Medium Enterprise Transportation Services Company

Introduction

This case study of a medium enterprise transportation services company is based on a November 2017 survey of Softchoice customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.

> "The Keystone services was an easy setup and helps us consolidate our billing."

Challenges

The business challenge that led the profiled company to evaluate and ultimately select Softchoice:

- Describes their adoption of the cloud as Limited Production Workloads.

Use Case

The key features and functionalities of Softchoice that the surveyed company uses:

- Uses Amazon Web Services for the following:
  - Development and Test Sandbox
  - Web Sites and / or Web Applications
- Provided the following services related to Amazon Web Services by Softchoice:
  - Keystone Managed Services (ongoing support)
  - Billing (as a part of Keystone)
- Achieved the following with the help of Softchoice Services:
  - Simplified the support and management of infrastructure
  - Manage AWS Billing

Results

The surveyed company achieved the following results with Softchoice:

- Rates the following Softchoice Services capabilities:
  - End-to-end solution capability: highly valuable
  - Expertise & knowledge transfer: highly valuable
  - Delivery methodology: highly valuable
  - Personalized service delivery: highly valuable
  - Expertise: highly valuable
- Has seen the following with Softchoice's abilities:
  - Save significant time & effort: significant results
  - Improve overall outcome: significant results
  - Deliver business results: very significant results
- Decided to work with Softchoice for the following reasons:
  - The credentials of the Softchoice team
  - The Softchoice Keystone Managed Service credentials
  - Their preference in vendors
  - The expertise in Softchoice Billing, Licensing, and Procurement
  - A previously good experience with Softchoice
  - A trusted relationship with a Softchoice employee

Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:
Medium Enterprise

Industry:
Transportation Services

About Softchoice

As a leading North American provider of IT solutions and managed services, Softchoice combines the efficiency and reliability of a national IT supplier with the personal touch and technical expertise of a local solutions provider. Softchoice's holistic approach to technology includes solution design, implementation, asset management, cloud and managed services, as well as access to one of the most comprehensive and cost-effective technology distribution networks in North America.

Learn More:

Softchoice