

CoreTech and GFI KerioConnect:

Empowering MSPs with best-in-class email cloud services

MSPs and VARs face the challenge of providing comprehensive, flexible, and secure cloud solutions, often without the infrastructure to support them. Recognizing this, CoreTech, a leading IT distributor and cloud provider, saw an opportunity to add GFI KerioConnect to its service portfolio. This integration enables them to provide MSPs and VARs with a powerful cloud email solution that is both scalable and easy to manage, effectively addressing the specific needs of these service providers in the cloud solutions market.

CoreTech's Implementation of GFI KerioConnect

CoreTech successfully integrated GFI KerioConnect into its advanced cloud infrastructure, featuring dual Tier 4 certified Data Centers. This integration was key in allowing CoreTech to enable GFI KerioConnect in both shared and private environments, offering MSPs and VARs flexibility in their service models. GFI KerioConnect's compatibility with diverse operating systems and its lightweight footprint ensured a seamless integration, enhancing CoreTech's existing cloud services without overburdening its systems. This implementation allows CoreTech to provide a robust, scalable email solution that is both easy to deploy and manage, fitting perfectly into their ecosystem of cloud services.

Harnessing the Power of GFI KerioConnect

Customization and flexibility

CoreTech leverages GFI KerioConnect to offer customizable email services. This adaptability allows them to meet diverse client needs, providing tailored solutions that align with specific business requirements.

Scalability

The 'pay as you grow' model of GFI KerioConnect for MSPs aligns perfectly with the evolving needs of growing enterprises, ensuring a cost-effective approach to scaling up. CoreTech's infrastructure supports this scalability, allowing MSPs to expand their offerings in line with their clients' growing needs.

Adaptable pricing

CoreTech offers MSPs using GFI KerioConnect the freedom to set their own prices, unlike the fixed public rates often seen with larger vendors. This flexibility enables MSPs to tailor their pricing to client needs and market demands, giving them an edge in a competitive industry.

Data protection

Hosting GFI KerioConnect in CoreTech's EU-based data centers means clients benefit from strict adherence to EU data protection regulations. This offers an added layer of security and compliance, vital in today's data-sensitive environment.

Personalized support model

CoreTech sets itself apart with a personalized approach to support. MSPs using GFI KerioConnect through CoreTech benefit from direct access to CoreTech's team. This close communication allows for swift and tailored assistance, offering a level of service that goes beyond what is typically available with larger platforms like Microsoft 365.

"Incorporating GFI KerioConnect into our service portfolio has been a seamless experience, significantly enhancing our offerings. The product's ease of implementation and the flexibility it offers our MSP partners in pricing have been pivotal, giving them a competitive edge in a dynamic market. For those considering GFI KerioConnect, our experience is nothing short of incredible: it can transform service delivery and fuel business growth, all while maintaining simplicity and efficiency in operations.

– Celeste Ardia, GFI Software Sales Specialist CoreTech