



Twelve40 Case Study

Introduction

Twelve40 provide lottery, raffle and instant-win games, to a global customer base.

With headquarters in Jersey, locally the company is best known for 'Islands Lotto', the first independent online lottery in the Island.

This is an important showcase for Twelve40's innovative platform, which delivers lottery and instant-win gaming solutions for third-party partners at a low cost and unrivalled speed to market.

What's more, 15% of ticket sales from their own, Island Lotto, are injected back into the community via the Islands Foundation to a variety of charitable good causes.



**Jason Stratford,
Chief Technology Officer**

Website
www.twelve40.com



Business Challenge

Twelve40's customer base is worldwide with a particularly strong presence in Emerging Markets. They required a top-tier cloud infrastructure provider with a platform that could deliver national level lotteries, with the capacity to handle rapid and substantial peaks in traffic.

Twelve40 were looking for a delivery platform which was resilient, scalable and with flexible billing.

JT Solution

JT's Cloud Service provided Twelve40 with a secure, reliable and scalable infrastructure solution enabling self-service provisioning of servers and storage without the need to build their own platforms and consume more critical data space. A more secure way of storing data and a more flexible way of working, the new JT Cloud service is also a proven and effective way of controlling costs.

Customer Endorsement

“When we took the strategic decision to base our services in the Channel Islands, we weren’t sure that we’d be able to find a local provider who would be able to meet our requirements. To our pleasant surprise, JT ticked all our boxes. We were particularly interested to make use of their utility billing model, which meant that we pay for what we use and no more. The flexibility of the billing, along with the flexibility of the service itself, was absolutely key in making our decision.”

“JT’s partnership with Dimension Data was also a big selling point, as it showed a partnership, with the experience of delivering and running systems as large as ours. This support and experience was a deal-maker for us. Their involvement expands JT’s networks so we can drop our services into multiple locations around the world, all from within the same interface.”

“Having immediate access and proximity to our infrastructure provider is helpful, other larger providers, can sometimes be ‘faceless’. With JT we’re not just another account, as we continue to have a strong face-to-face relationship with them.”

Jason Stratford - Chief Technology Officer

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