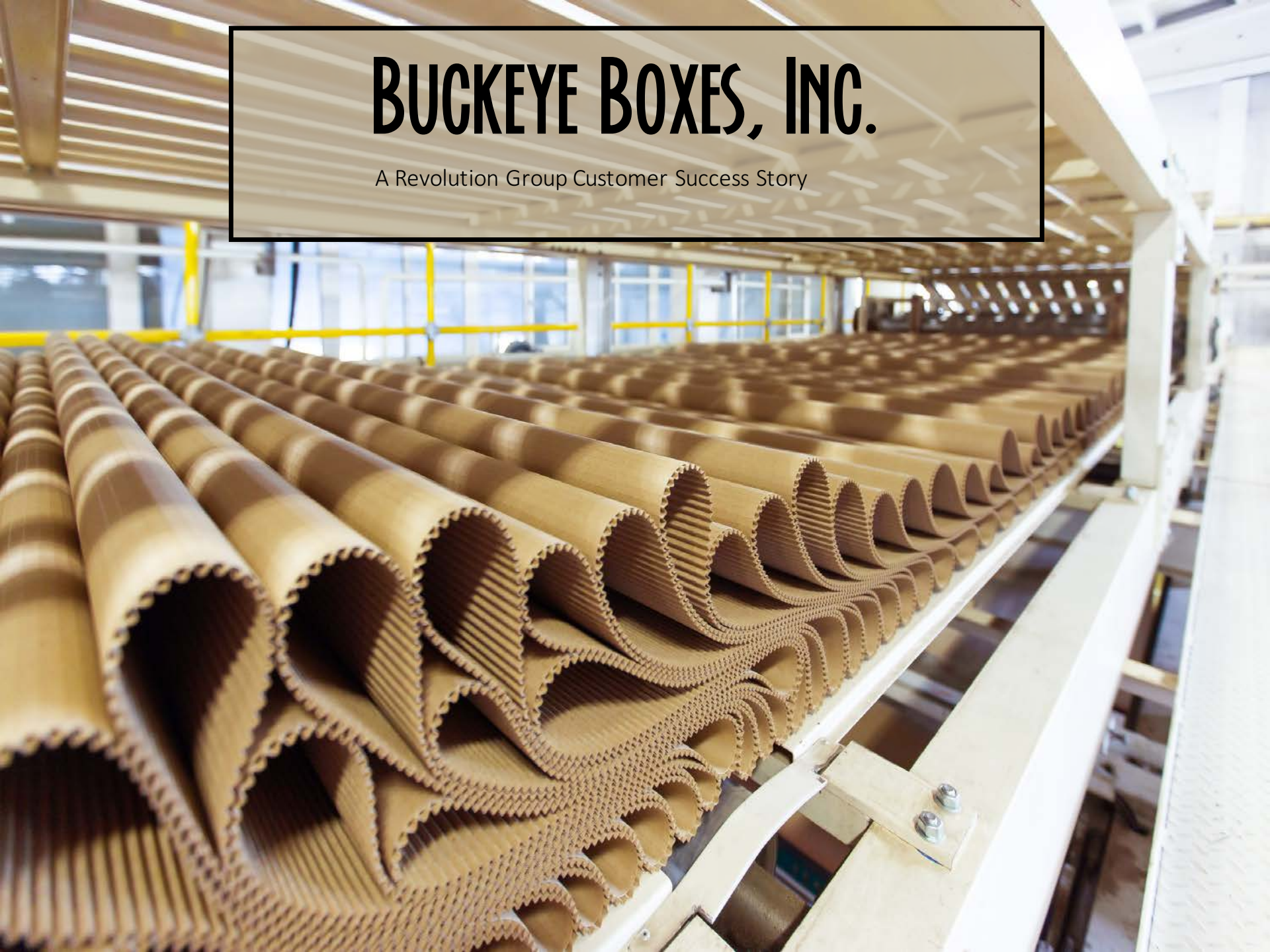


# BUCKEYE BOXES, INC.

A Revolution Group Customer Success Story



# THE CHALLENGE

Since its founding in 1966, Columbus, Ohio based Buckeye Boxes has prided itself on being dedicated to faster response times, higher quality packaging solutions and services beyond the capabilities of the competition. With two locations, the family owned business employs nearly 85 people and supplies corrugated boxes to companies within a 200 mile radius.

As with most small, family-owned businesses, Buckeye Boxes didn't have the extra resources to invest in a full in-house IT team. Instead, they hired one IT person to take care of all of their technology needs – and it worked, for a little while.

**"I was initially the only person in our IT department and found that I could never leave. Taking a vacation or calling in sick was not an option for me because of the risk of something going wrong."**

**Doug Goode, CFO, Buckeye Boxes, Inc.**

Once they realized there was a need to expand their IT department, Buckeye Boxes decided to look toward outsourcing instead of hiring more in-house staff. "I needed someone I could trust so that when I couldn't be in the office, I still knew issues were being taken care of as if I were there."





# THE ROAD THAT LED TO REVOLUTION GROUP

Buckeye Boxes had clear goals in mind when they started their journey to find the perfect IT solutions provider - trust, expertise and passion. While researching several companies trying to find the right fit, they instead found out what they didn't want in an IT partner.

“In the past, when we worked with other IT companies, they would come in, and I felt like I needed to train them on what needed done. Instead of me handing them a list of the things I needed help with, I would find myself walking around with them and walking them through each step that needed to be completed. I might as well have just done it myself for all the time I spent showing them,” said Doug.

And so, the search continued...





A silhouette of two people on a mountain peak. One person is standing and leaning forward, while the other is sitting or kneeling, and they are holding hands. The background shows a mountain range under a cloudy sky.

# THE PERFECT MATCH

Doug continues, “For the initial meeting with Revolution Group, their CEO and Technology Services Director came in and talked with us about what they do and how they would be the right fit for Buckeye Boxes. I was blown away with how much they knew, not only about what they do but what Buckeye Boxes does, too.

“From the top down, their Technology Services team has their stuff together. With Revolution Group, I’ve never had a technician come on site and not know exactly what they were doing. It saves me so much time being able to hand them a list of things and then go back to what I was doing – not giving it a second thought. It’s just the norm from the whole Revolution Group team. They are the best at what they do.

“The best part is since partnering with Revolution Group five years ago, I’ve taken time off work and not felt guilty about it because I know Buckeye Boxes is in good hands.”

“THEY’VE GIVEN ME PEACE OF MIND AND THAT’S  
WORTH MORE THAN I CAN EXPLAIN.”

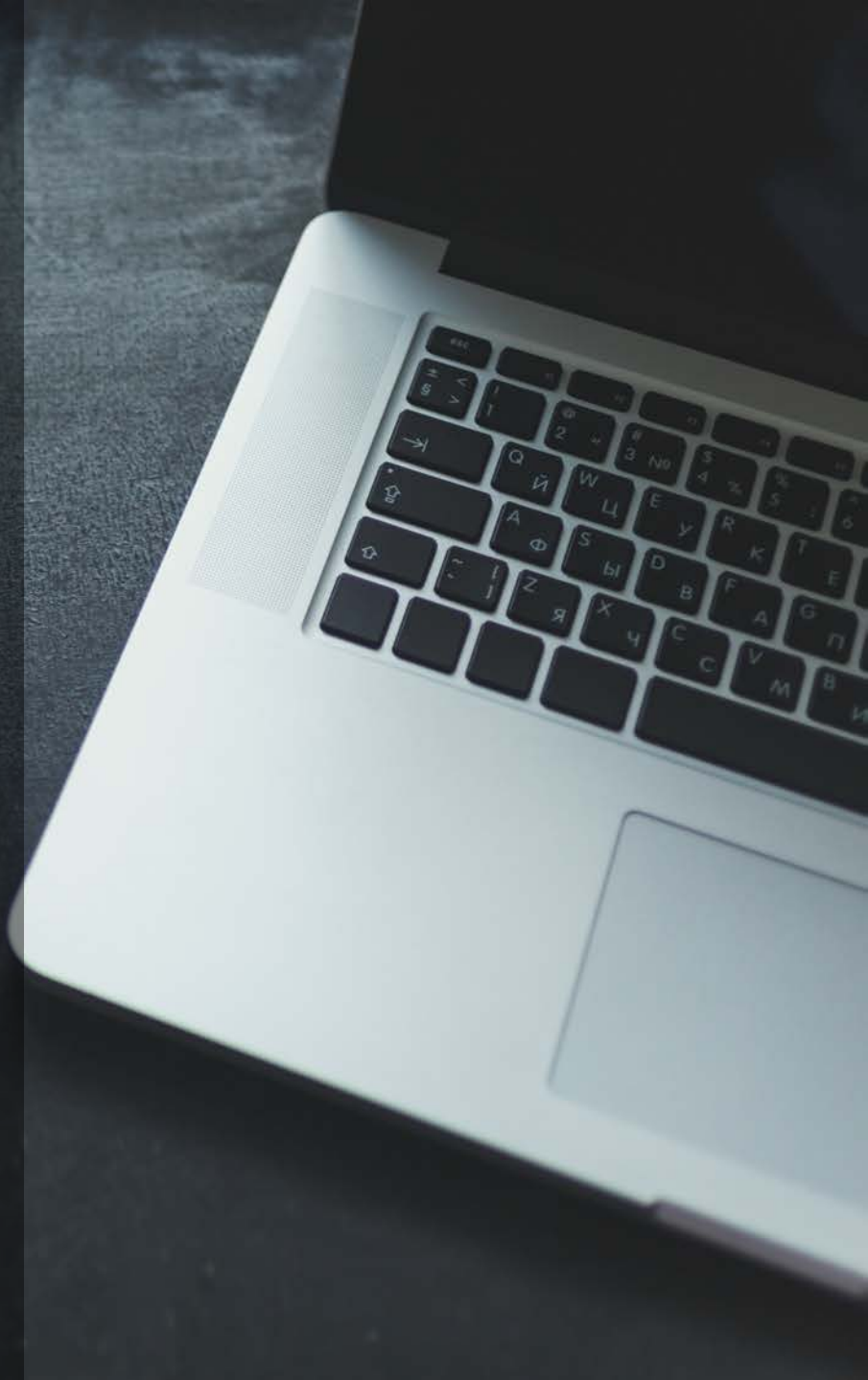
Doug Goode, CFO, Buckeye Boxes

# A PROJECT

During one of the many meetings Buckeye Boxes has had with Revolution Group over the years, Doug Goode mentioned the need to backup his email on a hosted Exchange environment. Understanding this need, Revolution Group provided Doug with a backup solution, Datto.

Datto is an innovative provider of backup, recovery and business continuity. Their product, Backupify, provides Revolution Group customers with the ability to automate the backup of their data. After reviewing the benefits of Datto, as well as finding it to be an affordable solution for Buckeye Boxes, Revolution Group implemented the backup.

The cloud-to-cloud backup has the capability to restore individual messages or email folders from the cloud backup to the Office 365 hosted exchange. Easily retrieving lost email was a top selling point for Buckeye Boxes. They now are assured that a second copy of their data is secure if anything were to happen to the first copy.



# A RESULT: IMPROVED VISIBILITY

For future initiatives, Buckeye Boxes has been working with their Account Manager and Virtual CIO at Revolution Group to devise a strategy for upgrading hardware during refresh cycles and ensuring software renewals are cost-effective.

Since Revolution Group and Buckeye Boxes were able to establish a process for preventing unpredictable hardware and software failures, there have been no surprise costs, and the company has been able to confidentially invest money in other areas of the business.

This insight into future technology investments has provided Buckeye Boxes with a plan that provides stability and predictability to their balance sheet.

From the beginning of the partnership between Revolution Group and Buckeye Boxes, they have improved processes including:

- Prompt hardware and software renewals
- Cost savings
- Increased budgetary insight







## About Revolution Group

Revolution Group is a top-rated, award-winning technology services provider in Central Ohio. Revolution Group can solve your business bottlenecks by gaining insight into your day-to-day business processes and providing your company with solutions that will streamline those processes. Revolution Group allows organizations to discover their full potential and then take the appropriate actions based on those discoveries. Not only does Revolution Group provide their customers with managed IT services, they also provide Salesforce consulting and implementation services, and ERP Manufacturing services.

For more information about Revolution Group, visit [www.revolutiongroup.com](http://www.revolutiongroup.com), read our blog, or follow us on the social media sites below.

Call us today at (614) 212-1111

