



## Equity partner with Storage King to implement new business transformation programme.

A look at how Equity have delivered the latest cloud-based communications and technology solutions to Storage King's nationwide network of stores.

### eq consult

Founded in 2004, Storage King is a UK-operated self-storage company with multiple locations nationwide. They pride themselves in offering a completely flexible service, with a wide choice of storage units, from 1m<sup>2</sup> to 100m<sup>2</sup>, to suit your requirements.

Storage King focus on delivering unbeatable customer service with a simple and transparent approach to personal, business, and student storage.

#### Challenge

In 2015, Storage King experienced a period of accelerated growth, which saw an increased number of sites

open across the country. This had a logistical impact on the existing IT infrastructure and with a large number of different IT suppliers already in place, it was becoming increasingly difficult to manage.

Storage King sought a proactive provider who would understand their specific business requirements and work in partnership with them to develop and implement a scalable transformation programme that would take advantage of advances in technology to standardise the IT infrastructure across the group, whilst maintaining a continuity of service for their customers.

#### Solution

Storage King initially engaged Equity to upgrade their communications infrastructure as they wanted to remove the large number of disparate legacy solutions used throughout their nationwide network of stores.

Since that first successful installation, Equity have partnered with Storage King to migrate their existing applications and on-premise infrastructure to the cloud by implementing Microsoft Azure and Office 365 with SharePoint. This has enabled Storage King to increase productivity and make significant cost-savings across the business.

#### Solution

Always on support service that truly understands Store King's business requirements

#### Results

Equity are able to help, regardless of their technical issue

It's now simple to expand the company and technical capacity

**Cloud Infrastructure**

With multiple sites across the UK, migrating to the cloud was the most logical solution for Storage King. All company and client information is now held in a single, secure location which can be remotely accessed from anywhere at any time. The implementation

Storage King were able to standardise their nationwide communications infrastructure, benefiting from the latest innovations in both cloud-based VoIP and fixed line technologies and at the same time provide a scalable solution that would underpin any future growth.

in-depth knowledge of Storage King's infrastructure and understands the requirements of their business, helping them remotely and onsite via their dedicated engineering team 24/7/365.

This has enabled Storage King to make substantial savings through the rationalisation of contracts and a reduction in administration, at the same time as providing a scalable operating platform that will grow with the current and future demands of their business.



of cloud-based solutions has removed the need for on-premise servers, allowing Storage King to have one consistent, scalable operating platform which has significantly reduced the costs of opening an additional store.

**Communications**

Excellent customer service is key to Storage King's success and this has been underpinned by the successful implementation of a robust connectivity and telecoms solution, provided by Equity.

By unifying their communications with a cloud-based solution from Equity,

Equity designed and implemented the new solution to ensure that there would be minimal impact on Storage King's business operations, deploying the complete system to the group's nationwide network of stores within six months. Equity provided full 24/7 support throughout the deployment, ensuring that any issues were resolved as they arose.

**Support**

With numerous sites nationwide, an efficient 'always on' support service is essential to the continuous running of the Storage King business. Equity provide a support service that has an

**"For Storage King a supplier is a partner of the business working hand in glove. The support from Equity has been excellent and invaluable to all our employees across the country"**

**Robin Greenwood - CEO, Storage King**

**Results**

Through their partnership with Equity, Storage King have benefited from the implementation of a business transformation programme that has delivered the latest cloud-based communications and technology solutions to their nationwide network of stores.

**Call for a free consultation**  
**01753 668 668**

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