



JC Net* Wins the Game with Intel®-based Servers

Jen-Chow Information Company Ltd. (JC Net) is a leading hardware reseller in Taiwan. JC Net builds and sells servers and data storage products to many of the country's most successful enterprises, including online gaming companies and the semiconductor industry.

To expand its already successful business, JC Net recently decided to build and sell servers based on Intel® Xeon™ processors. After examining competitive options, JC Net determined that the performance, reliability and compatibility of the Intel server building blocks were essential ingredients that would help the company meet its aggressive business growth plans.

This decision has proven to be a lucrative one. In fact, JC Net reports that during the first three months of shipping the new Intel-based servers, the company experienced a greater than 10 percent increase in profitability.

Good, But Not Good Enough

JC Net had enjoyed many years of prosperity as a successful hardware reseller in the Taiwanese server and storage industry, but this success was not enough. The company wanted not only to grow its business inside Taiwan, but also to enter new markets and expand into additional countries. To accomplish these goals, JC Net needed the ability to build and sell a more robust server. After evaluating the various processor options available, the company quickly chose the Intel® server building blocks.

“We examined competitive offerings in the market and our decision was quite an easy one. The Intel® server building blocks offered us the best price and performance in the industry. With its scalability, reliability and compatibility, this was the platform we needed to expand our business and take advantage of profitable new markets.”

Dennis Yu
CEO
JC Net

Intel Makes It Easy

JC Net now builds and sells servers based on the Intel Xeon processor and Intel server building blocks, which provide the versatility, performance, value and dependability the company needs to take advantage of new business opportunities. In addition, Intel has provided JC Net with the resources and tools to help launch its server building business and expedite sales of Intel processor-based servers.

“We were pleased to discover how easy it was to build the new servers. Also, with Intel® reseller programs such as Intel® Premier Provider (IPP) training, selling them is easy, too. Intel has provided excellent marketing materials and effective promotional campaigns to help us grow our server building business and reach our profitability goals.”

Dennis Yu

An Open Solution Eases Development

Because the Intel® architecture is based on industry standards, Intel-based servers give businesses the ability to select from a myriad of software solutions to meet their individual business requirements. This freedom of choice has given JC Net a broad array of cost-effective solutions—greatly easing the development process.

“The Intel® platform has the flexibility and capability to integrate with all of the applications and operating systems that our technical staff is already familiar with. For this reason, the task of developing these new systems has been quite easy and economical.”

Dennis Yu

Preparing for Growth

One of JC Net's customers is SoftWorld*, a successful online gaming software company also based in Taiwan. SoftWorld brings to market a large assortment of online games, including the ever-popular Seventh Seal*. Recently, the online gaming industry has experienced runaway growth, and SoftWorld needed a server platform that would help support explosive demand for its online services.

"Our business had been experiencing great success, with more and more customers coming online each day. In fact, we projected that our customer base could double in just a few months. For this reason, we needed a server solution that would help us serve greater numbers of customers more efficiently."

Gavin Lin
COO
SoftWorld

Serving More of the World

From JC Net, SoftWorld purchased 16 four-way servers based on Intel Xeon processors. According to SoftWorld, the main reason the company selected the JC Net and Intel-based solution was the price/performance ratios that the servers offer. And in the three months since deploying the new servers, SoftWorld has been extremely impressed.

"Because of the higher performance of the Intel® Xeon™ processor-based servers, we can now serve many more online customers. We needed a solution that could expand to accommodate over ten thousand simultaneous online users, and JC Net's Intel Xeon processor-based servers are stepping up to the challenge quite easily!"

Gavin Lin

A Prosperous Future

Long known for their technical expertise and vast production experience, Taiwanese companies have been among the world's leading providers of desktop and mobile PCs for many years. Now, by leveraging unbeatable processor technology from Intel, JC Net has found another avenue to success.

"We could not have experienced this level of success on any other platform. Intel® products and technologies are unsurpassed by the company's competitors. We look forward to a lucrative future working closely with Intel and developing even more powerful server offerings along the way."

Dennis Yu



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