



## Client Case Study

### The Challenge

We are an international systems integrator facing a series of challenges around delivering professional services globally to our enterprise clients. Being a multi \$billion enterprise, servicing enterprise clients far from our US base is challenging. Not only do we need capability, we need a partner who is accredited and able to deliver the level of service our clients would expect.

Our other challenge is logistics; how do we move equipment round the world, especially across EMEA where we have no footprint. We need: smart hands, storage, deployment, shipping and when required, a build and config lab. We needed a strategic partner able to flex to all our requirements.

### The Qualification

We were familiar with AJC as they had worked with a subsidiary we acquired on our journey and delivered some good work for us. To date they had helped with several DC moves so had earned their spurs as being a reliable consultancy who often went the extra mile. But this was something much bigger than that, so we needed to lift the hood. We invited them in to propose

how they would go about meeting our demands using not only their immediate capabilities, but also understanding their partner network. On the face of it they seemed to tick the boxes with both UK and EU storage and build capabilities in addition to having access to Smart Hands across EMEA.

### The Proposal

After consideration and investigation, we agreed AJC do have the skills, resources and network to help us deliver across EMEA to our key global accounts. We visited their UK and Amsterdam facilities to assess the capabilities first hand. It was clear they had a broad range of services allowing us to ship kit in, store it, configure, assemble racks, re package and





distribute anywhere in EMEA, and provide the resource when needed. Let's just say we were extremely impressed with their professionalism and can do attitude. AJC are now "our EMEA partner" for all the above. They have since helped us deliver in Paris and Singapore with Tokyo and many other sites to follow. Great partnership!

## Contact us

Let's work together and help optimise your people and IT capabilities

[www.ajc.uk.com](http://www.ajc.uk.com)

## Our Core values

-  **Innovative**
-  **Passionate**
-  **Determined**
-  **Partnership**