

Large Enterprise Telecommunications Services Company

Introduction

This case study of a large enterprise telecommunications services company is based on a January 2018 survey of HPE Synergy customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.

“HPE Synergy helps me in my journey to a simplified hybrid IT environment at my organization.”

“With HPE Synergy, we know that we are using an efficient platform to support our telco business that is dynamic and keeping up with changes is unavoidable.”

Challenges

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

- Addressed the following challenges after using HPE Synergy:
- Siloed IT environment resulting in long lead times to provision infrastructure
- Chose HPE Synergy over other vendors for the following reasons:
 - HPE Synergy provides one management interface into their infrastructure as opposed to the multiple tools required by vendors like Cisco or Dell/EMC
 - HPE Synergy templates allow them to deploy infrastructure faster than what they could do with Cisco UCS service profiles or Dell EMC Systems

Use Case

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

- Uses or plans to use the following application workload with HPE Synergy:
 - Virtualization and VDI applications (VMware, HyperV, Citrix, Oracle VM)
- Rates the value of the following capabilities provided by HPE Synergy:
 - fluid pool of resources (which avoid over-provisioning of hardware): valuable
 - ability to provision and re-provision infrastructure quickly to meet ongoing needs of the business: valuable
 - ability to deploy OS/application stacks in just a few clicks: valuable
 - ability to simplify daily IT operational tasks: valuable
 - ability to treat infrastructure as code (allowing internal SW development teams to deploy infrastructure quickly using DevOps tools): valuable
- HPE Synergy was chosen over or replaced the following vendor solutions:
 - HPE Servers/Blades

Results

The surveyed company achieved the following results with HPE Synergy:

- Reports the time spent deploying O/S and application workloads:
 - before using HPE Synergy: 1 day – 1 week
 - after using HPE Synergy: 1 hour – 1 day
- Saw improvements in the following areas since using HPE Synergy:
 - improved application performance: 26-50%
 - reduced the time spent provisioning and re-provisioning infrastructure: 26-50%
 - reduced the time spent deploying new operating systems and software applications: 26-50%
 - reduced the time spent performing ongoing software driver and firmware updates: 26-50%
 - reduced the cost per VM compared to public cloud: 26-50%
 - reduced the time spent standing up infrastructure by their DevOps teams: 26-50%

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:
Large Enterprise

Industry:
Telecommunications Services