



Overview

The need

To transform solution delivery, SKIDATA AG needed to team with a cloud hosting provider offering global data center presence and reliable, high-performance technology.

The solution

Provisioning SoftLayer® virtual server infrastructure, the business quickly launched new self-service access and entry solutions for customers in Austria, Switzerland and the United Kingdom.

The benefit

SKIDATA offers new cloud-based solutions to customers worldwide, accelerates time to market by 70 percent and keeps costs low with SoftLayer support resources.

SKIDATA AG

Launches new offerings and speeds time to market by 70 percent with SoftLayer technology

Founded in 1977 and headquartered in Salzburg, Austria, SKIDATA AG provides comprehensive access management solutions. The global company creates products and services that offer fast, secure access for people and vehicles at ski resorts, shopping centers, airports, sports stadiums, fairs and amusement parks.

An opportunity to transform delivery

When delivering its access and entry management systems, SKIDATA had long been installing the supporting infrastructure on customer premises. But with cloud computing becoming increasingly prevalent, the business saw an opportunity to transform solution delivery and eliminate onsite infrastructure deployment.

Planning to launch new cloud-based services for customers worldwide, SKIDATA wanted to team with a cloud hosting provider offering global data center presence. Additionally, the company needed reliable, high-performance technology with the low-latency delivery and stability its entry solutions required.

With SoftLayer technology, SKIDATA extended its solution portfolio beyond onsite installations and adopted a more agile cloud-based delivery model. “We can offer new services worldwide and, by eliminating hardware maintenance, minimize our operational resources,” says SKIDATA business development manager Christian Wenninger.



SoftLayer cloud powers new access solutions

Evaluating leading cloud solutions, including the Amazon Web Services platform, SKIDATA determined that SoftLayer cloud technology met its requirements. “We saw that SoftLayer infrastructure is fast, flexible and very stable,” says SKIDATA business development manager Christian Wenninger. “With SoftLayer, we can very easily scale, which is important since customers in our industry grow quickly. And we can use bare metal resources whenever we need to.”

Provisioning virtual servers in the SoftLayer data centers in Amsterdam, the Netherlands, and in Frankfurt, Germany, SKIDATA quickly launched new offerings for customers in Austria, Switzerland and the United Kingdom. The cloud-based solutions provide users with unlocking and entry capabilities for self-storage boxes, bicycle storage units and parking facilities, all accessible through mobile devices.

Greater agility and faster time to market

With SoftLayer cloud technology, SKIDATA adopted an agile new delivery model. “We can offer new services worldwide and, by eliminating hardware maintenance, minimize our operational resources,” says Wenninger.

SKIDATA greatly accelerates time to market with cloud-based infrastructure, delivering new solutions approximately 70 percent faster. Additionally, the SoftLayer platform helps the business keep costs low. “SoftLayer support has the knowledge and resources we need. With the SoftLayer service package and hosting environment, we save a lot of money,” says Wenninger.

Solution component

Services

- SoftLayer®

For more information

To learn more about IBM Cloud computing solutions, please contact your IBM marketing representative or IBM Business Partner, or visit the following website: ibm.com/cloud-computing



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Produced in the United States of America
October 2015

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