70,000 SaaS Users Leverage VCS' Hosted Partner Program
Powered by Powertrak Configure-Price-Quote and Partner Portal

Overview

Company	Vertical Cloud Service
Industry	Hosting Provider
HQ Office	Clearwater, FL
Established	1999

Company Profile
Vertical Cloud Service is a leading provider of managed hosting solutions, offering high availability vertical cloud environments for critical business applications.

The company is focused on web-enabling and delivering industry software to any computer anywhere, for clients that utilize ERP, EQM, QPC, and CRM software to run their business.

Challenges
- Manage its Microsoft and Acumatica partner community.
- Streamline partner interactions and transactions.
- Needed to automate sales quoting and ordering processes, and extend it out to partner community.

Solutions
- Powertrak Partner Portal
- Powertrak CPQ

Results
- Provides self-service tools out to partner community.
- Offers partner community with quoting and ordering, training and education, marketing programs and resources, sales support and communication.

Microsoft Dynamics CRM and ERP partner, Vertical Cloud Service's, selects a partner channel solution to power its rapidly-growing partner channel program.

Overview
Vertical Cloud Service, in partnership with Reviora, a leading provider of managed hosting solutions, offering high availability cloud environments for critical business applications, sought Powertrak CPQ and Partner Portal to help sell, service and support its Microsoft Dynamics and Acumatica partner community.

Situation
With a large number of Microsoft Dynamics SaaS users relying on Vertical Cloud Service daily, and over 70,000 users at peak season this year, the company required a flexible, scalable, packaged solution to operate its quote and order processes and streamline partner and customer interactions and transactions.

"We have put together an industry-leading partner program where we work with the best consultants and implementers in the nation to deploy hosted software," said Jason Mindte, VP Sales at Vertical Cloud Service. "Our rapid growth mandated that we had to provide our partners with access to mission-critical information and ordering tools to help them succeed."

The Solution
Powertrak Product Configurator is a robust, end-to-end, configure-price-quote (CPQ) solution that empowers internal sales to efficiently build quotes and configure orders quickly and accurately. Utilizing the same underlying technology, Powertrak Portal extends the selling, quoting, registration, and sharing of information to external relationships such as partners, distributors, and resellers.

The Results
With Powertrak, Vertical Cloud Service now delivers critical tools and information that partners need for maximized business success, such as quoting and ordering, training, education and support, marketing programs and resources, sales support and communication.

"Vertical Cloud Service evaluated the top CPQ vendors," stated Mike Belongie, COO of Axonom. "In the end, they chose Axonom's Powetrak solution for two primary reasons. First, the one-stop-shop ability of Axonom to provide an end-to-end, quote-to-cash solution for Vertical Cloud Service's partners. Second, the flexibility of Powertrak to be rapidly configured to dynamic requirements."

Axonom Inc.

About Axonom
Axonom is an independent software vendor that develops, designs, and markets Powertrak, the innovative B2B revenue management suite for global high-tech and manufacturing organizations.

Powertrak gives each user in every department one sure path to efficiently service, support and extend the customer experience.