



CASE STUDY

Ongoing support from Exertis helped Radius Tech Solutions to develop their business

Radius' customers were moved over quickly and easily to our simple user interface, with seamless platform implementation

We were successfully able to support Radius with rebate, unlocking additional benefits that mean the team can earn 4% rebate and increase profits for selling.

Unlocking 4% Rebate

Overview of Radius Tech Solutions

Radius is a small but dedicated team of professionals who strive to provide the best support and advice to their clients by driving the adoption of the most innovative cloud and cybersecurity solutions.

www.radiusit.co.uk

Radius Tech Solutions' goals

- Radius were previously with other distributors and had found other platforms clunky and difficult to use. This meant a lot of time wasted.
- Technical support wasn't great in the past – it was hard to get through to someone and then when they did there was minimum support.
- They were just registered partners before they met Exertis Cloud. They wanted to explore additional benefits and be guided on what opportunities were available.

Our solutions

- ✓ After the initial demo of Exertis Cloud, Radius found that the platform suited their needs. Existing customers were moved over quickly and easily to our simple user-interface, with smoother platform implementation than previous platforms.
- ✓ Radius found that they were able to get in contact with Paul and the team very easily.
- ✓ Radius had ongoing support from us to develop their business, with easy to reach expertise at the end of the phone, where previously they were trying to figure things out completely solo.
- ✓ Our team were able to support with things like rebate, where previously Radius had received none. They now have additional benefits which has enabled them to unlock 4% rebate and earn money for sales.
- ✓ Paul and the team have helped Radius to understand Microsoft Azure's billing mechanism, which means they can bill for usage more efficiently.

Benefits of Exertis:



People

A specialist team of real, UK-based people supports you strategically and operationally 24/7 - no unmanaged accounts or offshore support.



Platform

A #1 platform experience that will save you time, energy, and money with automated billing, native integrations and bespoke reporting.



Profitability

We offer enablement designed to help you grow including training workshops, rebate support, lead gen campaigns, free health checks, 365 optimisation, and more.



Historically we felt that we were limited to our own boundaries of knowledge; the Exertis Cloud team have unlocked a lot of knowledge and opportunities for us. It's the little things that matter and save time for our team - like being able to search by product codes!"

Lee Huck
Managing Director, Radius Technology Solutions Ltd