CENTRIPETAL SYSTEMS
Bring your business closer

Customer: Centripetal Systems
Website:
www.centripetalsystems.com
Country or Region: United States
Industry: Business Intelligence Consulting
Partner: COZYROC

Customer Profile

Formed in 2015 by the owner/operator Aaron LeBato, Centripetal Systems specializes in Business Intelligence using Microsoft technologies and serves clients in the United States. When asked what makes his firm stand out from the competition, Aaron stated "Because we always put business before technology and treasure the trust of our customers."

"It's really the price point that was the winner, versus me having to go and get a developer to write me something or learn how to do it myself. From a value standpoint, it was an easy decision."

"If you want me to call support, you shouldn't make your videos so good!"

Aaron LeBato

"From a cost standpoint and time-savings, it was really a no-brainer."

Aaron LeBato, Centripetal Systems

Business Needs

Centripetal Systems is a consulting company which is headed by Aaron LeBato. Its specialty is BI development work using Microsoft products. When Aaron is hired to do BI work, he often finds himself doing ETL work, as well.

Since he has worked with SSIS quite a bit in the past, it was logical for Aaron to use SSIS for the ETL work. Unfortunately, SSIS does not provide the ability to encrypt files and upload them to an SSIS server and he often needed to do this.

Aaron had no experience with encryption, nor did he have a development background, so he would have had to hire someone to write scripts to encrypt files and upload them to an SFTP site.

Being a busy entrepreneur, Aaron had learned to use tools that already exist to do the things that are not in his skillset and do not make the best use of his time. He believed there were tools out there to fill in the missing SSIS capabilities, so he went looking for them.

Solution

For integration work, Aaron had already made the choice of using Microsoft's SSIS. He made this choice based on his belief that Microsoft had the most potential for growth in this space. In hindsight, he believes he made the right choice. He just needed to fill in the missing pieces.

A simple Google search quickly brought Aaron to COZYROC's website. He saw that COZYROC's

library included both OpenPGP and SFTP tasks.

After installing the SSIS+ library and doing some testing, he said, "I found something that worked, the price was great, what else could I ask for? From a cost standpoint and time-savings, it was really a no-brainer."

When it came time to buy the license, it was his customer who paid for it. Getting his customer to purchase the SSIS+ library was easy. He explained these two options to them:

1) he could pay a developer more than $400 to write some custom scripts and they would end up with just those scripts

2) or they could buy a COZYROC license for $400/year and end up with many tasks and components in addition

to the tasks they needed for this project.

Given those options, his customers were happy to purchase the COZYROC license.

Aaron has since used the COZYROC tasks in solutions for other customers. COZYROC's SSIS+ library has become his go-to toolkit when he needs an add-in for SSIS.

Benefits

Aaron never found it necessary to contact support to get the tasks working. He found the toolkit to be relatively easy to install and get working. The training videos on the COZYROC website were the key to his success. When asked about why he never used support, he said "If you wanted me to call support, you shouldn't have made your videos so good!" This is especially impressive since he had never done anything related to encryption in the past.

In addition to OpenPGP and SFTP, Centripetal Systems has

also used other components from the COZYROC toolkit such as the SharePoint adapters and COZYROC's REST adapters for access to OneDrive data. The REST adapters were new in 2017 and provide access to many applications and services that use the REST-based API.

Aaron was able to use COZYROC's toolkit to fill in gaps in the SSIS functionality when he needed to do ETL work and will continue to take advantage of the extensive and affordable COZYROC SSIS+ library.

For More Information

For more information about COZYROC products and services, call the COZYROC Sales Department at (919) 249-7421, email sales@cozyroc.com, or visit www.cozyroc.com

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