



LeafTech Consulting



LEAFTECH

PAX8 CASE STUDY

With the Pax8 stamp of approval, solution providers can choose from hundreds of solutions through a central online cloud marketplace. And once clients have picked the solutions that fit their business needs, Pax8 makes migrating to those cloud services pain-free for both the solution provider and their clients.

“We’ve positioned our business as the one location for our client to call for everything. We would lose clients if we didn’t have cloud.” **CHRIS MCAREE**
CEO, LeafTech Consulting

BENEFITS • A PARTNER THROUGH THE PROCESS

Pax8 provided a comprehensive partnership to LeafTech from day one and aligned with the MSP’s needs and goals. Investing in LeafTech’s success meant delivering a fully supported experience, from successful migration and painless onboarding to growing LeafTech’s cloud business from a single hosted email service.

With a straightforward online marketplace, expert advice every step of the way, and unbeatable support, Pax8 enables LeafTech to serve their clients with confidence.

“It’s really nice to have a dedicated Cloud Solutions Advisor (CSA). I just pick up the phone and call them if I need anything,” shares Reid Clark, LeafTech’s SVP of Technology. “Pax8 also provides good terms and support from the vendors they partner with. We couldn’t ask for a better Wingman.”

“With Pax8, I can work through any tech issue. Pax8 has helped us be competitive in the MSP space.” **CHRIS MCAREE**
CEO, LeafTech Consulting

THE RESULT • FLYING HIGH WITH 230% GROWTH — AND IT’S JUST THE BEGINNING

In the past three years that LeafTech has been selling cloud services with Pax8, the company has achieved 230% growth (which is an unprecedented average annual growth rate of 76.64%) — with more growth on the horizon.

“Pax8 has enabled our cloud adoption and company growth. Since working with them, our workforce has more than doubled,” shares McAree.

Clark agrees, “I couldn’t do my job well without having Pax8 as the single point of management. This has provided us with the ability to scale and massively grow our business.”

Even though LeafTech is considered an SMB, they're now a pretty big deal when it comes to cloud, thanks to Pax8.

"We have clients all over the country," says McAree. "Pax8 has changed the market and is now offering different ways for us to optimize our client base. Once we get in there, it's a 'land-and-expand' experience."

LeafTech isn't ready to slow down, and with a Wingman like Pax8, they can keep flying high.

"With Pax8 in our back pocket, we have the competitive advantage." **CHRIS MCAREE**
CEO, LeafTech Consulting

ABOUT LEAFTECH

LeafTech started with a vision to deliver superior client service in an industry with a reputation for missing the mark on that front. Providing cost-effective, high-quality IT support and services to small and medium-sized businesses, the company is focused on delivering extraordinary client service. LeafTech is an eclectic group, from varying backgrounds and experiences, all working together to make your information technology work for you and your business.

Headquarters: Colorado **Industry:** Managed Service Provider

Pax8 Partner Since: July 2015

Learn more at www.leaftechit.com

ABOUT PAX8

Pax8 is the leader in cloud distribution. As a born-in-the-cloud company, Pax8 empowers managed service providers (MSPs) to achieve more with cloud technology. Through billing, provisioning, automation, industry-leading PSA integrations, and pre and post-sales support, Pax8 simplifies cloud buying, improves operational efficiency, and lowers client acquisition cost. Pax8 is a proven, award-winning disruptor in the market, earning accolades like NexGen's Best in Show, Best Places to Work in IT by ComputerWorld, Biggest Buzz at IT Nation, CRN's Coolest Cloud Vendor, Best in Show at XChange, HTG's Best Partner Program, and more. If you want to be successful with cloud, you want to work with Pax8.

Get started today at pax8.com