

We bring Microsoft Dynamics CRM 4.0 to a new level of convenience, service and profit.

GoIWx has engineered a Microsoft Dynamics CRM 4.0 offering that consists of the appropriate infrastructure that is scalable, that allows for server side activities, that is accessible for service by the partner and provides the highest availability.

Experience & Installation

Experience has taught us that throwing up a multi-tenant environment for all to share is asking for trouble. Because of our Partner focus, and because our Partners need flexibility to put up the necessary solutions for their customers, GoIWx creates an environment specifically for each partner that allows for multi-tenant. We also know that we can extend our partners reach and knowledge base by performing co-installations of the CRM 4.0 application along with the other ISV solutions needed for each individual partner end customer.

Efficiency of a Cloud Deployment

We have specialists on our staff that understand web technologies, the Outlook Client, SQL Server 2005 / 2008 and much more. We can help fill the “technology” gap if needed when helping our partners make sure each of the end customers get up and running in the cloud on time and on budget.

You get all the credit with Microsoft

Because GoIWx doesn't have a Dynamics CRM quota with Microsoft, we happily make it convenient for the partner to report SPLA usage directly to Microsoft. With our month end reporting, we provide our partners with a month end report, by customer indicating the number of SPLA CRM SKU's needed to be reported to Microsoft month after month. We also make it super easy with the Microsoft technology stack by managing and reporting all of the SPLA licenses directly to Microsoft. We make it easy for our Partners to stay in control by not trying to take over the end customer, but taking on a subordinate role to the partner. Although we don't call it a white label program, GoIWx makes sure that all communication with the customer are done as if we were the partner ourselves. After the CRM environment is configured, GoIWx hands it over, fully functional, fully featured, and ready for the partner and end customers modifications.

Supporting your organization and (Y)our clients

Because we know how important solving issues or adding solution can be, GoIWx provides AD level access to the CRM web front end server and to the database instance backend. We provide personalized 24/7/365 server uptime support for the Infrastructure. The only thing left is for the Partner to be responsible for managing the CRM application and their end customers.



Hosting Solutions
Networking Infrastructure Solutions

Microsoft CRM 4.0 Benefits	Microsoft Live 4.0	On Premise Install MS CRM 4.0	GoWx Hosted MS CRM 4.0
Microsoft CRM 4.0 Software	X	X	X
Accessed through Outlook or web	X	X	X
Configurations and Customization Capabilities	X	X	X
Rent Software Versus Purchase	X		X
Doesn't require Dedicated personnel	X	X	X
Add Custom Code to CRM 4.0		X	X
Back Office integration		X	X
Customer Stays engaged with Partner		X	X
Partner provides services for implementation		X	X
Billed monthly for usage			X
Flexibility to add Custom Applications			X

We make Software + Service (S+S) work for our Partners...

1. We keep you, our Partner, in front of your customer, for Professional Services. When the end customer requires services do you want them calling Microsoft direct, or do you want to stay in control of the customer.
2. Partner Hosted Customers have a higher satisfaction with the solution provided by the Partner. Plus they are willing to spend more money for Professional Services to get even more out of the solution.
3. One call can solve it all. Customers call the Call Center for both technical and application support. If it is application related, the call is relayed to the partner to work with the customer.
4. Partner Hosted has "abilities" - The GoWx partnership model provides:
 - 4.1. Scalability – Can add additional applications like ERP, Financial, Exchange and more to the end customer's experience.
 - 4.2. Adaptability – Partners can adapt quickly to the customers changing business needs.
 - 4.3. Flexibility – The Partner can do more because they have full administrative rights over the environments.
 - 4.4. Connect-ability – Easier to integrate and connect other line of business applications.
5. Partner Hosted keeps your sales people selling versus calling account for status updates.
6. More revenue and better margins from the end customer because they stay connected to the partner.
7. Integration to office automation tools (SharePoint, Exchange Office) and Line of Business Applications (CRM/ERP).