

Getting the best out of your business, with the best possible partnership.

At Hewlett Packard Enterprise, we believe that IT should be simple and available to anyone, anywhere. That's why we've partnered with Zynstra, the pioneer in hybrid cloud solutions.

Our alliance brings together global expertise and a cost-effective approach to IT, so SMBs can experience the benefits that have previously only been available to large enterprises. Here's an example case study so you can see how we've been helping out other businesses.



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Customer Case Study

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“As a specialist recruitment company our IT is critical to our success. With an ageing server which was slow, frequently crashed and hindering our productivity we knew it was time to upgrade our IT. With an objective to move more of our applications to the cloud we sought the help of our trusted advisor Lanmark, who recommended the Cloud Managed Server from Zynstra. We now have the reliability we need as a business and peace of mind that our data is safe and secure. We could not be happier, and can focus on growing our business, safe in the knowledge that our IT is taken care of.”

Sam Harvey, Director, Carr-Lyons Search and Selection Ltd

Company:

Carr-Lyons Search and Selection Ltd

Location:

London, UK

Sector:

Recruitment

No IT users:

20

Delivery partner:

Lanmark Technical Services Ltd

Business driver:

Failing Infrastructure

Business profile

Carr-Lyons Search & Selection were established in 1994 having identified a gap in the market for a specialist recruitment firm to provide both search and selection services to Financial Institutions. The owner operated business prides itself on providing specialist knowledge, professionalism and integrity to their candidates and clients, in the Credit and Risk, Leveraged & Structured Finance, Trade Finance, Project Finance Corporate Banking and Compliance markets.

Case study

With ageing hardware which would frequently break down, severely impacting business productivity and causing lots of painful IT headaches, Carr-Lyons knew it was time to look into the options available to upgrade their IT.

Sam Harvey explains, “We needed a technology that would support our business today, whilst being conscious of the future. We had a business objective to move to the cloud as we wanted to store less of our data and applications on site and at the same time knowing our data was secure and backed up. Coupled with an office move on the horizon, there was no better time to refresh our IT.”

Carr-Lyons does not have an internal IT team and works with their Trusted IT Advisors from Lanmark. Lanmark recommended the Zynstra Cloud Managed Server, a Hybrid IT solution which provides all the IT services and solutions needed without impacting their business productivity. Sam Harvey comments ‘We have been impressed with the results and the ease of which it was implemented.’

Why Zynstra

Future proofing out IT

The Cloud Managed Server allows Carr-Lyons to future proof their business as they grow and it made their office move smooth and straightforward with less kit to transport. This also meant easy installation and set-up with no need to worry about long periods of downtime when they moved offices. Business could carry on with minimal disruption and of course, the Zynstra Support which is included also aided the transition.

Support our business objectives

Carr-Lyons had a business objective to move their line-of-business applications to the cloud and to store less data on-premises. Due to having legacy databases, they needed to keep this on-site and the Hybrid IT solution from Zynstra bridged the gap between on and off-premises perfectly.

Increased reliability and performance

Like any small business, Carr-Lyons data is the lifeblood of everything they do. Since using the Zynstra Cloud Managed Server they no longer have crashing servers and issues accessing their IT. Their data is regularly backed up and they no longer have the risk of losing very important data. Carr-Lyons have the reliability they need and the peace of mind that their data is safe and secure.

Productivity improved

Running a fast paced business means their business data and applications need to be accessible at all times. With the improved reliability and performance of their IT, they no longer need to focus on this and can focus on day-to-day activities. Productivity has improved not only in the office but on the move. Employees can access information via Office 365 wherever they may be.

Hassle Free IT

Despite not having an internal IT team, the expertise from Lanmark and Zynstra meant it was very simple to get up and running. The solution was quick and simple to install and went in without a hitch – Carr-Lyons haven't looked back since.

About Zynstra

Zynstra is a software company, committed to delivering highly affordable enterprise grade IT which is simple to buy, deploy and use. Our unique solution delivers hybrid IT as a service, enabling customers to choose the right blend of local and cloud IT to scale with their business, without the need for expensive future upgrades, all managed and kept up to date via the cloud. Zynstra are the winners of the 2015 IT Industry Awards for Infrastructure Innovation of the Year.

Zynstra is backed by Octopus Ventures, one of the United Kingdom's leading investors in fast-growth companies that can scale explosively to create, transform or dominate an industry.

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The partnership

Zynstra and HPE are working together to transform workplaces across the globe. If you're interested in moving to a simpler, more agile and cost-effective IT infrastructure and/or you are looking to see how your business can benefit from the cloud, get in touch today.



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