

CASE STUDY

Company
Jayex

Website
Jayex.com

Customer's Business
Tracking software developers

JAYEX

“Our needs had to be precisely matched and, unlike AWS or Google, Storm could do it”

About Jayex

Jayex was one of the first companies to introduce LED display technology to the UK. Founded in 1978 and based in London, they have been developing and installing iconic LED display products across almost every UK market.

With a focus on healthcare over the last 25 years, Jayex has been developing iconic products such as the D300 Patient Call Display, and Jayex Connect – the first all-in-one patient engagement platform. Stands to reason that they'd be looking for a host that could light the way forward.

The challenge

Despite the growing abundance of hosting technologies many service providers still stick with rigid service models and limitations that force customers to adapt. Jayex needed a host unrestricted by convention, one that would go the extra mile when needed. They wanted full control over their hosting infrastructure and fixed monthly pricing. Since their healthcare apps play a crucial role in patient services, superior reliability and

unwavering 24/7 on-demand support is non-negotiable.

Offers from the various hosting companies, including tech giants Amazon and Google, looked good on paper. Jayex, however, soon realised that not all diodes were glowing; these companies were offering products, not solutions tailored to their needs.

“Often people don't care or understand what you're saying, and offer the standard playbook solutions. Not Storm”



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The solution

With Storm's Private Cloud solution Jayex can freely create their ideal hosting environment while enjoying award-winning reliability, flexibility, & performance – all at a fixed monthly cost.

Virtual servers are created in a few clicks, with processing power, memory, & storage space easily assigned. Move virtual servers to different parent servers (or add new parent servers!) to balance high loads. It's penalty-free scaling at its best.

But for Jayex it wasn't only Storm's Private Cloud that stood out. We put ourselves in their shoes to truly understand where we fit into their vision for the future. Every Storm client gets the extra mile to help them move forward.

For Jayex this meant custom modifications to key Storm systems & a purpose-built Storm Support Pod of specially-trained server engineers – a dedicated team that monitors hardware & virtual servers 24/7/365, and responds proactively to deliver uptime and reliability.

Equally important is the personal touch: through this team Jayex always has access to a familiar, friendly voice ready to respond to any query, day or night.

Reason for choosing Storm over other providers:

"They really care and go the extra mile. Storm deliver a private cloud structure that is reliable, secure and packaged with 24/7 customer support - not everyone can do that"

The results:

Super flexible private cloud setup

24/7 no-limits support

On-demand scaling, no penalties

100% personalised service

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