How Escalon switched to IceWarp for improved client support and noticeably lower costs.

Escalon✓
And done.

IceWarp

Escalon

Based in the U.S.

Essential Business Service Provider

1400 users

IceWarp Mail Service, Security Suite

Escalon is a US-based company providing essential business services – everything from finances, accounting, and taxes, to payroll, insurance, recruiting, and more – to its over 5,000 clients worldwide. Escalon's founders pride themselves both on knowing firsthand the frustrations of being an entrepreneur bogged down by everyday administration, and actually being able to provide their clients with a solution to this very problem.

"We help entrepreneurs and SMB owners get more time to focus on things that will help them build great companies, by taking care of things that are critical but non-core.

Our goal is to maximize technology leverage to deliver superior experience and value for our clients as well as a workplace of choice for our employees.

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JAY MAGO, HEAD OF TECHNOLOGY AT ESCALON

Case study

Key Challenges

An expanding business with rapidly increasing costs.

A solution that matches Escalon's requirements but is still cost-effective going forward.

Full data migration required – all company emails and files need to be transferred.

Advantages

Reducing costs with zero data loss.

Fully-fledged email communication well within Escalon's budget.

Flawless data migration with a helpful and knowledgeable client support team.

IceWarp
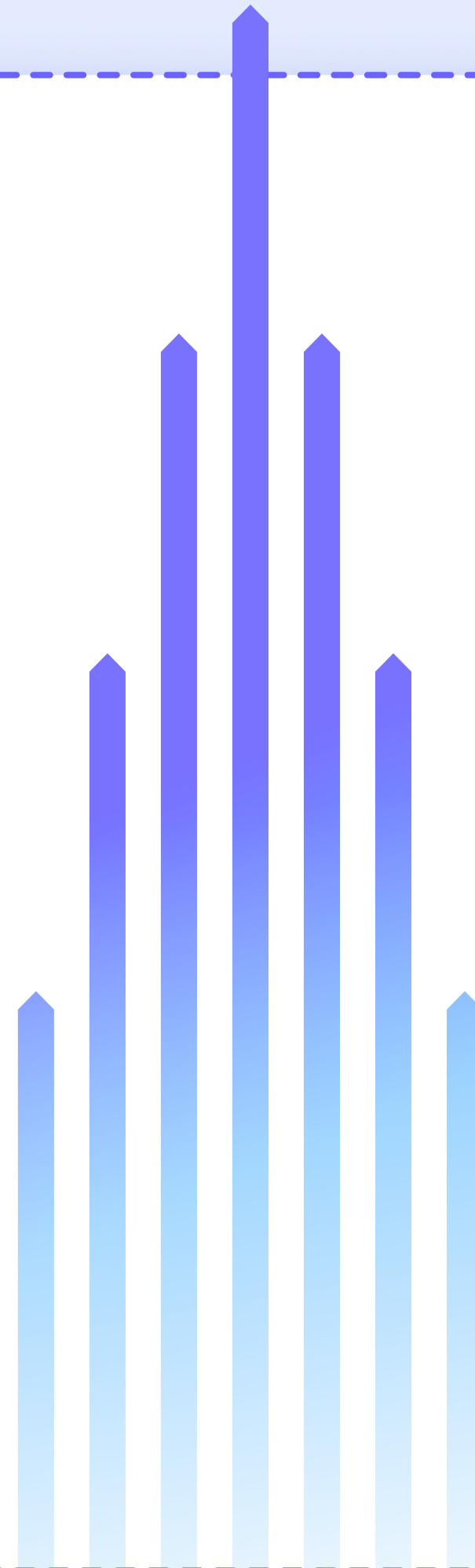
Discovering a cost-effective solution

As Escalon began to experience greater and greater success, it also ran into a number of new obstacles.

"**Email communication is the backbone of the company.** We were expanding, and our bill cost was running high. We started to look for an alternative with all the features but within our budget," stated Jay.

And after trying options such as Rackspace, Zimbra, Iredmail, and Exchange, they finally found the exact alternative they needed in IceWarp. With its comprehensive business email, TeamChat, conferencing, mobile app, and so much more, **IceWarp fit the bill without breaking the bank.**

Although, it wasn't just the features and price but also **IceWarp's client support that helped close the deal.** When asked what made IceWarp stand out from the group, Escalon's Head of Technology had this to say: "We liked the initial support we got. **It was great to have someone listen to our needs,** understand them and direct us to the right solutions."

IceWarp
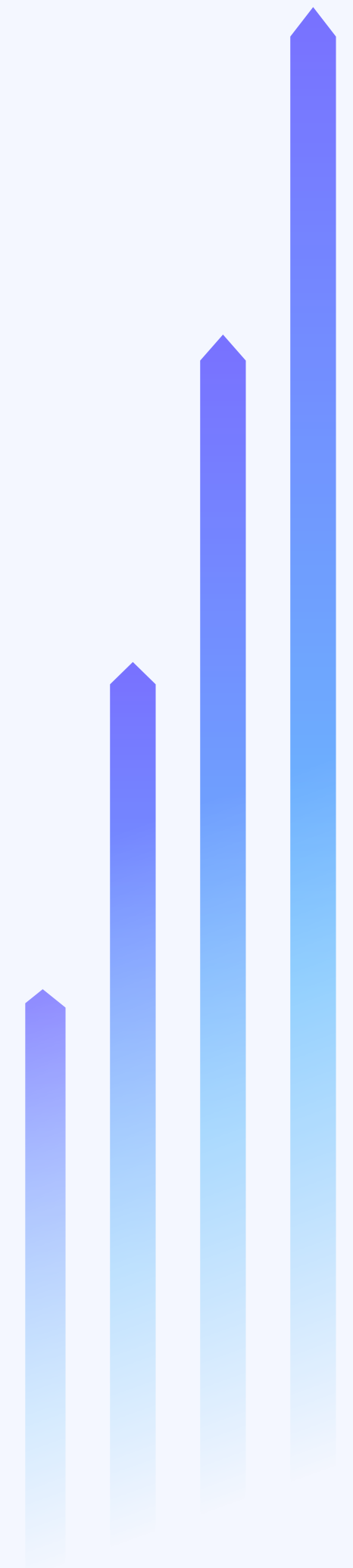
A comprehensive business email

The ability to keep all employees working off the very same dashboard, both in and outside of the office.

Seamless data migration

All previous emails and company data transferred successfully.

A price below the competition

Finding an alternative solution that fits the budget for this growing company.

Benefits for Escalon

24-hour access to IceWarp support

All client communication goes through IceWarp, with zero outages and regular updates.

Increased savings and productivity

Immediate savings seen within the first year, and employees using the solution on a daily basis.

Cloud security

All company data stored securely on the cloud, accessible from anywhere, anytime.

IceWarp

"

IceWarp was able to guide us through all the bumps we faced. They made the whole experience feel effortless.

"

"

If you want a feature suite with reliability, with great support to back it up, and all this at a great price, then IceWarp is the option for you.

"

Escalon ✓
And done.

JAY MAGO, HEAD OF TECHNOLOGY
ESCALON

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