

SILICONHARBORLABS

SUCCESS STORY: 1SPOT TECH



“Silicon Harbor Labs’ agility is definitely a difference maker.” - Keith Pelatowski, CEO, 1Spot Tech

The Need for a Strategic Partner

1Spot – an early stage company that focuses on the B2B property management segment – recognized the need for a strategic partner who could be involved at a higher level with their company. They needed somebody who would go beyond the transactional and technical part of the relationship, somebody who could serve as their strategic backbone.

A Smooth Transition

Having realized that Silicon Harbor Labs was a more compatible choice for their company, Keith and his team decided to change vendors.

They acknowledged the fact that the transition would be challenging but were genuinely impressed by the SHL team’s ability to rapidly get up to speed and understand their needs.

Keith emphasized that “SHL’s competence and agility” were traits that helped them make sure that the transition took place calmly and smoothly without having to take the product off the market.

“A Process That was Strategic, Agile and Less Worrisome...”

Keith claims that Silicon Harbor Labs’ intimate involvement in the strategic aspect along with the team’s ability to solve problems under stress are rare qualities that deserve to be noted.

*“When you start a company, you need a partner that’s flexible. And SHL’s agility is definitely a difference maker.”
– Keith Pelatowski, CEO, 1Spot Tech*

Keith recommends Silicon Harbor Labs’ Scrum as a Service model to any early stage company that has embraced the concept of Agile software development in a fast-moving world where technology and features can really make a difference.

Challenge

The need for a strategic partner who could understand the client’s needs.

Solution

Silicon Harbor Labs’ Scrum as a Service model.

Implementation

SHL’s intimate involvement in the strategic aspect of the project.

Results

A smooth and effective transition that took place without having to take the product off the market.