

# Medium Enterprise Professional Services Company

## Introduction

This case study of a medium enterprise professional services company is based on an August 2019 survey of HPE SimpliVity customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.

“With HPE SimpliVity we have achieved the prompt elimination of the rental rubble and the optimization of space in the Data Center as well as the costs associated with energy, maintenance, and other hidden costs.”

## Challenges

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

- Selected HPE SimpliVity because they had a data center migration or consolidation initiative.

## Use Case

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

- Uses HPE SimpliVity for the following:
  - Data center consolidation / private cloud
- Runs the following application types on HPE SimpliVity:
  - Microsoft SQL Server
  - Industry-specific application (911 system, healthcare application, legal case management, CAD/CAM)
  - Microsoft SharePoint
- Rates how valuable the following HPE SimpliVity capabilities were in the selection process:
  - HPE SimpliVity being a single trusted vendor for global support for their entire stack: extremely valuable
  - HPE SimpliVity's reliability, serviceability, and availability, backed by a comprehensive warranty: highly valuable
  - HPE SimpliVity's future-proof design: highly valuable
  - HPE SimpliVity's pointnext service and support offerings: highly valuable
  - HPE SimpliVity's flexible consumption and financing: highly valuable

### Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:  
**Medium Enterprise**

Industry:  
**Professional Services**

## Results

The surveyed company achieved the following results with HPE SimpliVity:

- Improved performance by >75% since deploying HPE SimpliVity.
- Realized efficiency benefits for capacity savings of up to 50:1 since deploying HPE SimpliVity.
- Estimates how long it takes to deploy new workloads, including allocating compute and storage resources, and configuring data protection policies:
  - Before using SimpliVity: 1 week -1 month
  - After using SimpliVity: up to 1 day
- Saw value in 1 to 3 months after the deployment of HPE SimpliVity.
- Rates how valuable the following HPE SimpliVity features were in the selection process:
  - Integrated data protection: extremely valuable
  - Inline dedupe/compression: extremely valuable
  - VM-centric management via vCenter: extremely valuable
  - Hyperconverged infrastructure with HPE ProLiant DL380: extremely valuable
  - Globally federated management: extremely valuable
- Rates their satisfaction based on their support experience based on how the outcome addressed their business need:
  - Support experience with initial deployment delivered by HPE (remote): satisfied
  - Support experience with initial deployment delivered by HPE (onsite): very satisfied
  - Support experience with initial deployment delivered by a partner: very satisfied
  - Support experience with initial deployment delivered by a trained customer: very satisfied
  - Support experience with software upgrades (hypervisor and/or OmniStack s/w): satisfied
  - Support experience with a majority of cases and incidents with HPE SimpliVity: satisfied
  - Support experience relating to having easy access to knowledgebase, support portal, and forums: satisfied