



Zen Internet Partner Flexsys develops revolutionary product!

About Flexsys

Founded in 1988, Heywood-based Flexsys Group started as a support company, focusing on large legacy mainframe applications. Over the years it moved into IT services, including project management, application development and software support.

Flexsys is now a multinational organisation with offices in the USA, UK, France and Germany. They have a service portfolio based around three main offerings – Business Continuity, Technical Support and High Speed Internet Access.

Challenge

Of the three main offerings, two required Flexsys to find a reliable ISP partner in order to deliver effective solutions.

Over the last few years, Flexsys realised the increasing need for technical support for local, growing SMEs (small and medium enterprises) that are unable to afford specialist IT. Flexsys establishes, implements and supports tailored, cost-effective and practical support solutions, such as installing broadband, and connecting offices in different locations.

“Zen’s experience and reputation has led to us recommending them more and more to our customers.”

Andy Roberts, Sales and Marketing Manager

Flexsys Group

Hotels Online

Flexsys’ work in providing Internet Access solutions is based around its own product; Griffin. Aimed at the hospitality market, Griffin serves those in the hotel industry who demand high-speed Internet access throughout their buildings.

“Zen’s reputation in the industry, backed up by several industry awards won every year, gives us a lot of comfort. It also gives us, as a Solution Provider, extra credibility.”

We value the flexibility that Zen offer in terms of infrastructure – it’s always very easy, open and transparent which makes it easy for us to do our job.”

Project Overview

- **Business Requirement**

A reliable ISP partner to assist in delivering effective IT solutions

- **Solution**

Flexsys became a Gold Partner with Zen and benefited from a complementary service portfolio

- **Business Value**

A relationship offering flexibility and synergy between Zen and Flexsys

- **Industry Focus**

International IT services provider with offices in the USA, UK, France and Germany



Griffin is an inexpensive, ISP independent, one-box solution. It takes the broadband signal and distributes it around the hotel either hard-wired or wirelessly, enabling guests, meeting rooms and conference facilities to access seamless and secure 'plug and play' broadband. Previously, guests would have had dial-up access in their rooms, which was slow, expensive and difficult to download files.

Flexsys provided us with a Griffin unit to evaluate and, once we installed the unit, we were able to verify its claims of security, robustness and simplicity.

By partnering with us to assist in implementations, Flexsys provided their Griffin unit to hotels, using our broadband services, integrated with Flexsys' technical support. Griffin is currently installed in three hotels in Rochdale (including the Royal Toby, an early adopter of the system), and many more hotels in the UK and overseas.

“ **There's a lot of synergy between the two companies; we share many similar ideals.** ”

Zen's Partner Programme

Our Partner Programme is designed for IT Solutions Providers to complement their current portfolio by offering our Internet services, including broadband, leased lines and Ethernet, security, domains, hosting, voice and Web solutions.



Flexsys chose to be a partner, not only because of our proximity in Rochdale, but also because of our reputation and the fact they themselves are one of our customers.

Flexsys came on board as a Gold level partner and therefore benefit from enhanced resources and support in the form of increased commission, and extra training and marketing resources.

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