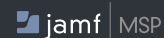# Bringing IT into the modern world

anykey
VOLKETSWIL, SWITZERLAND

Unveiling the possibilities of Apple and MDM

Founded in 2010 with the purpose of providing a managed service solution to the education market in Switzerland, anykey soon discovered more opportunities to help other organizations achieve their macOS and iOS solution goals.

New trends around choose your own device (CYOD) programs and Apple as the standard for Swiss startup companies, in addition to an increase in the use of Apple products in a variety of other organizations, provided room for anykey's rapid expansion. They credit these new markets, in addition to their partnership with Jamf as a Jamf Certified MSP, for their recent growth and continued success.

AT A GLANCE

anykey manages 35,000+ devices every day as a Jamf Certified MSP.	Jamf helped anykey grow from 50 to 200+ customers.	Sherpany would need 2-3 people to manage their devices without anykey.	Schule Volketswil uses anykey to manage nearly 1,300 devices across a district.	anykey recommends the Jamf Certified MSP Program to experienced MSPs.	anykey highlights Jamf's support team as the best in the industry.

BECOMING AN MSP

Starting as a Jamf Reseller in 2012, anykey shifted to a Jamf Integrator role before signing on as a Jamf Certified MSP in 2013. They now provide a full management solution for organizations who don't have the time or ability to manage their own technical infrastructures. They focus on three best practices:

RELIABILITY: They believe a solid cloud infrastructure is essential.

AUTOMATION: This allows anykey to embrace the "Jamf and..." philosophy.

STANDARDIZATION: This gives them the ability to scale with customers, as needed.

Tobias Linder, anykey's technical director and co-founder, said having a vision that mirrors the way Jamf also looks at the future continues to prove successful with their customers. "Our customers tell us again and again that they really appreciate that we always look ahead and are very proactive in solving issues," he said.

While the majority of anykey's customers have deployments of roughly 150 - 400 devices, which equates to the number of devices found in a typical Swiss public school, Linder said anykey works with startup companies and large organizations alike. And, though their deployment sizes may differ, each of these customers relies on the expertise of Linder and his team.
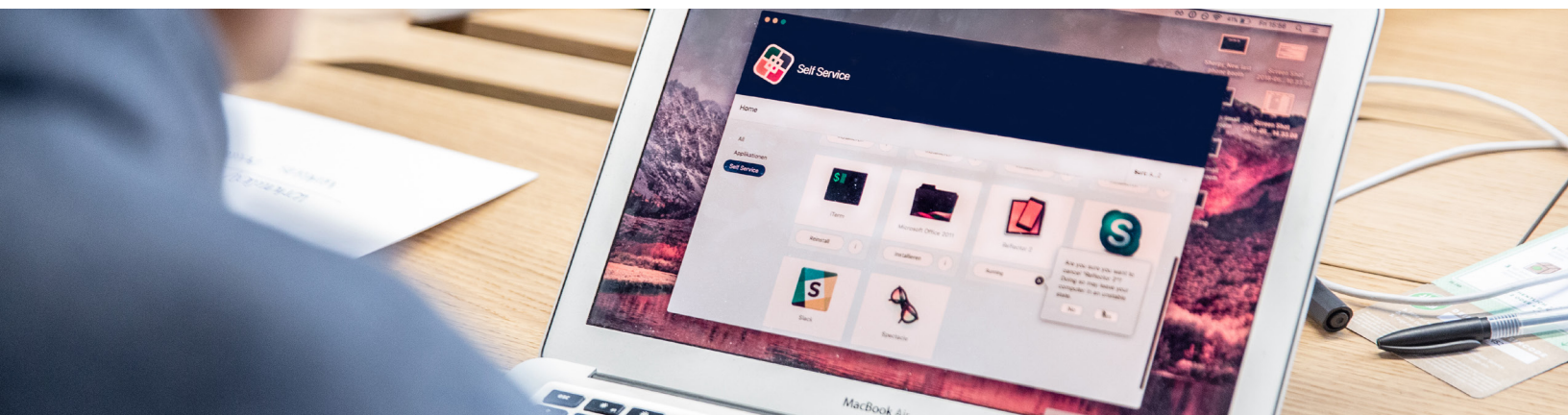
HELPING A STARTUP GROW

Perched above an old cobblestone street in the heart of Zürich's Old Town, startup Sherpany looked to anykey for their company's device management needs. "We decided to work with an MSP almost from the beginning, because we had two needs: We did not want to have a large IT organization, and since we work with big customers, we wanted to have our security properly handled," said Mathias Brenner, chief technology officer, Sherpany.

anykey uses Jamf Pro to manage Sherpany's 60 Mac and 25 iOS devices. While Brenner said he could delegate this management to a member of his team, he finds it more valuable to have all of the company's employees focus on their main objective - to make meetings more efficient for leaders.

"We strictly believe at Sherpany that everyone should focus on their skills and what they are good at," Brenner said. "The reason we didn't want an internal IT team is because we know what we're good at, and we know what others are good at."

Brenner explained they frequently work with organizations (i.e. banks and insurance companies) that have strict security and compliance needs. He said, "As a small startup, it's hard to convince a partner to choose us to work together, and meeting our customer's security requirements is really important."

With Jamf and anykey in their corner, these possible roadblocks aren't deterring their business. Brenner said, "The support level from anykey is great. When we have an issue and contact them, we get immediate help. For us that's a great sign that we chose the right partner."

SUPPORTING EDUCATORS AND STUDENTS

Just minutes away from anykey headquarters, the Volketswil school district uses Mac and iPad devices to provide an elevated learning experience to their 2,000 students.

Spread across six buildings, from kindergarten to secondary school, the district offers devices in various settings, with 300 students kicking off a 1-to-1 iPad initiative. "With anykey, we are in a constant development process, and we are sure the future will be tablets, not computers," said Reini Spross, teacher and IT manager, Schule Volketswil.

As they continue to develop their technological offering, Spross said using anykey's services allows them to focus on what matters - teaching. "anykey gives us the ability to concentrate on the education part," he said. Fellow teacher, Alain Strebel, agreed. He further explained the iPad devices elevate his lessons by allowing students to learn the way that suits them.

"The best thing about the iPad is the customized learning experience," he said. "It's not that you have nothing anymore as a teacher, but instead you have a lot more options and possibilities."

VALUING A PARTNERSHIP

"I am very excited to see that more and more companies realize that using technology doesn't mean complex environments and IT staff," Linder said. "The end user profits from the MSP program, because we make everything seamless. We take care of the background before issues can arise."

And when complicated issues do occur, anykey's chief architect, Anver Housseini, said he's never alone. "Every time I need help, I can contact Jamf directly, and I am really confident that they will find a solution. I am never worried about that."

Linder agreed saying, "Working with Jamf is an amazing experience, because Jamf employees are very passionate about their product and always try to help us succeed with their solution. I actually consider several Jamf employees my friends. And I get to see them every year at the Jamf Nation User Conference (JNUC). It's more like an exciting family gathering than just a normal business event. I am proud to be a member of this Jamf tribe."

"Compared to other companies, Jamf really shines in supporting us. They also try to understand what we are doing so they can adapt their services to what we really need to succeed with their product. I don't see anything like this anywhere else in the industry."

— Tobias Linder, technical director and co-founder, anykey

To learn more about how Jamf Pro can make an impact on your Mac and iOS management, **Request a trial.**