Our clients say...

Find out what our clients think of Datagate, in their own words.

Our clients include telco resellers, utility and cloud service companies, resellers and managed service providers. They use Datagate to transform and streamline their billing processes, monetise online services, and maximise profitability.

Connect NZ

"Datagate enables us to automate and combine the billing of multiple online services on to a single bill," says Karl Rosnell, CEO of Connect NZ Group.

Business technology services company Connect NZ is using Datagate to streamline and unify its billing processes, bundling different service lines onto a single cloud-based bill under its own brand, and exploring brand new services to add. Karl Rosnell says Datagate has given his company "the ability to sell any service where we can add value for the customer and still turn a profit."

Dimension Data

"We use Datagate to give our Government, Council and large corporate clients a full analysis of how they are using telco and data services," says Shaun Bell, Managed Services, Dimension Data.

Global IT services firm Dimension Data is now offering New Zealand clients a 'single point' ICT managed service,

"Datagate is key to offering a high quality, repeatable, well priced service."

Shaun Bell, Managed Services, Dimension Data

including full telco fixed line voice, mobile voice, and mobile data services. The decision reflects a strategic shift towards the convergence of IT and telco services. Businesses prefer to deal with one supplier across all services, which are becoming more intertwined and harder to differentiate.

LoudnClear

"Datagate can detect if we're not reselling everything we're buying," says Greg Barber, Managing Director, LoudnClear, and Founder of Ayone Computers.

IT services and support provider Ayone Computers used Datagate to expand into telco reselling. Its subsidiary, telco reseller LoudnClear, is using Datagate to on-board clients rapidly, creating head room for ambitious growth plans and cutting billing time by more than 90%.

"Datagate has cut our billing time from over 12 hours per month to one hour," Greg Barber says.

NakiCloud

"Datagate gives us the confidence to create new brands and new service lines to target many different market sectors," says NakiCloud Director, Ryan Eagar.

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Our clients say...

Managed service provider NakiCloud is using Datagate to create new brands and revenue streams, diversifying from IT managed services into telco, internet, electricity and data storage services. The company has also halved its billing time with Datagate, Ryan Eagar says.

"We recommend Datagate to all resellers that require a billing, rating or presentation system."

Andrew Healey, Senior Product and Marketing Manager,

Spark New Zealand

"It works. It's accurate. We have big plans for the future with Datagate."

Spark Wholesale

"We recommend Datagate to all resellers that require a billing, rating or presentation system. We tell them 'billing is sorted,'" says Andrew Healey, Senior Product and Marketing Manager at Spark New Zealand.

Spark Wholesale partners exclusively with Datagate to provide a ready-made billing, rating and presentation system for its SIP Trunking (VoIP) partner channel.

Utilise Limited

"Datagate is key to our strategy," says Simon Young, Executive Director of Utilise Limited.

Electricity retailer Utilise is using Datagate to develop a reseller channel of businesses that will sell other services, such as telecommunications and other online subscriptions.

VoIP HQ

"We can add a new customer in ten minutes, on whatever rate plan we dream up," says Paul Wainhouse, Managing Director of VoIP HQ.

Telco reseller VoIP HQ is using Datagate to enable 'a thousand different customers on a thousand different rate plans' in a project that paid for itself within 90 days.

Highlights

Datagate makes complex billing easy and inexpensive. It offers four main advantages:

1. Datagate enables the selling of telco, utility, cloud and other subscription services from any number of suppliers, unified on the same bill, under the reseller's brand and pricing formula. It is a business enabler, allowing the reseller to choose from a variety of services from a selection of vendors to resell.

2. Datagate is built from the ground up on the massively scalable, powerful Microsoft Azure platform. It can scale up or down in response to demand and it can be replicated and accessed locally from almost anywhere in the world.

3. Datagate sites can be deployed quickly and be up and running within a day, if the necessary connections are already established.

4. Datagate has a simple state-of-the-art user interface that can be accessed and used optimally on most devices, including smartphones, tablets and computer browsers.

Helmed by CEO Mark Loveys – a serial entrepreneur with a background in software development and a passion for innovative technology who has led and successfully built up several software companies over a career spanning 30+ years – the Datagate team has decades of experience in building world-class accounting and analytical systems. All of that experience, expertise and dedication is now directed into developing Datagate.