



CASE STUDY

easyquote



At A Glance:

Company: easyquote

Location: Tamworth

Industry: Software Vendor

Challenges:

- Management buyout resulted in fast office move and loss of in house IT support
- New email solution was required in under a week

Solution:

- messagehub Business Hub
- messagehub mobile

Results:

- Implementation completed in the timescales required
- Cost model supported management buyout
- Hassle free solution; exactly what they wanted

"We chose messagehub because they were the only partner who could promise that the installation would be completed within the timeframe required and furthermore, the cost was more than reasonable. Since we switched to messagehub, the solution has been hassle free; exactly what we wanted.

- Leigh Martin, Managing Director, easyquote

Developed by a team of professionals from the Kitchen, Bedroom, Bathroom (KBB) and IT industry, easyquote was the first dedicated business management software solution for the KBB market.

Located in Solihull, easyquote was developed by Integrated Ordering Systems Limited in 2000 and in the company's brief history has become the leading provider of business management software for the KBB industry.

With support from over 300 industry manufacturers and distributors and with full backing of the Kitchen Bedroom Bathroom Specialists Association (KBBSA), easyquote now features over 2 million products and prices and is used by hundreds of kitchen, bedroom and bathroom retailers across the country.

When planning began in 2005 for easyquote to move premises, Managing Director, Leigh Martin, contacted messagehub. easyquote recognised that moving location meant that they would need to find a solution for their email that could be implemented within a short timeframe.

Leigh Martin says, "We were moving offices after going through a management buy-out and as a result had lost our in-house IT support. We decided that outsourcing would be the route for us as we had decided that we wanted to concentrate on the core activities that generate profit for us; email was not one of these. We therefore chose messagehub."

easyquote was concerned about the distribution that the changeover may cause. messagehub had the solution to relieve their concerns.

Having spoken to messagehub on the Thursday afternoon, a technical engineer called at the easyquote offices that very afternoon to collect the historic data and requirements specification. With the messagehub team working all weekend, by 9.00am Monday morning, easyquote had moved into their new offices and their email infrastructure and websites were all up and running via messagehub.

"We chose messagehub because they were the only partner who could promise that the installation would be completed within the timeframe required and furthermore, the cost was more than reasonable", says Leigh. "Since we switched to messagehub, the solution has been hassle free; exactly what we wanted."



messagehub

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