



Client Case Study

The Challenge

We are a large global Managed Service Provider (MSP) providing Cloud, hosted and on-site capabilities to many clients across all sectors. This involves the need to constantly audit, move, and migrate clients as well as ongoing transformational projects. We possess a good in-house bench of resources skilled, but with the often less than linear demands of our clients, we do and will probably always struggle

to constantly have the right skills available (especially at short notice) to fulfil all our clients' needs.

We were recommended to call AJC as they claimed they were able to step in, sometimes last minute, to help us augment our own capability and deliver our services seamlessly

The Solution

Having met the directors, on face value it looked like a good fit so agreed we agreed to work together. To start, we engaged AJC to help us with a few simple DC moves involving 1 or 2 engineers. In typical fashion, clients DC's are not always what we expect requiring immediate innovation to solve problems, and this is where AJC really stood out. We started to regularly utilise the resources and services at AJC, helping us with many Data centre moves and migrations often starting with the audits and

ending by safely disposing of assets that are no longer needed. They have often been able to realise residual value from the resale of certain equipment, making a net return for our clients who then benefit from reduced project costs as an offset. AJC are very knowledgeable, reliable and professional and always provide the right amount of support behind the resources deployed to us and our clients.

The Result

After many years working with AJC, it's fair to say we have created a fantastic working partnership... our clients often ask for the same engineers or teams back to complete another piece of work. We have completed many projects across the UK and Europe in conjunction with AJC and





have always had great feedback. Comments such as "the engineers are so competent", "they often complete the work quicker than planned" ... it's fair to say we and our clients are very happy and are our now no.1 "got to" for help. We would highly recommend them to anyone.

Contact us

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

www.ajc.uk.com

Our Core values

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