



A Case for the Cloud: Boardspace Pat Crosscombe, Founder and CEO



What was the business problem?

We provide a solution to help Boards of Directors manage their meetings, critical documents and tasks. Our software solution offloads the administrative burden and contributes to more productive Board meetings, as members have ready access to the information they need through an intuitive software interface. As we are still in development mode, we need a cloud infrastructure that allows us to incorporate ongoing beta client feedback into our design.

What were the potential solutions?

There are commercial cloud offerings available, but as a startup we keep a sharp eye on costs and were looking for the most cost-effective option. We also needed to ensure that our data stays in Canada.

Cloud Clip:

59% of SMEs said use of the cloud reduced IT costs.¹

What solution was chosen?

I learned about DAIR through its partnership with Algonquin College's Applied Research Program. It was the right cloud service for us. In addition to ensuring our data stays in Canada, DAIR offers high quality, reliable, scalable and secure cloud infrastructure that supports the BoardSpace team as we continue to refine our product offering. DAIR has been invaluable as we continue to evolve, testing its integration with e-commerce platforms and refining our onboarding processes.

“*In addition to ensuring our data stays in Canada, DAIR offers high quality, reliable, scalable and secure cloud infrastructure.*”

What was the result?

We have moved forward with beta clients including one from Scotland and several from Canada. Our plan is to launch BoardSpace internationally with a soft launch at the end of 2016 and we plan a full commercial launch in early 2017.

Digital Accelerator for Innovation and Research - DAIR Program

Designed to give Canadian entrepreneurs a competitive edge, DAIR provides free access to high performance cloud resources without hidden costs. DAIR enables small businesses to accelerate product development while reducing cost by leveraging the scale, speed and agility of cloud resources.

Find out more at
canarie.ca/cloud

¹University of Manchester Business School/Rackforce Survey 2012. 1500 companies surveyed in the UK and US.