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— Michael Jarvis
President
Gap Consulting

Gap Consulting Standardizes on Adxstudio Portals as the Platform for their Feature Rich Event, HR and IT Portals Solutions

Challenge

Gap Consulting has focused on building best of breed Portal Solutions that are integrated with Microsoft Dynamics CRM to customers in the UK for several years. As their customer base grew, they looked for ways to streamline their development efforts to better meet the growing needs of existing and prospective customers. In 2010 they sought to change their overall strategy to leverage a strategic and standardized framework that would provide cost effective, customized, online portal solutions for the Microsoft Dynamics CRM UK market. Key to the new strategy was finding a solid portal technology platform that could meet their stringent selection criteria.

Optimally, the team at Gap Consulting sought a platform that:

- ▶ was already integrated with Microsoft Dynamics CRM and did not require an additional solution database
- ▶ was developed using Microsoft’s development platform (.Net / C#)
- ▶ had multiple authentication methods
- ▶ was modular with re-usable components using HTTP / HTTPS based protocols, and
- ▶ supported all of CRM’s deployment options: cloud-based, on-premise and partner-hosted

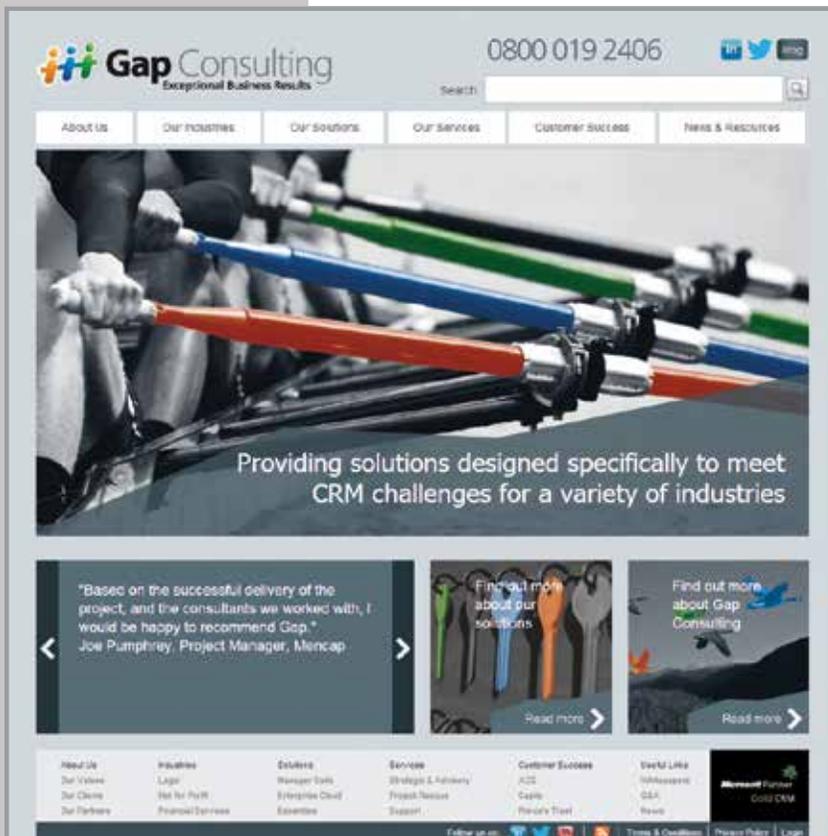
Solution

Gap Consulting found the solution that met their requirements with Adxstudio Portals for Microsoft Dynamics CRM.

With Adxstudio Portals, they found a technology platform that had pre-built technology for authentication, Microsoft Dynamics CRM integration, content management, security, all supporting the required deployment options, and more.

“Adxstudio Portals has enabled us to standardize our delivery of Event, HR and IT portal solutions for Microsoft Dynamics CRM 2011 on a robust, supported platform,” said Michael Jarvis, President of Gap Consulting.

“As a result, we’ve been able to replace custom platform code and productize our portal suite. Today we’re exclusively focused on accelerating our development efforts to bring the enhanced features and functionality our customers require to meet their changing needs.”



Software & Services

- Adxstudio Portals for Microsoft Dynamics® CRM
- Microsoft Dynamics® CRM 2011
- Gap Consulting – Manager Suite of Portals Solutions for Microsoft Dynamics CRM 2011

For complete information about Adxstudio Portals visit www.adxstudio.com/portals



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2011
PRESIDENT'S CLUB
for Microsoft Dynamics

A Technology Partnership that 'Fit the Bill'

"When you bet your business on a strategy that includes the adoption of a technology platform you didn't build, you need to be 100% sure that the investment you make is not only based on meeting the technical requirements but is also supported by a strong, reputable partner," comments Michael.

As part of Gap Consulting's due diligence factors like support, community, and training were reviewed carefully.

Adxstudio's proven track record, team of technical and support experts placed them on top when Gap Consulting completed their review process. "We interviewed key team members at Adxstudio to ensure that they would be able to not only help my development team get up to speed quickly on the platform, but to also ensure that Adxstudio had a solid support process in place as we put our plan in place," states Michael. "I believe we definitely made the right decision."

Providing Focus that Drives Customer Results

Using Adxstudio Portals, the Gap Consulting team is now able to focus on customer solutions that can be delivered quickly and are easier to maintain and enhance over time.

The strategic move to standardize on a common portals platform gave them the ability to streamline their development efforts to areas where they can add the most value for their customers.

And their customer portfolio has grown using the new standard framework.

Cellnovo offers a revolutionary mobile diabetes management system that is easy to use, accessible, and easily understood by its customers. Gap Consulting was able to build a custom solution for Cellnovo using Adxstudio portals as the framework. "It's a win-win for us, we were focused on Cellnovo's unique system requirements while still delivering a solution faster than we were previously able to." Michael adds, "And Cellnovo in turn provides value to their customers who are now able to access self-help material through an online customer care portal."

A Proven Platform that allows Gap Consulting to Scale

The Adxstudio Portals foundation for Gap Consulting's Manager Suite has turned out to be a proven, scalable solution for Gap Consulting.

With three customers already on the new platform and more than five customer solutions already being built, Gap Consulting continues to optimize their development

efforts and build core product functionality into their Manager Suite that sets them apart from competitors.

"Best of all, ongoing enhancements to our product line has resulted in our customers achieving efficiencies that benefit their customers and other stakeholders," said Michael.

About Adxstudio Inc.

Adxstudio Inc. is a leading provider of web portal and application life-cycle management solutions based on Microsoft Dynamics® CRM, SharePoint and .NET platforms.

Founded in 1998 and privately held, we're a Microsoft Gold Application Development and Customer Relationship Management competency partner. With a staff of over 50 solution and services professionals located in offices across Canada and the USA, we're focused on delivering web-based solutions built for the Microsoft technology stack. Our key application products include Adxstudio Portals and the Adxstudio ALM Toolkit.

Adxstudio Portals supercharges Microsoft Dynamics® CRM into an interactive, web-based engagement platform with Community, Retail and Government portals featuring responsive web designs tuned for mobile, tablet and desktop devices; forums, blogs, ideas and events for social engagement; customer help desk with self-service knowledge base, case deflection, ticket ecommerce, entitlement and status tracking; interactive web forms for non-technical publishers; and web content management.

The **Adxstudio ALM Toolkit** is an essential suite of tools that help automate change management for Microsoft Dynamics® CRM projects using a source control system such as Microsoft Team Foundation Server. The ALM Toolkit empowers project teams to apply agile methodologies to manage change, achieve developer isolation, and deploy solutions to multiple environments.

Microsoft Partner

Gold Application Development
Gold Customer Relationship Management

