



Kyp Systems pockets great value from Wavex's Full Service Offer

Wavex's cost-effective services underpin growth at an innovative marketing promotions company.

THE BUSINESS

Kyp Systems produces the iKyp (information to keep in your pocket). Interactive, fun, and genuinely useful, the iKyp is a marketing tool with a difference, attracting clients such as British Gas, Shell, Travelex and Sony Playstation.

THE CHALLENGE

Kyp Systems is a fast-growing business, with an office in London and operations as far afield as Hong Kong and the US. From the outset, their focus was on the need for a reliable, cost-effective IT infrastructure that would support future growth.

Nicholas Miller, Joint CEO, explains: "we sought an IT partner who we could rely on to create a new IT infrastructure for us. We wanted the assurance of 24-hour support without the overhead of an internal IT department. We needed a company that would look after our IT equipment and software, keeping it updated and making recommendations on an ongoing basis."

THE CHOICE

Miller had used IT service providers before, but had not had positive experiences. "Wavex came on recommendation and has been our IT service provider of choice ever since," Miller said. "Wavex showed an immediate appreciation of our business and what we are trying to achieve. They also demonstrated the ability to not only provide reliable IT support, but also value-added services and consultancy that would underpin our activities."

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THE PROJECT

Wavex's first task was to set up a network as the foundation for the company's operations. "We knew what we wanted as a base and we knew how we wanted to protect the infrastructure and grow it, so it had to be scalable," said Miller.

"Wavex established the network and has continued to support and grow it in line with our business. Because we have worked with Wavex strategically from day one, their people have been able to make recommendations on all aspects of our infrastructure: equipment, software, and networking. They have been very proactive and helpful."

Project Summary:

- IT strategy
- IT budgeting
- Project Management
- New infrastructure
- Fully managed service
- Remote and on site support

THE EXPERIENCE

"Wavex is the only IT provider that I've used that doesn't turn round when something goes wrong and say: 'It's your fault, you did this wrong'. The Wavex team find the problem and sort out the solution. They're the Go-To people. And everyone knows that here."

Miller believes that it is important to work with an IT partner with a full range of skill sets. "Wavex matches our requirements with the appropriate skills". He adds: "This is a fast-growing business, and everything needs to be done yesterday. Wavex goes the extra mile to ensure our IT infrastructure keeps pace."

Their people can do pretty much anything we need them to.

THE RESULTS

As businesses grow, some consider creating an in house IT Department. "So far, we haven't gone down that route," explains Miller. "The beauty of using Wavex is that they provide a full range of services very cost-effectively. In addition, they shop around when selecting equipment or software for us.

They ensure that we get impartial advice and the best value on the latest and best out there."

Given this: "we're very happy with Wavex and will continue to use and recommend the company wholeheartedly," concludes Miller.

The beauty of using Wavex is that they provide a full range of services very cost-effectively.

If you'd like to know more about our services please call us on

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