

COSMOS

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# Integrato

Partner Case Study

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Find out how Cosmos became the preferred Business Central reporting choice for a trusted Microsoft Gold Partner and Cloud Solutions Provider.

The Cosmos team has been amazing to work with. All our customers have said how easy it is to communicate with them and get the support they need.

**Grasiella Edwards, Operations Manager**  
Integrato

# Why Did You Become a Cosmos Partner?



## To Provide Faster Reporting Options to Customers

Integrato customers using on-premise or legacy reporting products were having issues with speed and accuracy.



## To Grow Our Business Central Customer Base

The ability to offer a cloud reporting solution with Business Central has helped Integrato close several deals so far.



## To Enhance Our Cloud Solutions Offering

As a Microsoft partner focused on Business Central cloud technology, Cosmos cloud reporting was a natural fit.



## To Make Reporting Easier on Our Customers

Integrato's users wanted a modern reporting solution for presentation quality reports and customization – Cosmos is the answer.

# Making Cloud Technology a Priority

Integrato is a Direct Microsoft Gold Partner focused on implementing and supporting Dynamics 365 Business Central and Microsoft cloud technologies. With a deep background in accounting and cloud strategies, Integrato specializes in moving small to mid-sized businesses to Business Central – helping them leverage the benefits of ERP and cloud software.

As a reputable cloud service provider, one of the biggest issues they faced was with the legacy reporting solutions available for Business Central. Because these reporting systems were originally built for on-premise Microsoft ERP software, they continuously ran into issues with their customers about the cloud experience, or lack thereof.

When Cosmos reached out to the team, they were quickly impressed by the newest Business Central reporting solution in the channel. As a true cloud reporting option, it filled the gaps in speed, ease of use, and performance that their customers were struggling with. According to Robert Cini, CEO at Integrato, “Our Business Central customers needed a modern reporting tool with better utilization of cloud technology to help them optimize performance and close their books faster. That’s where Cosmos shines.”

Our customers were looking for a Business Central reporting solution that was faster and easier to use. With Cosmos support (and their helpful training videos), everyone is happy!

**Grasiella Edwards, Operations Manager**

Integrato

# A New Alternative to On-Premise Reporting Software

Since becoming a Cosmos Partner, Integrato has upgraded 7 existing Business Central customers to Cosmos. Operations Manager, Grasiella Edwards, has received some great feedback from customers so far. "Our new Cosmos customers are extremely happy with the speed at which they can run reports now," she explains. "The Cosmos team has been amazing to work with. All our customers have said how easy it is to communicate with them and get the support they need."

Integrato has also started positioning Cosmos as a preferred reporting solution in any net new Business Central deals. Equipped with a user-friendly reporting solution that leverages the latest Microsoft cloud technologies, they look forward to diversifying and expanding their customer base.