



eLINIA delivers virtualised platform for Aspidistra

Aspidistra turned to eLINIA to manage their virtualised platform and hosting. This enabled their business to concentrate on selling and implementing e-commerce solutions across the Sage product suite.

Aspidistra Software is an innovative developer of software for the SME market and is dedicated to bringing the integrated solutions, which blue chip companies take for granted, to all businesses at an affordable price. All its systems are designed to help businesses run more smoothly, thus reducing costs. Aspidistra's strength lies in their ability to understand each individual business, therefore enabling Aspidistra to tailor the software to suit each client.

The Need

Aspidistra needed a hosting partner that would manage its hosting requirements while Aspidistra concentrated on selling and implementing e-commerce solutions across the Sage product suite.

Aspidistra initially offered hosting to its customers via its own servers. As Aspidistra expanded, this proved a distraction and a costly expense in terms of investing in additional machines and staff to manage this side of the business.

Aspidistra issued a tender to six organisations and after a careful review of the tender submissions, Aspidistra decided to invest in a virtualised platform from eLINIA. eLINIA's customer endorsements across a variety of markets provided Aspidistra with the reassurance to support its future growth. In addition, as eLINIA's network of data centres remain open 24/7/365, this provided Aspidistra with the peace of mind knowing that their customers will continue to be offered a reliable seamless solution.

The Solution

The solution proposed consisted of a virtualised server platform to provide Aspidistra and their customers with a hosted virtualised ASP platform for Aspidistra's Sage integrated e-commerce software. Paul Dorey, Managing Director of Aspidistra says,



"eLINIA provided a cost effective solution for our business and took the time to visit our office to discuss our immediate and future requirements in more detail."

Paul continues, *"The key reassurance we required was to ensure our customers were offered reliability and that Aspidistra's ethos of customer service was not going to be tarnished in any way through the non delivery of our solutions. I can definitely sleep soundly now knowing that eLINIA are taking care of our hosting."*

Key benefits

Aspidistra are now achieving returns from their hosted solution from eLINIA. The following key benefits have been realised from their investment:

- Peace of mind from a managed solution – eLINIA's data centres are operational 24/7/365.
- As eLINIA offer flexible hosting solutions, then eLINIA can support Aspidistra's future growth.

eLINIA delivers managed ICT solutions for business. UK based and specialising in secure managed hosted solutions, eLINIA offers the highest levels of service. eLINIA believes in building very close relationships with its clients, so there is a real understanding of what business function a particular application performs. Through this integration, eLINIA can deliver a service that is truly pro-active, flexible and agile.

