



Case study



## Eight years and counting

The long-term relationship with JetAdvice keeps getting stronger

“ The quality of the printer fleet management solution is unparalleled, - Horst Zetterstrom ”

Since August 2010, the Makab Group has used JetAdvice Manager as their go-to MPS solution. The long-term cooperation signals trust and satisfaction from both parties.

“We have relied on JetAdvice Manager on a daily basis for many years now. We have been very pleased with the solution from day one - and we still are. If not, we wouldn't have been partners for eight years.”

“It is still our impression that JetAdvice can not be matched by anyone else on the market. The quality of the MPS solution is unparalleled. JetAdvice fulfills all of our business needs, e.g. the flexible delivery of top quality information and

full integration with our back end system”, says CEO Horst Zetterstrom from the Makab Group.

The Swedish IT distributor also highlights the service-minded nature of the JetAdvice support team as a key factor in sticking with JetAdvice since 2010.

“When facing a challenge, we've gotten more help than we could expect from the support team. It seems like they're always ready to go the extra mile and instantly help remove any obstacle on our way. It's a pleasure to work with such dedicated people”, Bengt Westberg, responsible for software and integration at Makab Group, states.

### Makab Group

Founded in 1993 as a print and copy sales company, Makab Group has over the years steadily expanded its portfolio to include various software and hardware solutions.

The Swedish IT distributor offers business workflow enhancements and has a strong and loyal customer base in Sweden.

