

## CASE STUDY

Developer & MSP - Business planning software

EFFECTMAKERS



*Extending the lifecycle of a legacy application and scaling over a server farm to optimize UX and cost.*



### CASE OVERVIEW

- **Sector:** Developer & MSP - Business planning software
- **Client name:** [Effectmakers](#)
- **Need:** Secure and Scalable Remote Access for diverse clients
- **Challenge:** Managing IT services for multiple organizations
- **Solution:** [TSplus Remote Access](#), [TSplus Advanced Security](#) and [TSplus 2FA](#)

### KEY CLIENT STATS

- **3 servers**
- **200+** concurrent **users**
- **regions:** Europe
- **10+ years** as TSplus client

### TSPLUS AT A GLANCE

- TSplus was founded in **2007**
- **Over 5,000 resellers** worldwide
- **4 innovative products**
- Rated **4.8/5** by users
- **500,000 clients** across industries

TSplus is up to 80% more affordable than traditional remote solutions, making it ideal for businesses looking to optimize their IT budget without sacrificing quality or security.

### SUMMARY

Effectmakers, a Copenhagen-based provider of business planning solutions, needed secure and scalable remote access provision for their software delivery and client interactions. Effectmakers addressed these needs by implementing TSplus Remote Access, with Two-Factor Authentication (2FA), and TSplus Advanced Security. As a result, Effectmakers achieved seamless accessibility for their .NET forms-based software, improved security and enhanced scalability, thus better serving clients across regions.

### ABOUT EFFECTMAKERS

Effectmakers specializes in sales planning management software tailored for companies across industries. Known for their innovative SaaS solutions and client-centric approach, they cater to organizations aiming to manage and optimize their sales forecasting and budgeting processes. Serving over 20 companies throughout northern Europe and globally, Effectmakers has established itself as a trusted partner for businesses seeking efficiency and accuracy in their operations.

### CHALLENGES AND REQUIREMENTS

Effectmakers faced several critical challenges which prompted them to seek a robust remote access solution:

1. **Licensing and Cloud Hosting Costs:** Traditional remote access solutions were costly, adopting a 'named user' model unsuitable for Effectmakers' scale. Rising costs on Microsoft Azure necessitated optimization without sacrificing performance.
2. **Flexibility:** Reprogramming their .NET forms platform for modern web frameworks was not feasible, requiring significant investment and reducing performance.
3. **Efficiency:** Maintaining reliable access to their software for both clients and internal teams, without disruptions.



## TESTIMONIAL

"TSplus has been a game-changer for our business. We didn't have to reprogram our .NET forms-based platform, and we avoided the complexity and high costs of other solutions. The advanced security features have passed client penetration tests, and the enterprise license model is perfect for our growth. TSplus even helped us keep our Azure costs down, allowing us to scale servers incrementally. As we move towards on-premises hosting, TSplus remains a reliable partner for our remote access needs."

— **Mads Okkels Hansen, CEO, Effectmakers**



## THE TSPLUS SOLUTION

Effectmakers chose TSplus for its affordability, scalability and security. By leveraging TSplus Remote Access and TSplus Advanced Security, Effectmakers seamlessly enhanced its SaaS provision:

- **Stepping up Security:** TSplus Remote Access and Advanced Security, help Effectmakers pass stringent tests, providing assurance without red or amber flags.
- **Publishing Software Across a Server Farm:** TSplus Remote Access enabled web access without reprogramming, preserving efficiency and cost savings.
- **Cost-Efficiently Supporting and Scaling UX:** TSplus' enterprise license model offered a cost-effective alternative, to their entire user base at a fraction of the cost, thus reducing Azure costs.

## RESULTS

The implementation of TSplus solutions resulted in significant improvements for Effectmakers:

- **Improved Accessibility:** Clients and employees gained uninterrupted access to Effectmakers' software, boosting productivity and satisfaction.
- **Enhanced Security:** The organization achieved robust protection against unauthorized access and cyber threats, safeguarding sensitive business data.
- **Cost Efficiency:** By leveraging TSplus' affordable solutions, Effectmakers optimized their IT budget while upholding quality.
- **Scalability:** Effectmakers seamlessly scaled operations to meet growing client demands across Europe and America.

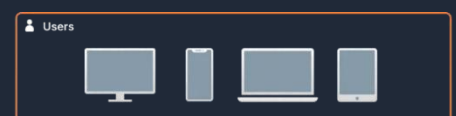
## CONCLUSION

By implementing TSplus software solutions, Effectmakers transformed their ability to deliver secure, scalable and efficient services to their clients. By addressing key challenges and enabling growth, TSplus proved a vital partner in Effectmakers' success. This achievement underscores the value of TSplus in empowering businesses to thrive in a competitive and digital-first landscape.

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