



## CLIENT CASE STUDY



### CUSTOMER DESCRIPTION

Local Voice Traffic Software company.

### DISCOVERY – Customer need

- Customer needed a cost-effective Hyperconverged solution to run production and Dev Ops Environment. After reviewing multiple configurations and the costs, IT Hardware Plus submitted a HPE SimpliVity HCI solution in 2017. We continue to work with this client keeping these environments upgraded to meet business demands.

### SOLUTION OPTIONS

- Option 1 – Dell legacy HCI.
- Option 2 – HPE SimpliVity HCI.

### IT HARDWARE PLUS

*Creating 'Custom Fit' and 'Cost Effective' infrastructure solutions that enhance operational performance for over 13 years.*

Solutions include a full range of infrastructure solutions custom configured to deliver optimum performance while enhancing the life cycle performance of your IT assets.

### IT HARDWARE PLUS SOLUTION SELECTED

Customer selected our HPE SimpliVity HCI due to the built in backup with data deduplication, compression, and disaster recovery.

### SOLUTION SELECTION / BENEFITS

- Cost savings: HPE SimpliVity can help you achieve up to 69% cost savings compared to traditional infrastructure<sup>1</sup>.
- Data efficiency: With a guaranteed data efficiency ratio of 10:1 across storage and backup, HPE SimpliVity ensures optimal resource utilization<sup>1</sup>.
- Simplicity: HPE SimpliVity provides a simple, consumer-like experience with centralized management<sup>1</sup>.
- Edge deployment: It offers a flexible, compact architecture that's perfect for edge and ROBO use cases. The solution includes built-in data protection, disaster recovery, and centralized backup capabilities<sup>1</sup>.
- VDI solution: HPE SimpliVity enables reliable, high-performing, and highly secure VDI deployments. It helps lower costs per remote desktop by 50% in an ultra-small footprint<sup>1</sup>.
- Container support: HPE SimpliVity simplifies app modernization with containers by enabling you to run VMs and containers on a single platform without additional infrastructure<sup>1</sup>.

### IMPLEMENTATION

- HPE and the client performed the physical and remote deployment of this hardware.
- Of special note is the ability to restore files quickly. After suffering a ransomware attack from a hyperscaler site, the client had to use the HPE SimpliVity DR solution to keep the business running during this time.

### SUMMARY – Customer benefits

- All items were delivered at budget, on time, with OEM support.