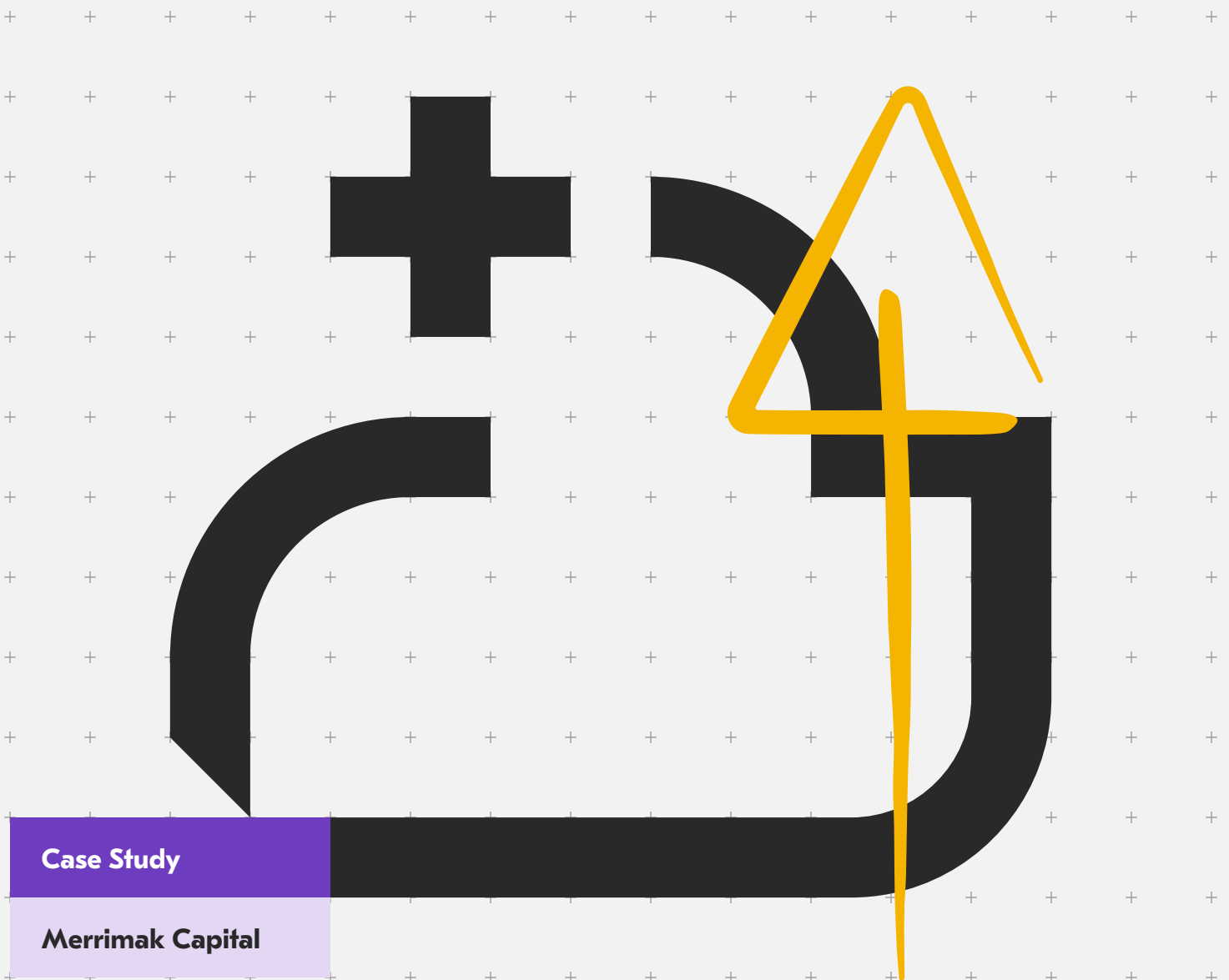


An agile approach for the new age of work

The now Utah-based lessor has leveraged Kyocera's expertise to create streamlined systems for sustainable success.



Case Study

Merrimak Capital

About Merrimak Capital

Merrimak Capital is the industry's largest full-service independent diverse lessor delivering outstanding customer service, innovative ideas, and diversity spend credit. The company provides leasing services for an array of assets in direct response to customers' needs.

As a general lessor, Merrimak understands the secondary market for all types of capital assets. While its primary focus is on leasing technology, fleet, material handling and machine tools, the company actively leases assets in many other markets. With more than \$5 billion in remarketed and repurposed equipment (based on original equipment cost), Merrimak understands asset resale and how the circular economy works. It is a woman-owned business with WBENC certification providing diversity spend credit for all commerce exchange. The company obtained ISO 27001:2013 certification in 2019 and complies with PCI security standards.



30

years of experience

25

countries



Mary Kariotis - CEO

"Merrimak is customer-centric. Premium service coupled with innovation is at the forefront in every aspect of our business. We consistently act as a partner and in the mutual interest of our customers. Merrimak is proficient in delivering the lowest cost for equipment use with tangible savings."

Challenge

Merrimak Capital hosted 52 employees in its Novato, California headquarters, relying on five on-premise, purpose-driven servers with more than 5TB of data, leveraging an in-house IT department supported by the Kyocera ICT Managed Services Team.

The Merrimak Capital headquarters was moving to Utah and employees were now going to span multiple states. The organization was faced with the challenge of providing high-performance, secure access to all of the required applications and data and accommodating both traditional, office-based workers as well as remote and mobile workers, all while conserving capital and ensuring scalability for anticipated growth and expansion.

When Merrimak relocated to Utah in 2021, two problems emerged:

- 1 How were the remote IT employees going to embed everyone securely into the new work environment?**
- 2 How was the new Utah location going to receive IT support without enough on-site IT staff?**


Solution

Kyocera developed a solution specifically for Merrimak to meet the challenges of their new, decentralized workforce. Combining cloud servers, an updated infrastructure for their new physical location and cloud desktop services, Kyocera delivered a solution that accommodates their storage, security, and access to systems requirements and ensures that all of their local and remote users have a fully functional, high-performance experience. Merrimak workers are now able to securely access their individually configured cloud desktop from anywhere, using virtually any Internet-enabled device, with full access to their applications, data, and network resources. With employee productivity no longer reliant upon a traditional on-premise network that limits workers to a single geography, Merrimak is positioned for growth and expansion, fully embracing the new “anywhere” workforce.


Outcome

This streamlined approach yielded numerous instant benefits that are positively impacting all aspects of the business.




 **Cost:** The huge capital costs of buying hardware and software were reduced.




 **Speed:** Resources can be accessed in minutes, typically within a few clicks.




 **Scalability:** Required resources can be increased or decreased depending upon business requirements.




 **Reliability:** Backup and recovery of data are less expensive and very fast for business continuity.



 **Productivity:** As a result of the increased speed and scalability, the IT team is more productive and can focus on achieving business goals.



 **Security:** Net App and Kyocera offer a broad set of policies, technologies, and controls that strengthen the company's data security.

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