



## Warm Solutions Case Study

### Introduction

#### Warm Solutions increases business efficiency with JT Cloud service.

Web Administration Resource Management Solutions (WARM Solutions) is a start-up IT consultancy and research and development company based in Jersey with a UK client base and big plans for the future.



Website  
<http://www.warm.solutions/>



### Business Challenge

Enabling global reach with the facility to host data offshore.

WARM's delivery of innovative online applications to major UK companies operating in the insurance, marketing and financial services sectors, is reliant upon a strong technology backbone and a network that offers global reach with the facility to host data offshore. They partnered with JT in 2014 to launch their first application hosted on JT's Cloud platform.

### JT Solutions

JT introduced Warm Solutions to its Cloud Platform with the three month trial period Proof of Concept.

This offered a test and development phase where JT ensured that the solution delivered fit with the client's requirements and that Warm Solutions' team was fully trained with the solution before it going live.

Warm Solutions also use JT's Cloud service to store their backend programming for all the applications that they create, which offers them room for future product development.

JT's IaaS provides customers 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 Cloud service is also a proven and effective way of controlling costs.

Warm Solutions stated: “We were looking for an organisation that could offer experience, expertise and efficiency to deliver the technology to support their business objectives. JT demonstrated its capability across all three areas of importance. In addition its range of Cloud based solutions coupled with its global network and solid infrastructure ticked all the boxes for us.

“From the beginning JT understood our requirements and the three month trial period they offer as standard meant that we didn’t face a huge capital outlay upfront, which was very important as a startup business. Engaging with JT has enabled us to get up and running on its Cloud platform safe in the knowledge that their expertise ensures we not only achieve massive cost savings, but also have access to the services we require as and when we need them, helping us to gain the competitive edge.

“In addition to the Cloud services that JT has tailored to WARM Solutions, JT also put me in contact with the owner of No3 Forum, where Digital Jersey and a number of other startups are based as it provides superior reliability and resilience through JT’s Gigabit Fibre backbone.”

## Customer Endorsement

“JT has certainly gone the extra mile exceeding all expectations in supporting us from day one and this reflects my previous experience when dealing with JT in a professional capacity around six years ago. They have always delivered on time and on budget and once again I have been very pleased with the level of personal service, high standards of delivery and more importantly the quality of the Cloud solutions they have provided which means that we have been able to confidently rollout our user friendly online applications with very few teething problems.

“Looking to the future, we have a number of exciting new applications which we will be taking to market and when it comes to hosting them I will certainly be looking to JT to provide a competitive tender, but I already know they will match my expectations and our partnership will continue. Our philosophy is to work closely with our clients and forge long-term mutually beneficial partnerships, the same goes for our suppliers and in JT we have a partner that is working for us as one team with one culture and most importantly they ‘get’ my business.”

Jensen Nixon, CEO

## Contact details

For more information contact our Business Solutions Team:

**T** +44 1534 882345  
**E** [business.solutions@jtglobal.com](mailto:business.solutions@jtglobal.com)  
**W** [www.jtglobal.com/business](http://www.jtglobal.com/business)

Connect with us:



Search '@jt\_business'



Search 'JT Group Limited'

