



At-A-Glance

CLIENT

AirDesk Solutions

LOCATION

Lehi, Utah, USA

BUSINESS FOCUS

Office automation and hosted cloud services.

ISSUE

As a provider of office automation and hosted cloud services, AirDesk Solutions needed an IT services provider that could supply enterprise-class infrastructure. With price, performance, and scalability at the top of the requirements list, the company sought a technology partner that could support the needs it had, along with those of its customers.

SOLUTION

Virtual Private Data Center (VPDC)

RESULT

AirDesk Solutions has achieved double- to triple-digit growth in the time it has been using phoenixNAP for infrastructure services. AirDesk customers have achieved numerous operational efficiencies.

A provider of office automation and cloud services, **AirDesk Solutions**[®] delivers hosted client-server software for its customers, providing the power of access to information or applications from any office or mobile device, anywhere and anytime. By migrating its customers' in-house servers to the cloud, AirDesk Solutions enables business of all sizes, from solo firms to enterprises, to optimize their operations and realize productivity gains and cost savings.

“The phoenixNAP team has continued to extend and improve our service ahead of us. In turn this has let us offer highly efficient solutions to our customers without the significant burden of having to build out IT infrastructure ourselves. This has strongly contributed to our company realizing double- to triple-digit growth in the time we have been using phoenixNAP.”

Forrest Blair, President, AirDesk Solutions

CHALLENGE

As a business focused on helping companies outsource their hosted IT services, AirDesk Solutions needed to find a provider it could rely upon to supply the underlying cloud-based infrastructure leveraged in its offerings. With a goal to provide turnkey enterprise-class solutions at a fair price to its own customers, the performance, cost, and scaling options were key factors to consider.

Moreover, since AirDesk Solutions' own customers seek ways to realize IT operational efficiencies themselves, the supporting infrastructure had to be able to accommodate requirements of different business types.

For example, one **AirDesk Solutions'** customer had specific needs it was looking to address. Similarly, a start-up company would not necessitate the same levels of IT support as an established enterprise organization.

SOLUTION

The VMware vCloud® Hybrid Cloud Powered environment of phoenixNAP's Virtual Private Data Center (VPDC) provides AirDesk Solutions with the scalable and efficient infrastructure to succeed. The price and performance of VPDC, along with Veeam®-powered availability services, have enabled the company to keep pace with customer demands, continue growing, and efficiently add infrastructure as needed.

Additionally, it provides a foundation that AirDesk Solutions' customers are able to capitalize on when migrating to the company's cloud office automation services. In the case of one such customer, all of its enterprise systems are housed by AirDesk, using phoenixNAP infrastructure.

“The relationship with phoenixNAP is really a close working partnership focused on success for both parties. The team has felt like a direct extension of our business.”

Forrest Blair, President, AirDesk Solutions

BENEFITS

AirDesk Solutions has experienced double- to triple-digit growth in the time it has been using phoenixNAP. With the inherent flexibility VPDC provides, the company has been able to rapidly extend its IT environment and offer office automation services to a growing customer base.

And that customer base has also been achieving success when migrating to AirDesk. As evidenced by [this company's](#) savings, acquisitions, and remote site additions which followed its transition to the cloud. Together, AirDesk Solutions and phoenixNAP are assisting businesses of all types realize operational efficiencies.



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ABOUT PHOENIXNAP

PhoenixNAP is a global IT services provider offering progressive Infrastructure-as-a-Service solutions from locations worldwide. Our bare metal server, cloud, hardware leasing and colocation options are built to meet the evolving technology demands businesses require without sacrificing performance. Scalable OpEx solutions to support with the systems and staff to assist; phoenixNAP global IT services.

