

RODIN Business Solutions Leverages Hosted Network's Virtual Data Centre in Selling Flexible and Cost-Effective Cloud Services



"I treat Hosted Network now like our Infrastructure Department... You're our Cloud Department and I don't need to think about it. That's what I was looking for and that's what we got!"

-Aaron Jacobs, General Manager at RODIN Business Solutions

The Challenge

Building and managing your own infrastructure not only requires great investment, but also a huge chunk of your MSP's time. As RODIN Business Solutions already manages a lot of their clients' systems, having another system to learn and oversee would be an obstacle to their agility.

After realising the hurdles brought by dealing with major providers, they searched for other cloud providers that could give them flexibility, the right price point to maximise their profit margins and more importantly, demonstrate significant value of their services to their customers.

Upon reaching out to a couple of cloud providers, RODIN decided to partner with Hosted Network, a local cloud provider dedicated to MSPs.

The Hosted Network Cloud Advantage Budget Maximisation

With one of their clients being caught up in an unnecessary huge infrastructure and costly cloud upgrade for just a small increase in resources, RODIN helped the client realise the significant savings they could get from moving their virtual data centre with Hosted Network.

After moving the client's platform to Hosted Network, they not only increased resources for a more reasonable price, but were able to invest their savings in cybersecurity measures which they were lacking because of budget limitations.

**Managed Service
Provider:**

RODIN

IT - VOICE - PRINT

RODIN Business Solutions is a Managed Services Provider that has been operating for over 25 years. They service the SMB market, working across all verticals, with clients ranging from 10 to 300 employees. Over the years, RODIN has been investing in the right skills, newest tools and platforms and partnering with innovative vendors to provide the best support to their customers and act as a part of their team to help them thrive and reach their goals with the correct technology.

MSP Business Challenges

- Finding a flexible cloud solution that they can provision when needed instead of building and managing their own which isn't cost-effective
- The need to set aside time and resources to learn new cloud environments
- Complex and unpredictable billing of large cloud providers which is typically in USD

Solution Familiarity



"I think for an MSP that's important; finding something that's familiar, something that's easy to work with, easy to price, easy across the business, that works really well and that's what it's been for us." says Jacobs.

As the knowledge and skills of their technicians should continuously be refined, having a cloud solution that's familiar and easy to deal with is a great time-saver for their team.

Free Trials and Training

"We could trial in advance and Hosted Network was great in providing us with temporary resources and giving us things to muck around with, answering questions which made it really easy for us. It gave us an opportunity to have a nice plan from the get go and be able to trial and test it and be really comfortable across the whole company and your solution before we went to market with it."

Hosted Network provided temporary resources and training to help RODIN's team be familiar and comfortable with the solution. This enabled them to plan accordingly on how to position and market the product to their customers.



End User Business Challenges

- Having the burden of paying for high tiered cloud plans without fully utilising all its features
- Lack of investment in security due to budget constraints

VIRTUAL DATA CENTRE

Get a 14-Day Free Trial

vmware[®]
vCLOUD[™] POWERED

Got a Question?
We are Here to Help

☎ 1300 781 148

✉ sales@hostednetwork.com.au

🌐 www.hostednetwork.com.au

End Results

MSP

- Scalable Resources
- Ability to test environment for seamless implementation
- Flexible Billing
- Trainings and Engineering Assistance
- Transferrable On-Premises Skills

End Users

- Ability to expand Infrastructure resources without unnecessary costs
- Investment on security measures due to significant savings
- Resources (Catering for peak and off-peak business seasons)