"The support Heficed provides is definitely above industry standard"

The Client _

HOSTAFRICA is a web hosting company based in South Africa, specialising in providing Virtual Private Servers, Cloud Hosting Solutions, Web Hosting, Domain Registrations, Web Security and SSL certificates. It's a highly successful, ambitious and fast-growing business, and has acquired several other companies over the past few years, most recently AmpleHosting in 2019.
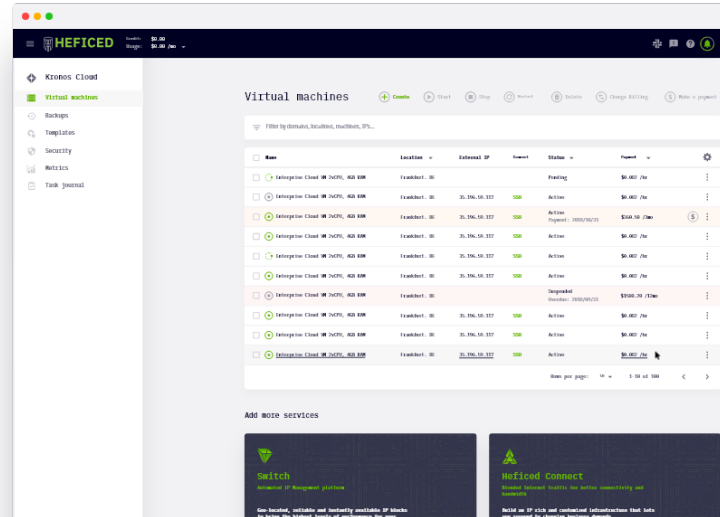
HOSTAFRICA

Challenges _

HOSTAFRICA has rapidly grown in size and experience, and the fast pace of growth means it's now facing new challenges such as having to revamp its networks, launch new sales pages and provide server solutions across multiple operating systems, both locally and internationally.

With an increasingly international client base, HOSTAFRICA was seeking ways to offer its clients more cloud locations outside of South Africa, and was impressed with the range of products that Heficed were able to offer to support it in this.

Our Solution _

HOSTAFRICA only offers fully automated products so it was necessary to integrate a system, like those offered by Heficed, which supported API.

We were able to offer HOSTAFRICA a range of products and services which met its needs, and one of our most purchased products by HOSTAFRICA was Kronos Cloud. Kronos Cloud is an operating system which hosts and manages workforce operating systems of all shapes and sizes in the cloud. In addition to a whole range of other benefits, Kronos Cloud offers its users the facility to securely access applications over the web using mobile devices, tablets, laptops, and desktops. You can find out more about Kronos Cloud here.

Implementations _

Once the decision had been made to work with us and purchase our products, HOSTAFRICA Founder & Managing Director, Michael Osterloh, stated that the help we provided to kickstart the implementation of its chosen products was very good.

Result _

As a result of working with Heficed, HOSTAFRICA is now able to offer more cloud locations to their growing client base, which has resulted in a marked increase in sales due to the larger product reach.

The growth in sales exceeded all expectations, as did the ongoing support which Heficed provided once the products had been implemented.

Anton Dique, Marketing Consultant at HOSTAFRICA remarked that the support they received was "definitely above industry standard, and much better than other players in the industry". He continued by stating that "the after sales support matches up to the pre-sales promise".

The remarkable results that HOSTAFRICA achieved were even more impressive given the relatively short time that they've been working with us.

The Future _

The future for HOSTAFRICA looks set to continue on its present trajectory, with more strategic partnerships and acquisitions planned for 2020 and beyond.

We're looking forward to continuing to support HOSTAFRICA long into the future, and we're excited to see how the business develops.

Kronos Cloud Pricing _

Explore Heficed plans and pricing for Kronos Cloud, IP addresses and Proto Compute dedicated servers.

Explore pricing

You can learn more about Kronos Cloud here.

If you'd like to increase your sales and experience similar results to HOSTAFRICA, you can find out more about our products here.

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