

Atomia intro & sales process

About Atomia

Thousands of customers or millions? Ten servers or ten thousand? One datacenter or five? It shouldn't matter. This two-page document will give you a quick introduction to Atomia and our sales process.

Atomia was founded in 2009 by a group of hosting industry veterans who wanted to build a flexible, modular, and scalable hosting software platform with powerful service automation, something they felt no one had really managed to achieve yet.

The first live deployment of our platform was in 2010. Now, only six years later, Atomia has some of the largest web hosting companies and telecom businesses in Europe as customers, and is expanding into the rest of the world.

With two offices across Europe, Atomia is a company bursting with talent, dedication, nerdy jokes, half finished coffee mugs and an alarming amount of plaid shirts.

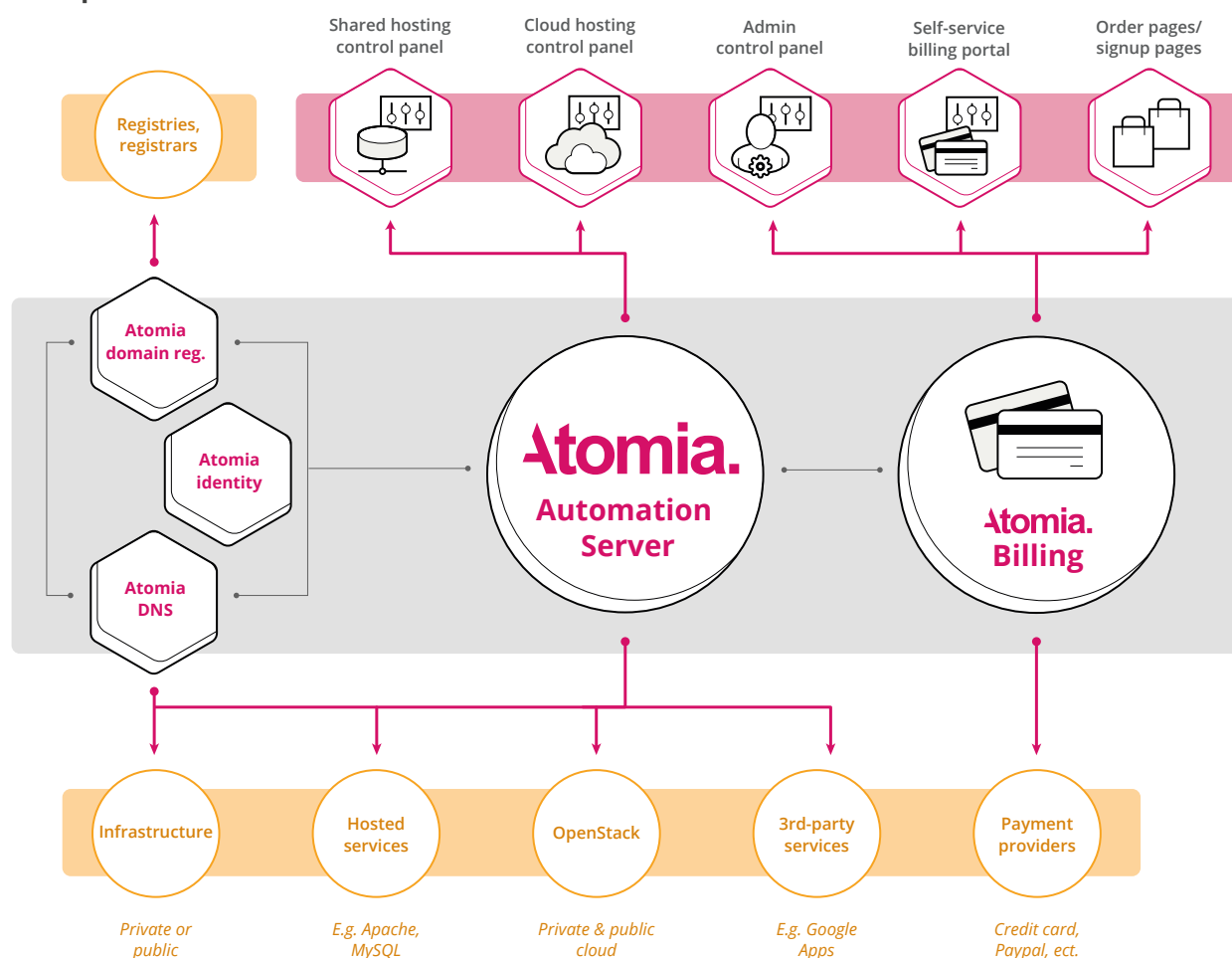


Västerås, Sweden: 15 employees



Niš, Serbia: 16 employees

The product:



The Atomia sales process:

The Atomia sales process starts with **initial contact**, by Atomia replying to email, sending you this PDF and proposing two times for an initial meeting.

1

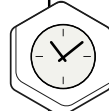
First meeting

We get to know each other. You take us through your existing platform, current pain points, processes, and needs.

We capture all requirements you have for a new vendor/ platform.



Goal: To learn more about you and your needs



Time: 30-60 minutes

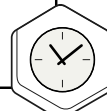
2

Second meeting (3-5 days after first meeting)

Based on the previously captured requirements we present you with what Atomia can do for you. We also walk you through our demo, showcasing possible solutions based on your requirements. After the meeting you get access to our demo so you can test Atomia yourself.



Goal: To get you acquainted with Atomia



Time: 30-90 minutes

After the second presentation and demo, you will probably have additional questions. **Ideally you send these to us prior to the third meeting** so that we can prepare.



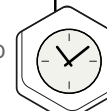
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Third meeting: Q&A (3-5 days after second meet)

We go through any remaining questions you have. If we are not able to answer some of them right away we will send our answers to you in an email after the meeting.



Goal: To answer any (open) questions you might have



Time: 30-60 minutes

4

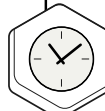
Fourth meeting: Support, commercials and onboarding (2 days after third meeting)

We discuss support and commercial terms. We explain how our support and license work. After the meeting we will send over your contract. If you have any additional questions, we can answer them per email or schedule another meeting to discuss them. In case there is any integration/migration, we will also present our technology partners and how this works.

Finally, we will explain how our onboarding and launch process works once you sign your contract with us.



Goal: Explain support, contract and onboarding



Time: 30-60 minutes

Relax and enjoy the beauty of Atomia!

