

Skyview Satellite Networks

Introduction

This case study of Skyview Satellite Networks is based on a May 2020 survey of HPE Synergy customers by TechValidate, a 3rd-party research service.

“We now have the capability to deploy systems and applications in minutes rather than days, and leverage this private cloud and composable compute model to produce unique solutions to longstanding industry problems.”

Challenges

The business challenges that led the profiled company to evaluate and ultimately select HPE Synergy:

- Addressed the following challenges with HPE Synergy:
 - Their legacy infrastructure being unable to meet the demands of the line of business
 - Poor hardware utilization driving up CAPEX
 - Too many infrastructure platforms to manage with multiple processes driving up OPEX
 - Long lead times to provision infrastructure
 - An inability to integrate and scale to meet future business demands
- HPE Synergy was chosen over or replaced the following vendor solutions:
 - Dell/EMC
 - HPE BladeSystem

Company Profile

Company:
Skyview Satellite Networks

Company Size:
Medium Enterprise

Industry:
Marketing & Advertising

Use Case

The key features and functionalities of HPE Synergy that the surveyed company uses:

- Uses the following application workload/s with HPE Synergy:
 - Virtualization and VDI (eg. VMware, HyperV, Citrix, Oracle VM)
 - Data Management and Analytics (e.g. Oracle, SQL, SAS)
 - Containers / DevOps Apps (Docker, Kubernetes, Red Hat OpenShift)
- Rates the value of the following capabilities provided by HPE Synergy:
 - One infrastructure for any workload eliminating costly silos: very valuable
 - Ability to deploy at cloud-like speed and scale quickly accelerating application and service delivery: very valuable
 - Simplified daily operations with automated infrastructure increasing productivity and control across the data center: very valuable
 - Developer-friendly infrastructure enabling faster and smarter deployment of apps and services: very valuable
- Chose HPE Synergy over other vendors for the following reasons:
 - Future-proof infrastructure that scales as needed
 - One platform for all of their workloads (traditional and cloud applications)
 - One management interface that integrates server, storage, and fabric
 - Broad ecosystem of DevOps software partners
 - Superior TCO

Results

The surveyed company achieved the following results with HPE Synergy:

- Rates the following for provisioning the infrastructure and deploying O/S and application workloads:
 - Before HPE Synergy: 1 day – 1 week
 - After HPE Synergy: 1 hour – 1 day
- Improved the following metrics by using HPE Synergy:
 - Reduced the time to provision and re-provision infrastructure: >50%
 - Reduced the time to deploy new OS and software applications: >50%
 - Reduced the time to perform ongoing software driver and firmware updates: >50%
 - Reduced the time to stand up infrastructure by their DevOps teams: 26-50%
 - Improved application performance (Oracle, VMware): >50%
 - Reduction in time provision or re-provision storage (D3940, 3PAR, Primera or Nimble Storage): >50%
- Reduced cost in the following areas since using HPE Synergy:
 - IT resources optimization: >50%
 - Automation and simplified operations: >50%
 - Cost per VM: >50%
 - Infrastructure management: >50%
 - Provisioning times: >50%
 - Third party software integrations: >50%

