

S.J. BAKER ACCOUNTING LIMITED (SJB)



SJB are a firm of accountants based in Swindon; specialising in Taxation (Personal and Corporation), Business Transformation, Auditing, Book-Keeping and Payroll Services. A thriving small business, they have seen significant growth over the past three years, almost doubling their workforce.

As you'd expect from an accountancy firm, demand for their services peaks during certain periods in the financial year. Consequently, the demand on IT resources increases significantly during these busy periods.

Business Challenge

The owner of SJB recognised that there were a number of technical issues that could potentially stall business growth over the coming years:

- A lack of scalability, making it difficult to cope with periods of peak demand
- A single point of failure within the on-premise server architecture
- Ad-hoc backup policies with on-site backup storage
- Old server technology, impacting on the ability to implement the latest software upgrades
- A lack of secure remote user access was a barrier to mobility

Choosing the Right Partner

"Increasing the investment in our own hardware Infrastructure, including the cost of managing the hardware and the hardware support contracts, just didn't make sense, we are accountants not IT experts."

Selena Baker, Owner, SJB.

Selena goes on to explain the process SJB went through when choosing a service provider: "We reviewed a number of potential suppliers before making a final decision.

We chose Yellowspring for a number of reasons. Firstly, as a small business, costs are a significant factor and Yellowspring's pricing model was both clear and competitive. In addition, they explained the whole process diligently and went the extra mile to address all of our concerns."

Our Solution

By moving to the Yellowspring Cloud, SJB were able to host their workloads in highly-resilient, state-of-the-art data centre. We created 5 high-speed virtual servers to manage their day-to-day computing and provided SJB with 400 Gigabytes of secure storage. Daily backups are carried out in accordance with SJB's custom data retention policy, providing a more resilient business continuity solution.

Prior to implementation, we carried out a detailed audit of SJB's current infrastructure and business processes. This allows us to design the most efficient and cost-effective solution; something to meet the current needs of the organisation whilst being flexible enough to scale rapidly and meet future levels of demand.

By implementing a Cloud solution from Yellowspring, SJB now have secure access to their business critical data and applications, anywhere in the world via the internet.



This has boosted productivity and responsiveness by enabling flexible working, greater mobility and collaboration.

Selena concludes, “Yellospring’s attention to our business needs was exceptional and they held our hands during this process plus answered all our questions. Their solution saved us as much as 55% in hardware costs, which is payable on a rental basis and not upfront. More importantly, they have taken away a major headache for us, letting us concentrate on what we are good at.”

“We are excited to be working with SJB Accounting. It is a company that has really embraced the benefits of Cloud Computing; leveraging it to help grow their business.”

Richard Keyms, COO Yellospring

ABOUT YELLOWSPRING

Yellospring is a specialist in providing IT Support, Cloud Computing, Datacentre and Infrastructure-as-a-Service solutions to small and medium-sized businesses in London and the South East. What makes us unique is our attention to detail and focus on exceptional service delivery.

We like to view ourselves as a new breed of IT Service Provider. We are not an IT Outsourcer, a Datacentre or a Hosting Company; we are all of these things. Most of all, we are a service company.

We are judged on the service we provide to our clients and the impact that the services we deliver have on their business.

Our aim is to be a seamlessly integrated part of our client’s organisation; fully understanding their business needs and using our knowledge and experience to deliver exceptional IT. We focus on what we are good at, leaving you to focus on what you are good at - your business.

Further Information

For further information regarding managing IT for your business please contact us on **020 3507 1922** or email **info@yellospring.co.uk**