

CUSTOMER SUCCESS STORY



HOW KAYDEE BLINDS ARE DRAWING BENEFITS FROM MOVING TO THE CODESTONE CLOUD

Kaydee Blinds were facing a challenge shared by many SMBs. Their ageing IT infrastructure was struggling to support the growing business with systems becoming increasingly unreliable. They knew that it was costing their business and had to do something about it...



Kaydee Blinds is one of the UK's leading suppliers of commercial blinds and curtains. If you've recently been into an office, car showroom, hospital or a classroom, you have likely experienced a Kaydee Blind.

Kaydee's sister company is Sayfa Systems, a specialist provider of safety equipment for people and contractors working at heights. Sayfa Systems has experienced significant growth, tripling their size over the past 5 years.



The combined companies employ over 40 people across two UK offices, serving hundreds of customers.



THE NEED FOR CHANGE

The continued growth of the group combined with ageing technology rendered the existing IT infrastructure not fit for purpose. Systems were slow, unreliable and were leading to significant end-user frustrations.



Some systems were having to be rebooted 4-5 times a day.



Systems were very slow and detrimental to productivity.



End-users were frustrated, creating an unhappy workforce.



Systems were impacting the ability to deliver the best possible service.

“What drove us to change was a realisation of the hidden costs of putting up with poor IT; the impact on our people, productivity and more importantly our customers.”

Brook South, UK Sales Director, Kaydee Blinds

Like many other SMBs, Kaydee Blinds do not have specialist IT skills in-house. They were looking for the best way to access skills in systems, network and security on an ongoing basis.

INSPIRE

Codestone inspired Kaydee Blinds to make the change, to think differently about IT and move forward with an approach that would better suit their business.

TECHNOLOGY WE THOUGHT WAS OUT OF OUR REACH

PROVIDED AS A UTILITY PAYING FOR WHAT WE USED

SUPPORTED 24X7 BY HIGHLY SKILLED PROFESSIONALS

“The Cloud offers us access to technology that would be cost prohibitive to deploy internally and comes with inherent business continuity.”

“We loved the way this environment could grow with us; we could consume IT as a utility just like power and phone lines.”

“A managed service was highly attractive; it provided us with access to the right IT experts when we needed them.”

THEY TOOK TIME TO LISTEN & UNDERSTAND OUR NEEDS

THEY DESIGNED & DEMONSTRATED A SOLUTION FOR US

WE KNEW THEY WOULD BE THERE WHEN WE NEEDED THEM

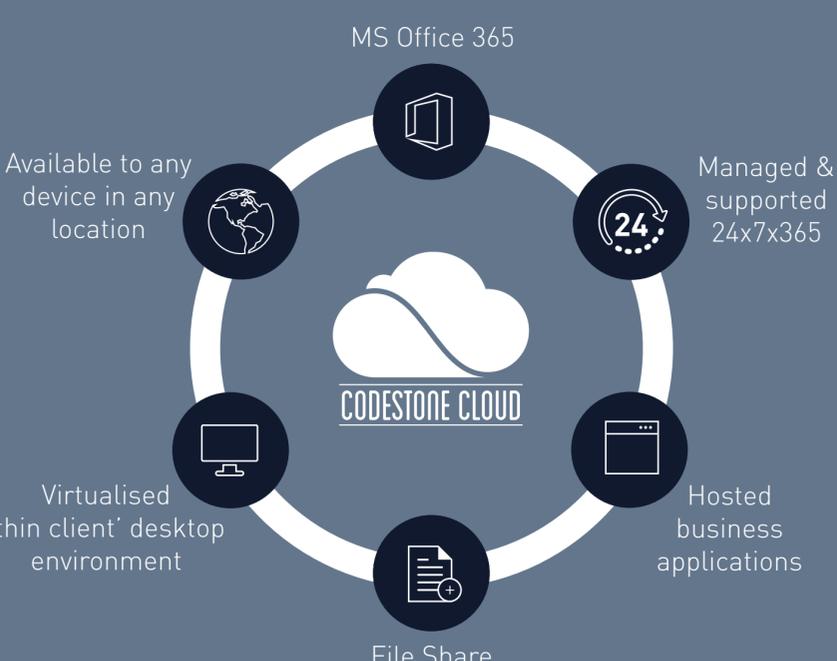
“Codestone took the time to understand what it was we were trying to achieve. They did not present a ‘one size fits all’ solution, but a service designed for us.”

“They demonstrated how our environment would work utilising our desktops and we gained huge confidence in their ability to deliver our solution.”

“Their 24x7 helpdesk environment was a major plus; we work 7am to 7pm and if we need help we do not want to have to wait until the help desk is open.”

TRANSFORM

Codestone helped both Kaydee Blinds and Sayfa Systems to migrate their IT infrastructure and systems to the Codestone Cloud environment delivered and supported as a fully Managed Service.



ACHIEVE

“Codestone has definitely helped us transform our IT Infrastructure. We have an environment that is responsive, reliable and that fills us with confidence. Not only have Codestone delivered on their promises, but have proved to be an excellent partner. The solution they have delivered and their ongoing support has positively impacted every aspect of our business.”

Brook South, UK Sales Director, Kaydee Blinds.



User Experience

“We've seen a dramatic improvement in user experience driven by the performance and reliability of our cloud delivered IT environment – we now have happy users.”



Productivity

“Our people are experiencing a 2-3x increase in performance. This has improved morale and positively impacted productivity.”



Business Agility

“Our business is no longer restricted by IT. We can access systems from anywhere at anytime and have the confidence our environment can grow as we do.”



Cost Control

“The pay-as-you-use consumption model is perfect. IT costs are now a predictable operating expense aligned to the needs of the business.”



Business Continuity

“We now have confidence in our IT systems always being available. Codestone provides us with proactive and first class support and our cloud solution provides inherent business continuity.”



Customer Service

“There is no doubt that the improvements in our IT environment has had a positive impact on our ability to deliver for our customers.”

WANT TO DISCOVER MORE?

We are Codestone, an award winning SAP & Cloud Services company with global coverage, helping our customers and their people to reach their full potential. If you want to discover more about the types of solutions we provide and how we could help your business, please contact the team.