

# Dive into Spill the IT

## A sneak peak into our latest podcast episodes (part 1)

We're back with season 2 of Spill the IT and couldn't be more excited to share what we've been working on! If you enjoyed the first season, get ready because we're taking things up a notch with even more insights, stories, and expert advice tailored to help your business thrive in the fast-paced world of IT. In this blog post, part one of two, we're giving you a rundown of the episodes that dropped on Monday 2nd September.

So, grab a coffee, get comfy, and let's dive in!

### **Episode 1: Ready for a new revenue stream?**

Ever thought about turning your connections into cash? Well, our partnerships team has just the thing for you. In the first episode of the season, we're introducing our shiny new Refer & Earn programme. If you're a developer, consultant, or any B2B business that's regularly in the mix with other companies, this is your chance to not only help them out but also earn a little something on the side. By referring businesses that could use a hand with their IT infrastructure or growth, you'll not only drive positive change in their operations but also open up a new revenue stream for yourself. Talk about a win-win!

### **Episode 2: ProActive customer stories – Aurora Insights**

Next up, we're pulling back the curtain on Aurora Insights, a forensic investigator business that's doing some seriously cool stuff. Recorded right at our data centre in Worcester, this episode takes you behind the scenes to see how Aurora Insights is evolving and making waves in industries that rely on precision and high standards. It's not just a deep dive into their specialist services, but also a look at how ProActive is supporting them every step of the way. If you love a good customer success story, this one's for you.

### **Episode 3: Transacting online and ready to grow – now what?**

If you're in ecommerce, you know that growth is both a blessing and a challenge. In this episode, our team shares their battle stories from working with ecommerce businesses – ranging from start-ups to market giants. We've seen it all, from unexpected hiccups in scaling to near disasters in business continuity. Whether you're just starting out or looking to take your online business to the next level, this episode is packed with practical advice to help you navigate those tricky waters without losing your momentum.

### **Episode 4: ProActive customer stories – Xentian Group**

Supply chains might not sound glamorous, but they're the backbone of countless businesses. In this episode, we chat with Xentian Group, the EDI integration experts who are solving some of the most complex challenges out there. They share stories about the innovative solutions they've brought to supply chains around the globe – and right here at home. For any SMBs out there, this episode is an eye-opener, showing how the right partnerships and tech support can transform your business.

## Episode 5: Looking ahead for SaaS businesses

Auto-scaling might sound like the silver bullet for SaaS businesses, but is it really all it's cracked up to be? In this episode, we dive into some recent disasters that hit the headlines and explain why our approach at ProActive is a bit different. Instead of going for a one-size-fits-all solution, we focus on creating bespoke designs that grow with your business – whether you need to scale up tomorrow or take a more gradual approach. It's all about giving you confidence that we've got your back, without the need for a massive upfront investment.

## Episode 6: The world is getting big in the window

We wrap up this first batch of episodes with a thought-provoking chat with our CEO, Simon Yeoman. Broadcasting from our Tier IV data centre in Worcester, Simon delves into the sustainability ethos at Fasthosts ProActive. He explores what the future holds for sustainability in the IT world and how prepared we are for the challenges ahead. This episode is a must-listen if you're thinking about the environmental impact of your business and want to stay ahead of the curve.



## Stay tuned for part 2

And that's a wrap – for now! We've got even more exciting content coming your way later this year, so stay tuned for part two of our blog series where we'll explore the second half of season 2. Until then, happy listening!