



THOROUGH EVALUATION PROCESS FOR NEW PROVIDER

AxByte had used a large international provider for spam filtering for some time but found the products hard to sell due to their high price points. As simplicity had not been in focus with the previous provider large volumes of support calls kept coming in, becoming an area of concern. When evaluating new solutions AxByte looked at all the leading Nordic vendors with three key criteria in mind: Effectiveness, simplicity and cost efficiency. The evaluation process resulted in the selection of CronLab's spam filtering solution.

SIMPLICITY AND EFFECTIVENESS DECREASES COSTS

Thanks to CronLab's easy-to-use interface and highly effective filtering engine customers now rarely ask AxByte for support. This in turn has decreased support costs for AxByte.

IMPROVED REVENUE IN SPITE OF LOWER PRICES

With the cost efficient offering from CronLab, AxByte has been able to lower the price of the products to customers and with improved volumes the revenue has even increased.

INCREASED CUSTOMER SATISFACTION

Several customers have called AxByte to explicitly tell them how happy they are with the new spam filter. This gives AxByte the confidence of recommending CronLab's solution to all new customers.

KEY BENEFITS

- Decreased costs
- Increased revenue
- Improved customer satisfaction

PRODUCT

- CronLab Hosted Anti-Spam

ABOUT AXBYTE

AxByte is a leading supplier of dedicated Microsoft Exchange 2010 solutions. AxByte also offers co-location and numerous other hosting services in their redundant server halls based outside Stockholm.

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"Thanks to CronLab's effective, cost efficient and easy-to-use anti-spam solution we now have happier customers, increased profitability and many fewer support calls"

- Thomas Moberg, CEO, AxByte