

Partnering with Meister Enables CLOUDPILOTS to Support their Customers' Digital Transformation

SUCCESS STORY



Bernhard Fieglmüller
Chief Executive Officer

REGION

DACH

EMPLOYEES

30+

INDUSTRY

Software Consulting

WEBSITE

www.cloudpilots.com

- Certified Expert and Reseller for MindMeister and MeisterTask
- Google Cloud Partner since 2011, Premier Partner since 2017
- Offers consulting, implementation and migration services
- More than 500 successful cloud migrations and counting



Work management is an essential part of digital transformation, and Meister's tools cover the task and project management needs of our customers perfectly.



The CLOUDPILOTS Software & Consulting GmbH is a subsidiary of the TIMETOACT GROUP and offers professional consulting services for cloud computing solutions in the German market. With 30 employees spread out over offices in Germany, Austria, and Switzerland, CLOUDPILOTS has successfully facilitated over 500 cloud migrations for their customers since their founding in 2011.

The company's software portfolio includes a variety of notable solutions, from Microsoft 365 to Freshworks and Txture, but focuses primarily on the Google Cloud Platform (GCP), Google Workspace, and Chrome Hardware, to equip their customers with a complete and well-rounded digital workspace.

In 2019, CLOUDPILOTS partnered up with Meister to become an official Reseller and Expert Partner of MindMeister and MeisterTask. "Our main concern when considering new partnerships with software vendors is whether the solution integrates well with the Google environment, which forms the basis for almost all of our customers' digitalization projects," explains Chief Executive Officer, Bernhard Fieglmüller. "Meister's solutions fit this criterion perfectly, as they are both deeply integrated with Google Workspace, offering not only user authentication through Google but also a number of seamless workflows between MindMeister, MeisterTask, and individual Google apps, such as Drive and Calendar."

Although Google offers a wide range of productivity and collaboration tools as part of Workspace, CLOUDPILOTS often recommends customers to use MeisterTask as their main task and project management tool. "MeisterTask is simple and intuitive enough to ensure that even companies who are just starting out with their digital transformation can get productive within minutes, and without the need for lengthy software training," Bernhard Fieglmüller explains. "It's a great tool for teams of all sizes who are looking to get organized in a shared, digital workspace that adapts to their needs."

As a German company, whose majority of customers are located in the DACH region, GDPR compliance is another big factor for CLOUDPILOTS when it comes to selecting software partners.



Data security is a big topic for our customers. The fact that Meister's tools are securely hosted on the Google Cloud Platform in Frankfurt automatically establishes trust.



As a fully certified partner, CLOUDPILOTS is able to make use of all three of Meister's partner programs and their respective benefits. This naturally includes the ability to purchase discounted product licenses upfront and to market and resell these licenses to their customers in the German region at a considerable mark-up. However, this is not the only way for the company to earn a commission with Meister's products. Using Meister's Affiliate System, they earn a recurring 20 percent commission for any successful referrals to MindMeister and MeisterTask via their affiliate links. Additionally, they utilize Meister's Expert Partner Commission (EPC) Codes on their websites, in newsletter and during webinars.



We really appreciate the simplicity of Meister's EPC codes. If any of our customers want to purchase a subscription from Meister themselves, they can use our code during checkout to get a 10% discount on their payment. At the same time, we earn a commission for these sales — without having to facilitate the actual purchase or deal with offers and invoices.



When asked what they like most about the partnership with Meister, Bernhard Fieglmüller doesn't have to think long about his answer: "We love that Meister still feels a bit like a small family business. People seem to stick around for a long time, so we were able to establish close relationships with our partner managers and always know exactly who to talk to if we need anything. Everyone is very open, friendly and easygoing."

Of course, the location of Meister's team is an added benefit for CLOUDPILOTS. "Some of our partners are located in other regions and timezones, and while we're still able to collaborate with these partners efficiently thanks to cloud-based tools, we do appreciate the fact that Meister's team is largely based in our time zone and that everybody speaks our — and our customers' — language. It makes communication easier and means that support tickets get resolved lightning fast."