

## Nominee: Axess Systems

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### Nomination title: The Virtualisation Integrator

How long has this organisation been involved in the IT services?

Axess Systems is a UK based Virtualisation and Private Cloud Integrator, and was formed in November 2000.

We have always had a specialist focus on virtualisation and cloud services... only back then it was called Server Based Computing.

As the technology has progressed, developed and evolved, so has Axess Systems.

What are the key projects delivered which demonstrate the suitability for the award?

The last 12 months has been another successful period for Axess Systems.

Stepping in to the breach to resolve an underperforming managed service

We place considerable emphasis on the fact all of our technical team are in-house. A team of in-house virtualisation specialists enables us to deliver a level of service which makes us stand out from the crowd.

The benefit of this approach is highlighted when we were approached by a London based Retail Property Management Company, who were experiencing considerable performance issues with their large Managed Services Company.

They turned to Axess Systems to provide a fresh set of eyes to the problems they were experiencing. Our in-house consultants ran a comprehensive HealthCheck which systematically and methodically investigated their entire virtualisation stack.

By identifying the underlying issues which were affecting user experience, Axess Systems were able to produce a clear and actionable report, as to how these issues were to be resolved.

Once submitted and due to the contractual nature with their incumbent Managed Services Company, Axess Systems we were then employed to project manage the delivery of these improvements and recommendations.

#### Delivering Innovation whilst ensuring compliance

Financial Services companies have been wrestling with two opposing demands. How to give employees the tools and information needed to be efficient in their jobs, whilst at the same ensure they are compliant to strict regulation and legislation.

Axess Systems were engaged to assess, design, deploy and support a solution which would enable mobile devices to be used for work applications and data. Equally the solution had to ensure in the event of the user leaving the company, or losing the device there would be no data loss.

Utilising our tried and tested methodology called PathFinder, we were quickly able to understand how their existing virtualised environment could be scaled to achieve their demands. Importantly our design would enable far more than originally planned, whilst still achieving budget.

By utilising the complete Citrix stack we were able to deliver a project to 150 users, which featured the full range of Citrix XenMobile Enterprise features.

#### Providing a Local User Experience to a Global User base

As one of the first UK partners for NVIDIA GRID we worked with an energy procurement specialist who has locations throughout Europe.

As a company who rely on their employees to be able to process vast amounts of data to secure the best market rates, they need a high quality user experience.

The feedback from one of their main European centres was the existing infrastructure was not performing to the required level and as such productivity was been impacted. This was especially the case when users were operating highly graphical applications.

Axess Systems were initially engaged to deliver a Proof of Concept (PoC) to establish whether a Citrix XenDesktop utilising all of the features of HDX 3D Pro and NVIDIA GRID solution would be able to deliver their objective. Namely, to deliver a local user experience to their global users.

Working closely together with NVIDIA and the customer, Axess Systems were able to implement a working PoC, which immediately proved to be a success. The performance of highly graphical applications, which were previously slow and clunky, performed way and beyond expectations.

Following the success of the PoC, Axess Systems have been engaged to deliver the entire solution to all of their users

What key vendor and industry accreditations does the nominee hold?

Citrix Gold Solution Advisor, NVIDIA GRID Approve Partner, VMware Professional Partner, AppSense Silver, HP – Gold Partner, Dell – Preferred, Liquidware Labs – Premier, Ericom – Gold, 2X - Premium

What endorsements does that nominee have from their customers and partners?

- Kevin Bland - Senior Director Channel and Alliances - Citrix

“Citrix has enjoyed a long standing partnership with Axess Systems during which we have worked successfully together into a number of markets. Axess Systems display a consistently

strong understating of their customers, how Citrix products can be used to accelerate business value and ability to deliver which we are proud to be part of.”

- Karen Reilly - Channel Manager, Northern Europe - NVIDIA

“When NVIDIA launched our ground breaking NVIDIA GRID technology, we immediately recognised the importance and value of working with highly skilled virtualisation specialists.

Therefore, it was a natural decision one of our first partners in the UK would be Axess Systems. We see Axess Systems as a true partner, with common values, vision and aims.”

- James Morgan - Manager UK - Ericom

The importance of partnering with the right resellers cannot be underestimated when dealing with emerging technologies. At Ericom, we’ve always been impressed by Axess Systems’ dedication to their customers. This customer-centric ethos is apparent whenever we talk to mutual customers and this in turn allows us to view them as an extension to our business.

“Axess Systems have delivered where others could not. They are professional and take the time to fully understand the business requirements. Technically they have excelled and coupled with strong communication they are now a core partner with our organisation.”

IT Director, Retail Property Management Company - London

“We have used Axess Systems throughout our IT systems upgrade. Axess have been invaluable, transforming a mind boggling array of possible options and combinations into a simple and straightforward selection process. They consistently set the bar for customer service in every respect. Highly recommended.”

Director - Midlands based agriculture Company.

Axess have always provided me with fast, knowledgeable service and competitive pricing. They give me everything I want from a supplier”

IT Manger, Midlands based County Council.

## **Why nominee should win**

As a Cloud and Virtualisation Integrator we don't do anything other than assess, design, deploy, support, refine and host virtualised desktop IT environments.

At Axess Systems we have strong working relationships with the key vendors in virtualisation.

Our well trained and experienced staff take vendor best practice and progress it to the next stage. They do this by answering a core question "How does it perform in the real world?"

Our results and achievements - The most important reason why we feel we should win this award, is the results we have achieved for our customers during this period.