICKFACTORY'S SELF-PROVISIONING FOR DYNAMICS NAV/BC ON AZURE?

"A Great Partnership for Business Success"

"Since we started working with 1ClickFactory, we have improved our hosting offering to customers. There's nothing more important than having the right partner in business, if you want to achieve success. Thankfully, we have found a very good partner (1ClickFactory) that truly cares for its customers and works "hands-on" in many situations (just like we do) and as a result, we are a great fit," shares Michael Preiss, CEO, SOCITAS.

"Working with 1ClickFactory is very pleasant. The 1ClickFactory team are helpful and always friendly. Also, having access to 1ClickFactory's competence and vast experience provides peace of mind," adds Michael Preiss.

"The Best Pricing Ever Seen"

"If other Dynamics Partners that are considering using 1ClickFactory's self-provisioning tool, asked my opinion, I would definitely say that 1ClickFactory gives the best pricing ever seen and excellent support." states Michael Preiss, CEO, SOCITAS.

To sum up, there are two main criteria,
that SOCITAS values most in the service:

**Affordable and fixed per
user per month pricing**

**Great support for hosting,
Dynamics NAV/Business
Central and Azure.**

So, if SOCITAS are asked "Would you recommend 1ClickFactory to others?"
the team responds with a very confident – **"Yes, of course"**.

WANT TO TEST DRIVE SELF-PROVISIONING FOR MICROSOFT DYNAMICS NAV/BUSINESS CENTRAL ON AZURE?

Fill in this short form and get a FREE **trial for NAV/BC on Azure** or contact us at
service@1clickfactory.com if you have any questions.