Case Study
IaaS for Bents Plant Hire
Reasons Bents Tool Hire wanted IaaS on Azure

Prohibitive capital costs to upgrade

The servers needed replacing but they needed capital for other areas of their business

By paying monthly for their infrastructure it allowed them to upgrade and have a more secure up-to-date network allowing them to use their cashflow for expanding their business.

Flexibility for remote staff

Staff needed to be more responsive to enquiries to capitalize on sales opportunities

By having mobile staff available to access their network through the 4G network, they could set up a pop-up site instantly allowing them to raise invoices from sites within hours.

Secure access along with flexibility

By using multi-factor authentication there was no concern of unauthorized access of confidential data

Having sensitive pricing information, there was a concern of unauthorised access to their data when on the cloud. MFA gave them the peace of mind to be able to work remotely and not have to keep sensitive data on their laptops.
Edge Equipment Hire provide equipment to disaster areas and construction sites. As such they need to be able to react swiftly to events and mobilise equipment to any part of the country at very short notice.

Edge were finding that an in-house IT system was restricting their growth. To gain competitive advantage they needed the flexibility to setup a “pop up” office within hours at any disaster site, and be able to access all of their critical systems.

Edge chose OfficeTechHub who moved their entire network to the Microsoft Azure platform. This allowed Edge Equipment Hire to be able to access all their business systems securely from any location and create “pop up” sites at disaster locations.

“\textit{We have seen our turnover increase by 25\% as a result of being able to react to site locations within hours of request.}”

\textit{Billy Cooke, Managing Director, Edge Equipment Hire}