

Case Study

Global financial services firm updates data center with unique HPE GreenLake Flex Capacity Service solution



Client

Global financial services firm

This global integrated asset management company focuses on real estate, credit, equity, and other financial assets. Headquartered in the U.S., the company's over 800 employees serve clients from 18 offices in North America, Europe, Asia, and Latin America.

Challenge	OnX Canada solution	Results
<ul style="list-style-type: none"> The financial services firm's data center in western Europe needed a refresh. Past hardware refreshes required significant capital expenditure by the company. The management team was interested in evaluating innovative financing and IT consumption solutions. 	<ul style="list-style-type: none"> OnX recommended the firm utilize HPE's unique, SOW-based services agreement with the hardware owned by HPE but installed and maintained in the company's data center. The financial services firm secured access to the IT infrastructure they needed to run their business, adding capacity but paying only for the equipment they used during a given month. 	<ul style="list-style-type: none"> The company reduced the cost of hosting business-critical applications. The firm addressed their increased business and data requirements, eliminating downtime often resulting from under-provisioning and reducing the significant costs associated with over-provisioning. Scalable consumption model flexes up and down with the

Challenge

OnX has been a trusted IT technology partner for the financial services firm for the past decade, providing HPE infrastructure and networking solutions. When their data center in western Europe was approaching a costly refresh, the company's management team reached out to OnX to discuss options, including the unique HPE GreenLake Flex Capacity Service solution.

OnX solution

OnX was diligent in taking the time to understand the company's increased infrastructure needs and budget, and proposed the HPE GreenLake Flex Capacity Service solution. Unique in the industry, GreenLake is a customized SOW-based services agreement allowing HPE-owned and maintained hardware to be installed in the client's data center, but the company pays only for the amount of infrastructure they use each month. Also, if the financial services firm ever needs to increase capacity, OnX and HPE will process a change order for additional HPE infrastructure — ensuring the company will always have the on-premise equipment they need as business requirements change.

Results

OnX partnered with HPE to deliver an IT consumption solution that met the financial services firm's strategic business objectives — shifting from a CapEx to an OpEx cost model while addressing budget constraints associated with refreshing their data center. By combining the simplicity, agility, and economics of the HPE GreenLake Flex Capacity Solution with the firm's requirements for security, control, and on-premise IT performance, the company achieved the results they were seeking. With HPE GreenLake in place, this global financial services firm can deploy new business services with speed and efficiency.