

What made you choose interworks.cloud as your cloud partner?

When I started looking for a cloud partner I was referred to Interworks SA as the best partner in Greece. This was indeed proven to be true during the past three years of our partnership and it was a very good choice.

In what way did this cooperation help you boost your sales?

The immediacy of the platform, the ability to add and remove subscriptions at will, essentially being able to make direct sales, and the excellent support that Interworks SA offers have all helped me be successful at my work.

What are the success characteristics of the innovative cloud business model?

Cloud computing is slightly misunderstood in Greece. No one could grasp its true value and potential. It does not work for everything but it is still an excellent choice, especially for medium-sized businesses, which comprise the majority of businesses (in Greece).

In our island, given its potential, there are lots of tourism enterprises, hotels, travel agencies. Such businesses are ideal cloud clients.

This is the reason why I chose to deal only with cloud computing at my company, to become active, educate ourselves, and fully implement it. This choice has proven to be successful.

What are your predictions for the future of the cloud business?

I reckon it will grow, especially given the changes coming in 2018, namely the GDPR and the compliance to the new European standards. Many will have to head towards that direction, as creating the infrastructure on-premises and meeting all these conditions is quite difficult, while a cloud provider, such as Interworks SA, Microsoft, or any prominent cloud provider, can offer a turnkey solution and I think that, sooner or later, we will be heading towards that direction, whether we like it or not.



George Papadakis
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