

CASE STUDY

JANUARY 2018

Southern Sheeting

A small family-owned and run business with 30 staff, based in East Grinstead, supplying profiled metal sheeting and other roofing products to commercial builders, farmers, tradespeople and the general domestic market.

 www.southernsheeting.co.uk

ISSUES

- With business expanding, Southern Sheeting Supplies was still relying on an outdated server platform, straining to cope with more people using it and more information to process, which slowed down the speed and efficiency of the operation.
- Similarly, their landline-based private network telephone system had insufficient capacity and capability to meet growing demand, missing out on innovative functions which would help the smooth running of the business.

What was needed?

A complete infrastructure refresh to bring everything up-to-date, balancing cost against required performance and offering the flexibility to accommodate further expansion in the future.

THE ASHDOWN SOLUTION

- We replaced the server to provide Exchange email and file sharing/printing services for business teams and we added a second server dedicated to running the stock control, sales order management and accounting.
- We also designed and installed a new telephone system based on Avaya IP Office on-premises PABX technology – a unified communication system for calls, messages and conferencing whatever the device being used or the location of the user.

In addition, we provided:

- An onsite disaster recovery package
- Leased line connectivity to a 2nd site to support business growth

- Internet security with server/desktop endpoint protection and cloud based email scanning

...all backed up with ongoing support services to ensure everything continues to run as intended.

RESULT

- Efficient IT and telephone systems which speed up the operation of the business and allow integrated access from multiple devices regardless of location – all supported with internet security, disaster recovery and ongoing technical support.
- Southern Sheeting Supplies can now get on with the day-to-day work of supplying roofing materials and growing their business without having to spend valuable time on IT affairs.

 **Southern Sheeting**
ROOFING, CLADDING & SHEETING SUPPLIERS

“Following an internal review I quickly identified the growing complexity of small business IT and recognised our inadequacies and knowledge gaps. Wanting to maintain our policy of using local businesses, we were recommended Ashdown Solutions Ltd. Following a comprehensive systems review they quickly identified a number of vulnerabilities and scope for improvements which were implemented over the subsequent months/years. For the past ten years, ASL have continued to provide us with prompt, efficient and cost-effective support matched with genuine and straightforward advice.”

Tony Hobbs, MD, Southern Sheeting Supplies Ltd



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