



# CASE STUDY SKYWAY ROMAN SCHLIEßMEYER

*SCHLEIFENBAUER - LIVING FOR THE POWER TO DELIVER*



## ABOUT SKYWAY

SKYWAY DataCenter GmbH is a professional IT infrastructure service provider for business clients and private customers. It is located in Sankt Ingbert, Germany. The company's services portfolio comprises of co-location, vCloud hosting and root-/managed servers. SKYWAY supports its customers throughout the IT life-cycle: from conception, realisation to operation. Founded in 2010, the company is a fully-owned subsidiary of the international domain registrar Key-Systems GmbH.

## THE CHALLENGE

Initially, the SKYWAY DataCenter GmbH was designed to provide standardised infrastructure services. However, soon after its start in 2010, Skyway DataCenter GmbH was facing a growing demand for more flexible solutions. Its customers required an ability to change their server configuration, monitor power consumption and remotely re-boot their servers.

SKYWAY contracted Schleifenbauer to implement their top quality, smart PDUs. Schleifenbauer came highly recommended by Skyway's clients and their contacts. In SKYWAY's experience, Schleifenbauer PDUs have proven their high quality, every time again.

*"Just by handling a Schleifenbauer PDU you already feel their high quality."* Roman Schließmeyer, CEO Skyway

## PARTNER

SKYWAY expects more from a product vendor than superior product delivery. The company aspires to develop a partnership with suppliers who can demonstrate excellent market knowledge and who have the ability to jointly create flexible, high quality solutions. Schleifenbauer has proven to be that business partner.

*"Schleifenbauer solutions are very flexible and can always be configured to fit your specific needs. Furthermore, they provide excellent value for money."*

- Roman Schließmeyer, CEO SKYWAY

“*In our market word of mouth is very important in deciding for a partner. We have gladly recommended Schleifenbauer to our relations on multiple occasions already.*”

