

## Sophisticated and Scalable with AceIQ!

**A successful and continued concept story between two companies, nothing else can be said about the collaboration between Citrix Platinum Partner, AceIQ and the Cloud Hosting company, Crossnet. A new platform solution with several participating products from Citrix, Crossnet now has the possibility to streamline their business to grow even more with more customers.**

## NEEDS

Crossnet came in contact with Citrix when they needed help to gain easier management and automation of several functions in their data center. Crossnet has previously worked in an RDS-based service and wanted to move over their work to a more sophisticated, flexible and scalable service with Citrix XenApp and Citrix XenDekstop. Citrix guided Crossnet to AceIQ as their Citrix partner and after the first meeting the work started.

### Contact AceIQ

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#### ACEIQ

At AceIQ, our focus is on the success of your business. We develop solutions that add real business value to your company, enabling a more efficient working environment and allowing you to increase your profitability and cash flow.

## Solution

AcelQ did a requirements analysis with Crossnet and developed solutions for their needs. After this implementation Crossnet can now work with a control panel that provides simplified management of their data center through Citrix Cloud Portal Service Manager.; for them to be able to offer their customers an optimal Cloud Desktop Service, Crossnet now uses a platform with Citrix XenApp and XenDesktop. They also use Citrix NetScaler SDX in their solution for several functions like load balancing, separations of functions and services for their customers.

Today Crossnet have a homogeneous solution where each involves component that is designed to work and cooperate with all components in the solution; which means for them that they have a simplified administration, improved user experience for their customers and the flexibility of what

platforms that can be used. They can also see clear benefits in terms of business development for their business, Crossnet can now provide their customers with all IT requirements that they possibly wants.

### Future

The next step for AcelQ now involves building up a Citrix XenMobile platform at Crossnet for them to be able to manage all their customers' mobile units and applications. The platform will be fully integrated with all the Windows applications hosted from their Cloud Desktop service. With their new XenMobile platform Crossnet will also be able to offer their customers file synchronization and file distribution through Citrix ShareFile.

- I am very pleased to work with AcelQ and in the manner they have helped with Crossnets development. Now, we continue to take new steps together with them to become the leading Cloud Hosting Partner on the Swedish market., **Lennard Björk CEO Crossnet AB**

