

SOLUTION:
Cloud

INDUSTRY:
IT

COUNTRY:
United Kingdom



ENABLING BUSINESS GROWTH AND PROTECTION THROUGH HYPERCONVERGED INVESTMENT

Westcoast are one of the largest UK-based distributors of technology, supporting many of the globe's leading IT organisations. With a new initiative, the company looked to resolve issues regarding ever-increasing IT spend and management overheads, whilst improving the overall service levels for their customers.

OBJECTIVES

- Achieve an “Always-On” operating model, allowing for 24x7 support for Westcoast customers
- Consolidate environment into one primary location, simplifying ongoing management
- Support a Hybrid-Cloud strategy, lessening risk and decreasing overall costs

REQUIREMENTS

- Instill business continuity as part of the IT operating model at Westcoast
- Enable a more modern and supportable software development process
- Significantly reduce immediate and long-term technology-related costs

SOLUTION

- HPE SimpliVity

OUTCOMES

- Substantial cost reductions, reducing annual data centre expenses by 112% and associated license costs by 91%
- A new disaster recovery environment, further protecting the organisation now and for future years
- Profit from the agility and flexibility of cloud technology, whilst maintaining the security of being a hybrid environment

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