

# Case Study



**Company :**  
Eyede

**Industry :**  
Technology

**Company Size :**  
1 – 10 employees

**Established Since :** 2009

**Presence :**  
New Zealand

**Website :**  
[www.eyede.co.nz](http://www.eyede.co.nz)

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**Phil Dyer**  
CEO, Eyede

**Situation :** When software and card solutions company, Eyede, was looking to move their corporate office last year they were faced with a choice; move their servers or move their services to the cloud. The company realised that the server room hardware it was running on site had become outdated and was no longer fit for purpose.

“We had the option to invest in our own data centre or to move everything to the cloud,” says Phil Dyer, CEO, Eyede. “We crunched the numbers and found that it was more economical in the long term and far less stressful to go down the cloud route. We chose to move not just our customer and public facing content to the cloud, but also our own infrastructure, like our mail server.”

**Task :** After a market review, Eyede chose ICONZ-Webvisions as its cloud hosting provider, attracted by its competitive pricing and local support. Moving the data from the company’s own servers to the cloud was a seamless and easy process.

Eyede runs a number of virtual servers in New Zealand and one in Australia to service clients including ABnote, CCS Disability Action, Greater Wellington Regional Council and Fish & Game New Zealand. The new cloud-based service offers clients greater reliability.

**Action :** By taking their service to the Clouds with ICONZ-Webvisions, Dyer says, “We only need to deal with one local company, we have one account manager and we’re billed in a single currency - New Zealand dollars.”

He added that the decision to move to the cloud has meant the company could focus on the core business without needing to hire an IT team to run the data centre. For Eyede, moving to the cloud has meant the team can spend more time on development.

**Result :** By choosing ICONZ-Webvisions, the company did not have to worry about bringing new servers online and upgrading the hardware. “This has taken away a lot of stress and strife,” said Dyer,

“We’re able to provide much greater connectivity than we could do directly,” he added. “We can avoid outages that we may have had when running the hardware from our office in a small city. Our clients also experience a smoother, more reliable and more stable service. Previously if our server died, our services could not function.”

“ICONZ-Webvisions has a great breadth of packages, lots of options and competitive pricing. The team has been very flexible in meeting our requirements and going the extra mile to accommodate our needs,” said Dyer.