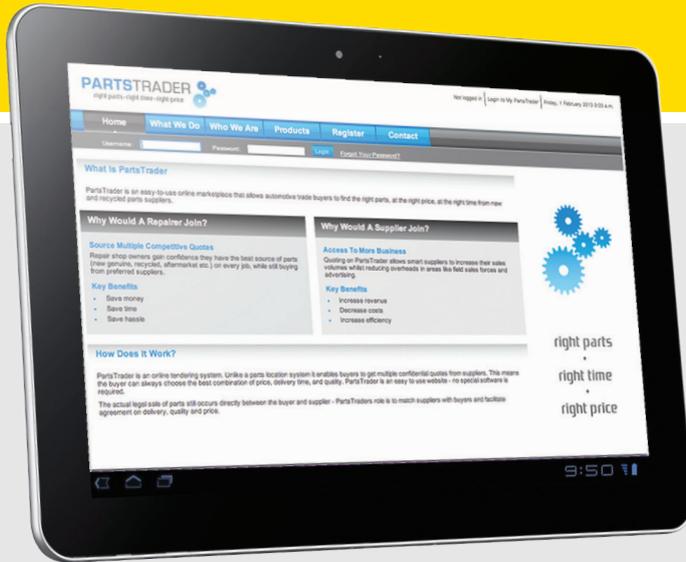




Office 365 takes care of PartsTrader's IT 'rats and mice'



INTELLIGENT BUSINESS
intergenTM

PARTSTRADER

Right parts, right time,
right price.

Our staff can now focus entirely on the task at hand. With Office 365, all they need is a user ID, computer and internet connection to do their work. It's that simple.

ANDREW MORROW, GENERAL MANAGER,
PARTSTRADER MARKETS LIMITED.

THE SITUATION

PartsTrader is an online marketplace that allows automotive trade buyers to find the right parts, at the right price, at the right time from new and recycled parts suppliers. PartsTrader is a start-up company based in New Zealand, and has been given the opportunity to design and deliver a 'world class' technology solution in the US for the automotive industry. With rapid growth on the horizon, ensuring all their IT 'rats and mice' were in line and taken care of was high on the agenda.

PartsTrader were using Microsoft Business Productivity Online Services and Software (BPOS) the predecessor of Office 365 for their email, office communication and business as usual (BAU) activities. They needed a solution

that would make it easy for them to grow, communicate and collaborate with colleagues anytime, anywhere. As a large scale project for the US, their office solution had to seamlessly take on new users (internal and external), work without any technical hitches and have the capability to fuse with the latest Microsoft technologies that would be implemented down the track.

THE PAIN

As Andrew Morrow, General Manager of PartsTrader Markets Limited explains:

"We were on an old school private cloud (BPOS). This worked well for the current team size, but with rapid growth, the need for communication and collaboration with external stakeholders and staff across the globe, along with CRM integration on the cards,

moving to the cloud and Office 365 was a no brainer. PartsTrader had no infrastructure set up and we wanted our staff to focus entirely on the task at hand, without having to worry about technical hitches that arise when hosting data in-house."

THE GAIN

With Microsoft Office 365 up and running, PartsTrader can now focus on developing a world class solution for the US market. As Andrew Morrow, General Manager of PartsTrader Markets Limited concludes:

"Our email, communication and office programmes need to be in working order to ensure we can get on with the job. They're accessible, anywhere, anytime. As new staff join the team, set up is simple; all we need to do is create a new account and they're good to go. It literally requires no technical input from us and is all managed in the cloud.

"With Microsoft Lync added to the mix, we can communicate and collaborate with our colleagues via online chat, video or phone call, all at the touch of a button. We also need to communicate and collaborate with stakeholders from outside our organisation and using Microsoft Federation gateway has made this seamless."

THE FUTURE

As PartsTrader enters the automotive industry in the US, a customer relationship management system needs to be integrated into their work environment to ensure they can effectively manage their partner and customer relationships. And with Office 365 developed to integrate with Microsoft Dynamics CRM without any major implementation work, it couldn't have been a more perfect fit for PartsTrader.

THE BUSINESS CASE

PartsTrader needed an office solution that required no infrastructure or IT support on their behalf. With Office 365 in place, all eyes are focused on delivering a world class solution for the US automotive industry.

THE BUSINESS VALUE

- » Ideal solution for a start-up company with no infrastructure.
- » No overhead costs.
- » Ability to expand business globally, without dealing with technical hitches.
- » Communicate and collaborate with staff and stakeholders globally, at the touch of a button.
- » Accessibility to email anywhere, anytime.
- » Frees up the IT team, so they can focus on the task at hand.

THE ENGINE ROOM

- » Microsoft Office 365
- » Microsoft Lync
- » Microsoft Federation Gateway

With more than 300 Intergen staff working across organisations of all sizes and types, our offerings include portals, content and collaboration solutions, Microsoft Dynamics financial and relationship management, custom software development, management consulting and hosting services.