

The spark to ignite powerful IT change.

Earnest Machine

Challenge

There are few things more important than high speed and performance for large, industrial companies, especially if you're Earnest Machine. However, the company's small and mighty IT department was stretched too thin, supporting dozens of users across an expansive network of distribution centers in the U.S. and U.K.

With big goals to fulfill, they knew it was time to shift from working in the business to working on the business. To do that, they needed an IT partner that would eliminate the everyday headaches and bottlenecks so they could refocus on transformation and growth.

Insight

Earnest Machine was in search of a holistic solution that delivered efficiency, flexibility and, most importantly, scalability to support the company's progressive mindset.

While they'd worked with fully-managed providers in the past, they wanted a partner that delivered not only a quality product, but the experience and expertise needed to keep them ahead of the curve.

Fortunately, they discovered that Calyx was able to bring together everything they looking for, plus even more.

"Calyx frees me up to do smarter things with IT, rather than just being a day-to-day server jockey."

Don Steiner, IT Director

Solution

Earnest Machine selected the Calyx Framework™, a turnkey, fully-managed IT solution that eliminated the guesswork and hassle of moving their operations into the cloud.

In addition to its enterprise-class, multi-layered security, simultaneous system updates and improved file accessibility, Framework is backed by a responsive support team of IT experts that provide an enhanced level of guidance that you just don't find with any of the big players.

“It was like getting a set of golf clubs and an instructor, too,” said Don Steiner, IT Director at Earnest Machine. **“We became one big team working together.”**



Impact

With Calyx Framework™ now handling much of the company's day-to-day IT issues, Earnest Machine's IT department has completely revolutionized the way they do business. They're focused on more meaningful work that will drive ROI while Calyx serves as their first line of response.

“Calyx gives me peace of mind, knowing I no longer have to carry the responsibility of keeping all of the lights on,” says Don.

Best of all, Earnest Machine's employees are noticing the impact on day-to-day operations and productivity. Instead of being the traditional point of frustration, IT has transformed into the company's hero.