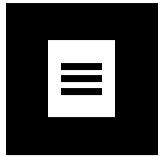


Cobweb Solutions allows the Raspberry Pi foundation to focus on bringing programming to the world





## Customer Profile Raspberry Pi



### Industry

Technology



### Charity Start Date

2008



### Head office

Cambridgeshire



### Solution

Hosted Exchange

The Raspberry Pi Foundation, a UK-registered charity, depends on the Hosted Exchange service from Cobweb Solutions to provide it with a reliable and cost-efficient email platform.

“Cobweb’s Hosted Exchange service has reduced our costs over the long-term, freed up our resources and helped us to increase our productivity,” Eben Upton, CEO, Raspberry Pi.



## The pain point

Scaling the business as a charity on a limited capital base.

### Bringing the world accesible programming

The charity launched in 2008 after developing the Raspberry Pi, an ultra low-cost credit card- sized Linux computer that is used to help teach computer programming to children worldwide. Raspberry Pi turned over £6 million in its first two years and, to date, has shipped more than 4 million of the microcomputers as use of the ingenious device expands across the globe. Cobweb’s Hosted Exchange service provides the charity with a reliable and cost-effective email solution.

### Reliable and cost-effective solution

Cobweb’s Hosted Exchange service provides the charity with a reliable and cost-effective email solution.

## The Challenge

Scaling the business as a charity on a limited capital base has been a challenge for Raspberry Pi. With its IT managed in-house on an ad hoc basis, a more cost-effective solution was needed to meet the charity’s primary business need for enterprise email, while cutting IT costs and expenditure. This would allow the organisation to focus on its core activities of continuing to produce the Raspberry Pi and expanding its focus on its educational mission.



## How we solved Raspberry Pi's problem

By removing the responsibility of managing their IT in house, Hosted Exchange has reduced our costs long-term.

### Outsourcing Raspberry Pi's IT

Eben Upton, CEO of Raspberry Pi, said, "Using a Hosted Exchange service has provided us with a reliable email platform for communicating with our stakeholders and has proved to be substantially cheaper than an on-premise solution."

"Cobweb Solutions was personally recommended to us as the best choice to go with. After finding out about the service they could offer us, and the fact that we qualify for their charity pricing discount structure, we did not consider going to any other provider."

"By removing the responsibility of managing our IT in-house, Cobweb's hosted exchange service has reduced our costs over the long-term, freed up our resources and helped us to increase our productivity.

"Cobweb's Hosted Exchange service has reduced our costs over the long term and helped increase our productivity."

"Its reliability means that email downtime is minimised, and we now have an improved usability that was impossible to get using an ad hoc hosted POP/IMAP/SMTP mail system."

"Looking to the future, we will be interested to find out about any other products and services from Cobweb to help us achieve our further plans for growth."

#### In short...

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Raspberry Pi reduced their costs over the long-term by removing the in-house responsibility

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A reliable solution means that email downtime is minimised

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Improved usability that was impossible to get using an on-premise solution



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