Travelink/American Express Trusts Aventis Systems as Their Refurbished Storage Provider.

Introduction

This case study of Travelink/American Express is based on a May 2019 survey of Aventis Systems customers by TechValidate, a 3rd-party research service.

> "Going refurbished allowed me to get more features and better performance for my budget."
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> "Cost is crucial, but quality is what brings me back. I always prefer to speak to a sales consultant because they understand my needs and really go the extra mile to get me the best deal and hardware. It is amazing how much extra you can get by buying refurbished. "
>
> "The comprehensive like-new warranty from Aventis Systems ensures peace of mind when purchasing refurbished storage."

Use Case

Travelink/American Express chose Aventis Systems as their provider of refurbished hardware for a storage refresh.

- Workloads they typically leverage refurbished storage equipment for:
  - Virtualization
  - Backup
  - Database
  - Email
  - Archive
  - Disaster recovery
- Chose refurbished equipment over new because:
  - Cost savings
  - Scalability

Results

Travelink/American Express has experienced the following benefits by purchasing a refurbished storage array from Aventis Systems:

- Cost savings of more than 50%
- Customization
- More "bang for the buck"
- Quality & reliability
- Reduced maintenance costs
- Responsive sales team
- Easy access to engineering expertise
- Rapid delivery & free shipping
- Warranty & support options
- A plethora of solution options to choose from

Company Profile

Company:
Travelink/American Express

Company Size:
Medium Enterprise

Industry:
Hospitality

About Aventis Systems

Aventis Systems, Inc. offers custom IT solutions to build and operate complete physical and virtual infrastructures. The comprehensive solutions include high-quality refurbished and new hardware, system and application software, and an array of in-depth managed services including infrastructure consultation, cloud hosting and migration, virtualization deployment, data and disaster recovery, security consultation, hardware relocation, and equipment buyback.

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