

Requirement

With a focus on the Irish Small Medium Enterprise (SME) market, Utilis Technology is an IT Service Provider based in Dublin that works closely with its customers to deliver cloud based services on a pay-per-use model.

Services provided by Utilis include: web hosting, email collaboration, email filtering and archiving, security, remote monitoring and remote backup.

Most of Utilis' customers don't have an IT department and rely on them to recommend the services they should use and, as a result, trust forms a big part of their customer relationships. This means that, like any IT services supplier, they need to be very selective in their choice of providers.

Solution

Whilst already providing hosted Zimbra services to their customers Utilis had been looking at outsourcing for a while.

The company looked at a number of different options but always came back to The Very Good Email Company because they liked the feeling they got from all contact between the two companies and the services offered met Utilis' requirements perfectly.

Once The Very Good Email Company upgraded its Zimbra services with 25GB of storage per mailbox, as standard. it became a no-brainer.

In addition, Zimbra from The Very Good Email company provides spam and virus filtering as standard and can be used with the company's MessageBunker email archiving and discovery tool.

Results

Philip English, Director at Utilis, commented: "The support provided by The Very Good Email Company is excellent - they provide the type of service to us that we aim to provide our customers."

The migration of customers was totally seamless and the company has had no issues at all since they outsourced to The Very Good Email Company. Utilis have now achieved Gold Partner status.

As a direct result of providing Hosted Zimbra solutions from The Very Good Email Company Utilis now provide the email services to Therapie Clinic, one of the largest beauty clinics in Ireland.

As to benefits of outsourcing to The Very Good Email Company, Philip continues: "No hardware upgrades, no software upgrades and no worrying if our servers are offline: our email platform is one less thing for us to worry about and we can now get on with running the rest of our business."



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