



California Distributor Streamlines Their Technology and Development Through Outsourced IT Solution

The Gnarlywood Group is a distribution company based in Carlsbad, California. They specialize in the distribution of surf and skate products.

THE CHALLENGE:

The team at Gnarlywood Group wanted three important attributes from an outsourced technology and IT provider. One, they wanted an extension of their current IT staff because of their growth and demand to run the technology inside their distribution business. Two, they desperately desired to work with a technology partner that made them agile, productive, and profitable, through things like simplified flat rate billing and agreements, avoiding a tedious quoting and approval process. Lastly, the team at Gnarlywood Group needed a development team built from scratch to code and develop their software through agile development methodologies.

THE SOLUTION:

The Gnarlywood Group chose to partner with the Enteracloud team because of their knowledge and experience with solving technology problems like they were encountering. The Enteracloud team worked with the Gnarlywood team as more of an extension of their own IT staff, and even implemented flat rate agreements as to create a fluid working process for project approvals. The Enteracloud team also helped the Gnarlywood Group transition the day to day management of their development team over to Enteracloud, producing efficiencies through outsourcing this portion of their business.

CLIENT QUOTE:

"Enteracloud has been an awesome IT partner to us. They helped us immensely through their outsourced IT solutions, for our distribution business." - Dayton Hicks