Hewlett Packard Enterprise

HPE Intelligent Data Platform Customer Stories

Real World Successes from the Hybrid Cloud Enterprise

Get started ›

FOREWORD

As you read these customers' stories, we hope you share their excitement about the new worlds that an intelligent data platform has unlocked for them. These customers have created an intelligent data strategy that can keep pace with the ever changing application sets, analytics and data protection their businesses demand. You will see how big data and analytics gives a bridge builder the insights to make more competitive bids, and how a mid-sized retailer applies "phone to table" retailing innovation to take on larger competitors.

You will see how an intelligent data platform reimagines how data is delivered, managed, and analyzed—in the cloud, within the data center, and at the edge. These customers have leveraged a self-managing infrastructure that gets smarter every minute, have the ability to develop applications once and run anywhere, and can realize one cloud experience across their hybrid environments. We hope you find these stories as fascinating as we do.

Table of Contents

Service Providers

To meet the requirements of today's customers, these service providers are scaling to meet massive storage growth requirements. This also means improving the performance, security and availability of their cloud hosted service offerings without affecting customer pricing. These examples show how they have consolidated storage infrastructure on today's all-flash storage with predictive insight software. They demonstrate how service providers can increase performance and flexibility, reduce costs ensure reliable SLAs for their customers.

Baesfarm
A European managed service provider.

"Baesfarm's customers are growing, much of that growth comes from our enterprise customers—airlines, financial institutions—and we're also needing to store data for longer periods of time. Storage is a growing need, and it's not going away."

– Morten Nyhuus-Eriksen, Manager of Storage and Backup, Baesfarm

Managing the sheer scale and velocity of data requires Baesfarm to go beyond the traditional definition of data center storage. They've gone from managing one petabyte of storage to more than 20 petabytes today. Baesfarm now has 70 HPE 3PAR arrays in three countries, providing everything from VMs to backup, and ensuring reliable SLAs for their enterprise customers regardless of location. They elevated their storage performance, reliability, and agility with HPE 3PAR Peer Persistence Software for cloud flexibility and HPE InfoSight for predictive analytics.

The platform
HPE 3PAR Storage | HPE InfoSight

Read the full case study

Basefarm

Outcomes

- The 18-year partnership has contributed to Basefarm's past growth as well as its future trajectory. "We rely on HPE Pointnext for business continuity as well as our vision going forward. It's a partnership that gives us a way to solve things faster while getting a direct line to what's coming next", Morten sums up.

- HPE InfoSight goes beyond the hardware down into the VM level. It saves time and the servers are back up and running about 80% faster.

- Extends predictive capabilities throughout the datacenter.

Business challenge

Ensure reliable SLAs for enterprise customers regardless of location.

The way forward

HPE 3PAR Storage and HPE InfoSight allows Basefarm to speed resolution of VM issues by 80%, ensuring SLAs for their customers and scales to meet massive growth while retaining business continuity.

"Now we have 70 HPE 3PAR arrays in three countries, providing everything from VMs to backup. It's our storage platform of choice because it grows with us while delivering mission-critical availability."

– Morten Nyhuus-Eriksen, Manager of Storage and Backup, Basefarm

Technology spotlight

HPE 3PAR Peer Persistence provides Basefarm customers the reliability they need

Built-in synchronous replication and transparent failover

Asynchronous periodic

Primary / Active

Secondary / Active

Tertiary / passive
3PAR only
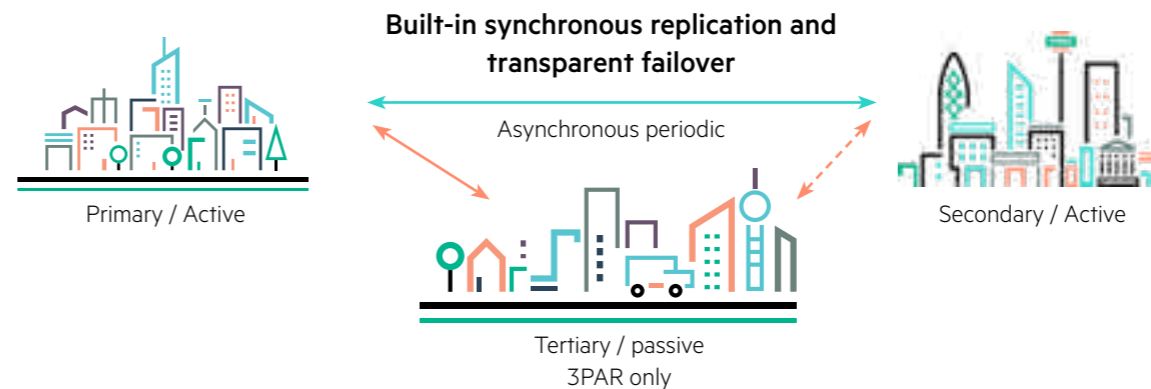
The platform

HPE 3PAR Storage | HPE InfoSight

BendigoTelco
An Australian telecommunications service provider.

"Moving to HPE Nimble Storage Flash Arrays was one of the easiest deployments we've been through. We had the whole data centers migrated in weeks instead of months."

– Kate Beesley, Manager of Infrastructure Services, Bendigo Telco

To address wide-ranging and evolving customer need, Bendigo Telco ended up with a mixed bag of platforms and architectures. Storage sprawl was consuming too much valuable data center real estate and each solution needed to be managed separately, often requiring dedicated staff. By consolidating its storage infrastructure onto HPE Nimble Storage Flash Arrays, Bendigo Telco simplified the way it delivers, manages, and supports storage and backup services for its hosted customers, improving agility to meet wide-ranging workload requirements while increasing performance and reducing costs.

The platform

HPE Nimble Storage | HPE InfoSight

Read the full case study

4
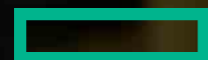
BendigoTelco

Outcomes

Business

- Launched BaaS offering 9 months faster, accelerating time to revenue.
- Assured economical service price point, gaining competitive edge.
- Freed time for innovation to move the business forward.

Operations

- Improved data restore times for BaaS customers by 300%.
- Achieved 9:1 data reduction in production; 4:1 data reduction for backups.
- Reduced storage footprint by 3.5 racks, saving $8,000 per month.

Business challenge

Reduce storage sprawl, simplify storage delivery and administration while supporting a range of hosted customer workload requirements.

The way forward

Because HPE Nimble Storage requires almost no hands-on administration, Bendigo Telco engineering teams are now able to focus on emerging technologies and innovations to keep the business moving forward.

"HPE Nimble Storage has fundamentally changed the way we deliver, manage, and support our storage services."

– Jarrod Draper, Executive General Manager—Business & Enterprise Division, Bendigo Telco

Technology spotlight

HPE Nimble Storage improved agility while increasing performance and reducing costs
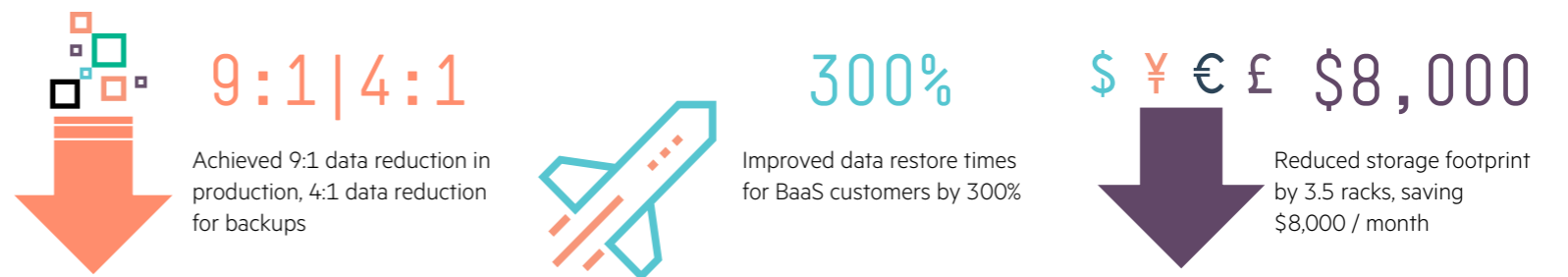
9:1 | 4:1
Achieved 9:1 data reduction in production, 4:1 data reduction for backups

300%
Improved data restore times for BaaS customers by 300%

$8,000
Reduced storage footprint by 3.5 racks, saving $8,000 / month

The platform

HPE Nimble Storage | HPE InfoSight

Read the full case study

CGI
Service provider based in Portugal.

"With HPE 3PAR and HPE GreenLake Flex Capacity, we now have a model that can accommodate requests for more performance or more capacity independently. This is the flexibility we were looking for."

– Jorge Ribeiro, Director of Consulting Delivery, Global Technology Operations, CGI Southern Europe & Brazil

By leveraging HPE 3PAR solid state arrays with HPE GreenLake Flex Capacity, CGI Portugal created a resource-efficient consumption-based storage as a service solution that aligns performance and capacity with customer requirements.

The platform
HPE 3PAR Storage | HPE GreenLake Flex Capacity

Read the full case study

CGI
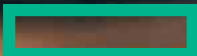
Outcomes

Business

- Expanded offerings to give customers more options for storage classes of service.
- Strengthened competitive advantage by delivering superior price/ performance.

Operations

- Optimized storage utilization for supporting diverse workloads.
- Increased storage performance without affecting customer pricing.
- Reduced storage costs by 70% while increasing storage flexibility.
- Saved tens of thousands of euros by reducing use of separate backup software.

Business challenge

Increase storage flexibility, reduce costs, and align with diverse client needs.

The way forward

HPE Greenlake Flex Capacity enhances the flexibility of HPE 3PAR Storage by providing CGI Portugal a consumption-based, pay-as-you-go that frees up capital for new uses.

"On average, for the same capacity/performance ratio we had with our previous storage, we've attained about 70% savings in cost. This enabled us to be more competitive in the market."

– Jorge Ribeiro, Director of Consulting Delivery,
Global Technology Operations, CGI Southern Europe & Brazil

Technology spotlight

CGI took advantage of HPE GreenLake Flex Capacity to improve efficiency

- Align consumption with client needs
- Offer clients more storage classes of service
- Reduce costs
- Always have capacity ahead of demand
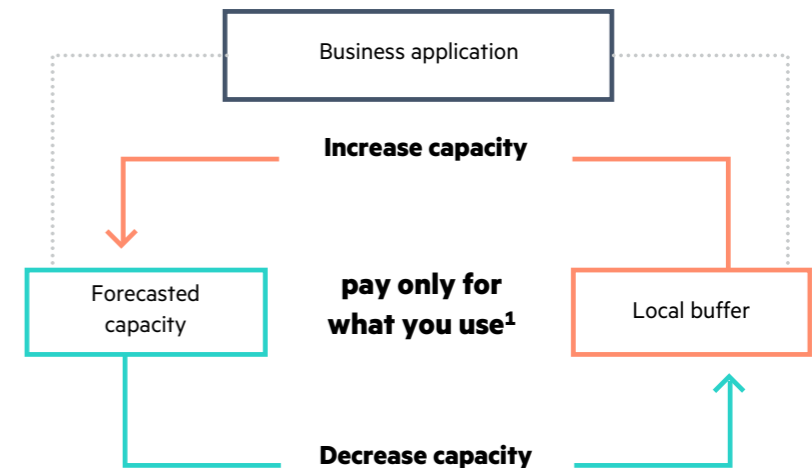
Business application

Increase capacity

Forecasted capacity

pay only for what you use[1]

Local buffer

Decrease capacity

The platform

HPE 3PAR Storage | HPE GreenLake Flex Capacity

Read the full case study

iland

Infrastructure , disaster recovery and backup service provider.

"We were attracted to HPE Nimble Storage because of its data encryption capabilities. We also needed a flash-accelerated storage solution that offered our customers better performance at an economical price point. HPE Nimble Storage was the ideal choice."

– Darren Quinn, Cloud Architect, iland

iland is a global cloud service provider that ensures business-critical applications and data on cloud are available, high performing, and secure. With HPE Nimble Storage and Veeam® Availability Suite™, iland gives its cloud customers the performance, security, and data protection they demand.

The platform

HPE Nimble Storage | HPE InfoSight

Read the full case study
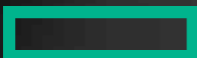
iland

Outcomes

Business

- Improved iland's ability to meet hosted customer SLAs.

- Accelerated new customer on-boarding to support business growth.

Operations

- Increased application performance with sub-millisecond response time.

- Streamlined storage provisioning from hours/days to minutes.

- Enabled rapid disaster recovery from any of iland's global cloud sites.

- Helped ensure data security compliance for hosted customers.

Business challenge

Improve performance, security, and availability for cloud hosted service offerings.

The way forward

HPE and Veeam enable iland to onboard new customers quickly, a key competitive advantage over other cloud service providers using traditional storage.

"HPE Nimble Storage arrays are easy for our storage administrators to install and configure—in a matter of minutes, they can have a new array online. HPE InfoSight lets us proactively monitor all of our environments from a centralized management plane."

– Darren Quinn, Cloud Architect, iland

Technology spotlight

Iland relies on HPE Nimble Storage predictive flash arrays and Veeam Availability Suite

iland Secure Cloud Hosting
&
iland Secure DRaaSa

iland customers can replicate virtual machines to any of ilands global cloud locations

The platform

HPE Nimble Storage | HPE InfoSight

Read the full case study

Arafura Connect

An internet service provider in Darwin, the largest city in the sparsely populated Northern Territory of Australia.

"I liked the smarts around the HPE Nimble platform and the fact that it harnesses flash storage and predictive analytics to guarantee 99.9999% availability. I also liked the quality of service and support HPE Nimble was offering. The HPE Nimble Storage CS215 solution was an easy choice to make."

– Michael Feldbauer, Director, Arafura Connect

Arafura Connect was one of the pioneers of the internet in the Northern Territory capital, Darwin, providing services such as dial-up internet and webhosting to businesses from the mid-1990s. Arafura Connect's business growth was hampered by cost, performance and availability of their disparate legacy systems. Their goal was to consolidate to a single storage platform which addressed those issues while improving customer service levels and reducing operational costs. HPE Nimble Storage with HPE InfoSight met the challenge.

The platform

HPE Nimble Storage | HPE InfoSight

Read the full case study

Arafura Connect

Service provider | APAC

Outcomes

Business

- Saved in-house resources with trouble-free design and installation of solution.
- Enables clients more powerful storage performance results.
- Achieved more than 20% operational cost savings from deployment.

Operations

- Experienced immediate 25% increase in performance.
- Enabled Arafura Connect to be more proactive with HPE Infosight predictive analytics.
- Eliminated most of the maintenance workload.

Business challenge

Needed a storage solution offering expandability, increased performance and a reliable layer of redundancy, preferably with better planning capability using predictive analytics.

The way forward

Arafura Connect now recommends and, in fact, sells HPE Nimble Storage solutions. This enables Arafura Connect to provide additional value to customers and expand the scope of services delivered.

"A massive benefit we are enjoying is the huge performance increase, almost 25%. I thought it might come at a cost but as more data was placed on the device, I saw how well it compresses and the footprint actually gets smaller. The fact that we can store so much information in such a compressed footprint simply eliminates the need to keep buying extra storage."

– Michael Feldbauer, Director, Arafura Connect

Technology spotlight

Benefits for Remote Site Deployment

99.9999%
availability guaranteed by HPE Nimble Storage

24x7 support

20%
Immediate savings in operational costs

25%
Immediate increase in performance

The platform

HPE Nimble Storage | HPE InfoSight

Read the full case study

Opus Interactive

An information technology and cloud computing services company in Portland, Oregon (USA) providing hybrid cloud computing and infrastructure.

"With HPE Apollo 4000 and Scality RING, we have a very tightly unified, engineered solution both on the hardware and software side. I know everything is going to work well together. We get both hardware and software support, and the tight integration between the two made it easy for us to choose this solution."

– Brady Wilson, CTO, Opus Interactive
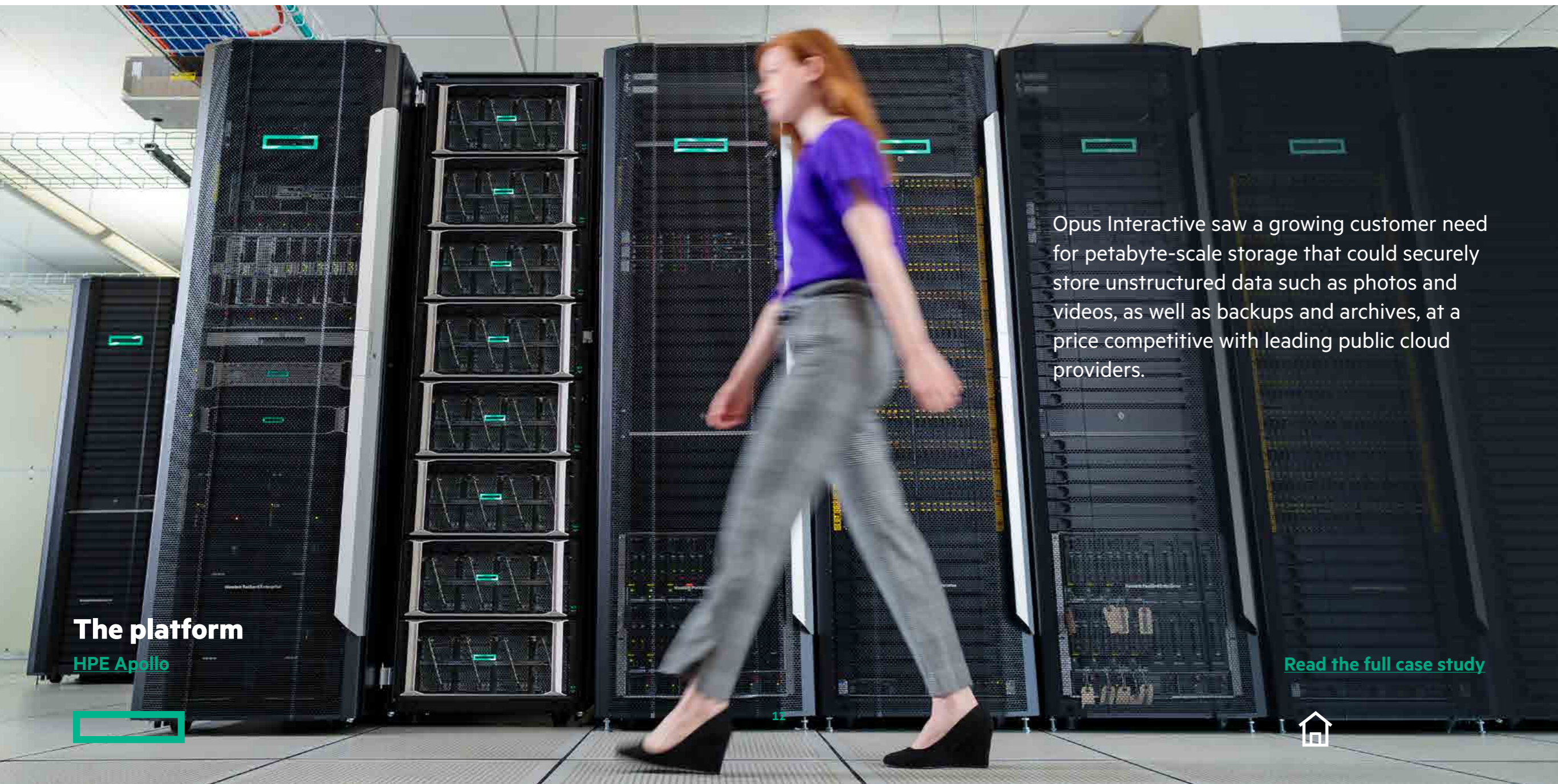
Opus Interactive saw a growing customer need for petabyte-scale storage that could securely store unstructured data such as photos and videos, as well as backups and archives, at a price competitive with leading public cloud providers.
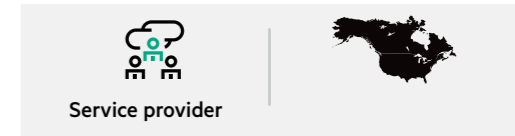
The platform
HPE Apollo

Read the full case study

Opus Interactive

Outcomes

Business

- Offer clients petabyte-scale storage at a lower cost.

- Able to pursue new business in healthcare, finance, government and other data-heavy and compliance-driven industries.

Operations

- Enables seamless expansion of data storage and performance as needs change while reducing ongoing operational expenses.

- Protects against data loss from component, server, rack, or whole data center failures.

- Simplifies upgrades—scale and update in place with HPE Apollo 4000 Servers.

Business challenge

Help customers cost-effectively address their exponential data growth requirements by providing them with a highly efficient petabyte-scale storage solution.
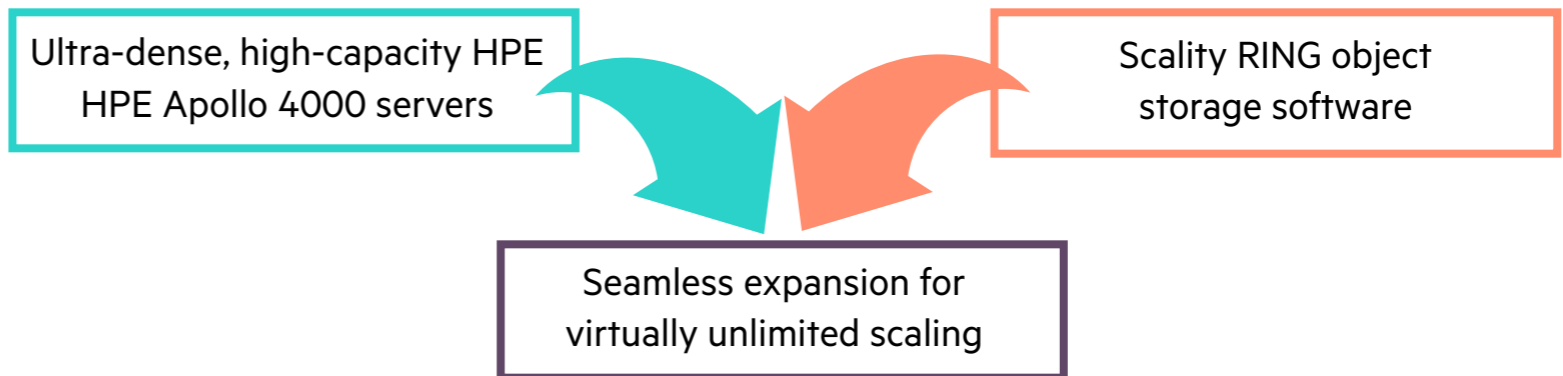
The way forward

Customers get virtually unlimited scaling since on HPE Apollo 4000 servers, the system can seamlessly expand to thousands of nodes.

"Our goal is to provide a solution that can store a lot of data—petabyte-scale data such as video, images, enormous files—and do it affordably. We were looking for a solution that could directly compete with our largest competitors or public clouds, but at a lower price point than primary- or block-storage options."

– Brady Wilson, CTO, Opus Interactive

Technology spotlight

Petabyte-scale object storage at lower cost than major public cloud providers

Ultra-dense, high-capacity HPE HPE Apollo 4000 servers

Scality RING object storage software

Seamless expansion for virtually unlimited scaling

The platform

HPE Apollo

Read the full case study

Visolit

Cloud service provider Visolit is the Nordic region's leading provider of intelligent cloud services, security, and infrastructure for small and medium-sized companies.

"With HPE 3PAR, we are able to tier our storage offering according to customer needs. We can move customers as their needs change from one tier to another on the fly with no downtime. That's a valuable benefit we provide customers as part of our day-to-day operations."

– Henrik Kjellsby, head of Oslo operations, Visolit

Visolit is a fast-growing technology group that has delivered quality solutions to the Nordic market since its inception in 1997, in an ever-changing technology environment. Visolit is transforming its data center for an as-a-service future, to gain the insight and ability to align server and storage resources to customer needs on-the-fly.

The platform

HPE 3PAR Storage

Read the full case study

Visolit

Outcomes

Business

- Enables dynamic storage tiering according to customer needs.
- More than 2X faster backups with intelligent, automated data protection.
- Provides AI-driven insights to predict capacity and performance needs.

Operations

- 1–2 fewer IT staff needed to assure optimal data center operations.
- Strengthens customer confidence in Visolit as a service provider.
- Helps Visolit be more flexible and responsive to customers.

Business challenge

Visolit's legacy storage and backup systems could no longer assure their 15,000 users of rapid, efficient access to their data, and to protect that data against corruption or loss.

The way forward

Visolit has transformed its data center for an as-a-service future, and foresees opportunities to leverage the AI-driven automation of HPE intelligent storage as the company's offerings expand.

"With the business doing more as-a-service, HPE intelligent storage will help us be more flexible and responsive to customers and adapt to changes in real time. InfoSight makes day-to-day operations much easier and is essential for proper capacity planning."

– Henrik Kjellsby, head of Oslo operations, Visolit

Technology spotlight

HPE Recovery Manager Central (RMC)
- 2x faster single VM backups than Visolit's legacy backup solution
- 40–50 concurrent backups run throughout the day
- 5-minute recovery of a single VM
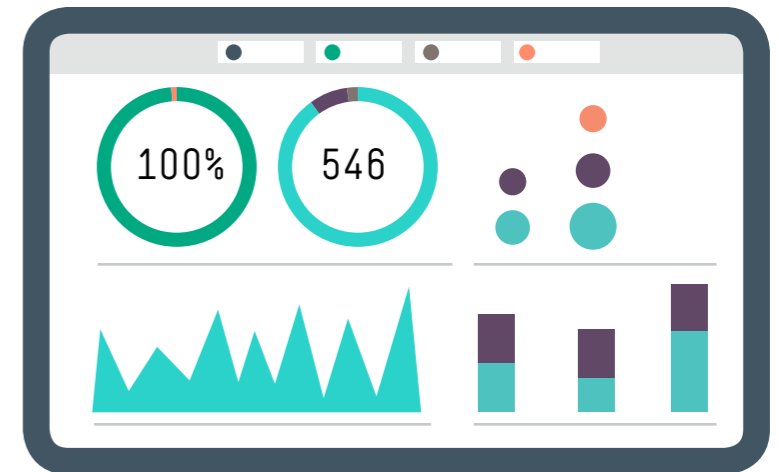
The platform

HPE 3PAR Storage

Read the full case study

Financial Services & Banking

The financial services and banking markets are rapidly changing. By embracing today's technology, these financial services organizations are able to provide the online and mobile services their customers demand and meet regulatory requirements like GDPR. These examples demonstrate how financial services organizations can provide always-on banking and quickly deliver new services such as mobile banking to meet customer demand. In addition, this infrastructure supports the robust disaster recovery and business continuity plans required by bank regulators.

Bank of Valletta (BOV)

The oldest established financial services provider in Malta.

"Linking the data centers will allow us to have clustering and to take full advantage of the VMware® infrastructure. It will give us flexibility in case of a disaster or if we want to have load balancing. We'll be able to move VMs freely between sites."

– Keith Harmsworth, Team Leader for Infrastructure Delivery

Bank of Valetta provides a full range of services including investment banking, private banking, fund management, bank assurance, cards issuing and acquiring, and stock brokerage. In addition to traditional banking services, BOV is constantly evolving its product portfolio to include new financial products and services, such as its award winning mobile banking. Over the past decade, BOV has undertaken a virtualization journey toward always-on IT services built on a backbone of HPE ProLiant servers, HPE 3PAR Storage and HPE FlexFabric Switches.

The platform

HPE 3PAR Storage | **HPE ProLiant Servers**

Read the full case study

17

Bank of Valletta

Financial services | Europe

Outcomes

Business

- Serve customers with always-on bank service uptime.
- Enable infrastructure to deliver innovative new services.
- Conserve resources through high-value, cost-efficient solutions.

Operations

- Create highly available, scalable, cloud- ready environment response times.
- Upgrade storage architecture to enable clustering.
- Duplicate all major environments to secondary data site.
- Pursue IT journey to active-active virtualized data centers.
- Establish technology roadmap for future bank operations.

Business challenge

Deploy an always-on infrastructure to enable a broader set of modern banking services.
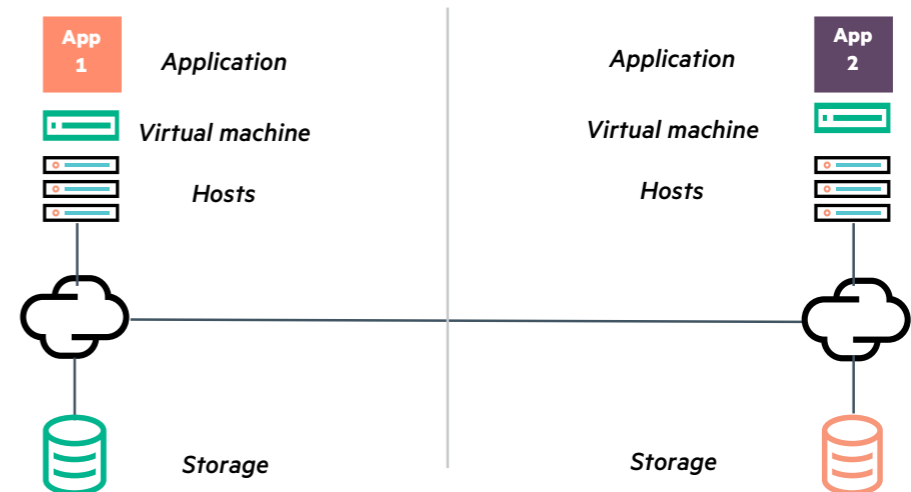
The way forward

HPE 3PAR delivers the storage cluster foundation for the bank's multi-year strategy to deploy active – active datacenters optimized for virtualization, load balancing and disaster recovery.

"Virtualization improved our cost-efficiency in terms of energy consumption and space footprint. Then as we used the infrastructure, we identified the benefits of having the data centers clustered and connected for load balancing and disaster recovery in an always-on environment."

– Keith Harmsworth, Team Leader for Infrastructure Delivery

Technology spotlight

BOV leveraged HPE 3PAR to build active-active virtualized data centers

App 1 — Application
Virtual machine
Hosts
Storage

App 2 — Application
Virtual machine
Hosts
Storage

The platform

HPE 3PAR Storage | **HPE ProLiant Servers**

Andhra Pradesh & Telangana Co-Operative Banks (APCOB, TSCAB)

Telangana, India

"The HPE 3PAR solution has optimized our data storage systems and modernized our data center. The HPE 3PAR Adaptive Optimization with read and write technology has reduced latency, enhanced the backend performance, and extended the flash media lifespan, thereby lowering our total cost of ownership for storage."

– Mr. Srinivas Muppaneni, Group CIO, AP & Telangana Co-Operative Banks

Andhra Pradesh & Telangana Co-Operative Banks wanted to deliver smoother and faster online transactions for their customers. By replacing their traditional storage infrastructure with HPE 3PAR, they enable their customers to experience faster and seamless transactions through the banks' internet and mobile banking applications.

The platform
HPE 3PAR Storage | HPE ProLiant Servers

Read the news release

19

AP & Telangana Co-Op Banks

Financial services | **APAC**

Outcomes

- HPE 3PAR handles unpredictable workloads and provide six-nines data availability.

- HPE 3PAR solutions improve endurance of flash media as the written data doesn't cross multiple internal pages.

- HPE InfoSight enables prediction and prevention of infrastructure problems before the happen, driving even higher levels of availability.

- Andhra Pradesh & Telangana Co-Operative Banks were able to significantly reduce their data center's footprint and cost.

Business challenge

Data center modernization, storage platform consolidation and guaranteed uptime.
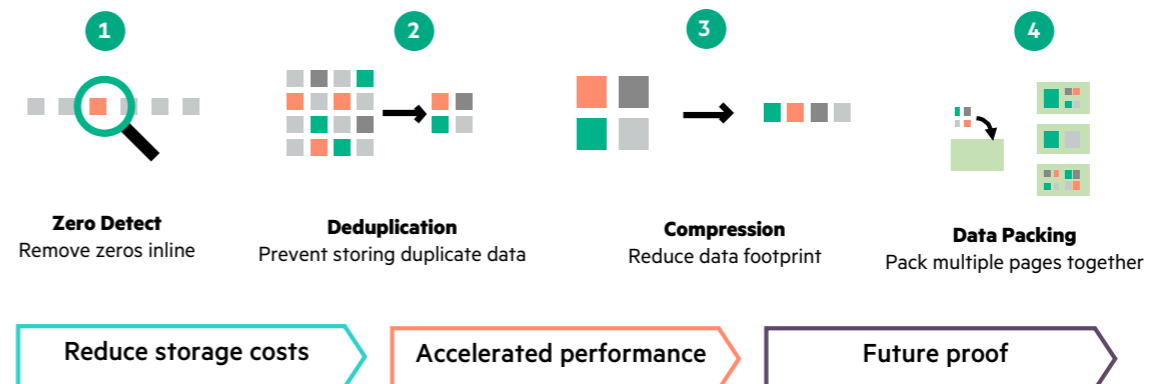
The way forward

Andhra Pradesh & Telangana Co-Operative Banks are able to handle unpredictable workloads effortlessly with their HPE 3PAR solution.

"Resilience, security and agility are absolutely essential for banks to ensure they are able to offer an exceptional customer experience,. The newly announced AI functionality of HPE InfoSight means 3PAR solutions will be equipped to drive even higher levels of application availability, and application automation."

– Som Satsangi, Managing Director, HPE India

Technology spotlight

HPE Adaptive Data Reduction improves their storage performance and longevity

1
Zero Detect
Remove zeros inline

2
Deduplication
Prevent storing duplicate data

3
Compression
Reduce data footprint

4
Data Packing
Pack multiple pages together

Reduce storage costs > Accelerated performance > Future proof >

The platform

HPE 3PAR Storage | **HPE ProLiant Servers**

Read the news release

Manufacturing & Retail

To be competitive in today's markets, manufacturing and retail companies are modernizing their IT infrastructure to improve customer service, control costs and provide customers with the technology they expect. By deploying modern storage infrastructure, including all-flash storage and predictable analytics, these businesses to are able to support big data for business intelligence real-time analytics while ensuring business continuity across multiple sites and the cloud. Additionally, this infrastructure enables the creation of innovative solutions such as IoT and consumer apps for shopping and ordering that today's consumers expect.

Stupp Bros., Inc.

U.S. Infrastructure manufacturer, construction and financial services company.

"We began to focus less on running systems and more on what's valuable to the business—how we can help our business people make better decisions. That required a fresh look at the way we process and correlate data, and how to present it to our decision makers in a meaningful way."

– John Roosa, Chief Information Officer, Stupp Bros., Inc.

Infrastructure manufacturer, Stupp Bros., adopted HPE Nimble Storage flash arrays, boosting performance as much as 75% over its legacy storage and enabling advanced analytics for competitive advantage.
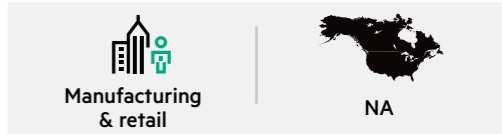
The platform

HPE Nimble Storage | HPE InfoSight | HPE Cloud Volumes

Read the full case study

22

Stupp Bros., Inc.

Manufacturing
& retail

NA

Outcomes

- HPE Nimble Storage flash arrays are 50%–75% faster than the legacy storage.

- IT is now helping sales predict what competitive bids are likely to be, based on analysis of the industry and competitive data they collect.

- The physical footprint of the HPE Nimble Storage arrays is about one-fourth that of Stupp's previous storage system, yet the HPE Nimble Storage arrays provide four times more storage capacity. This not only freed up valuable rack space but also reduced power consumption by about 40%.

Business challenge

Modernize storage infrastructure to deliver data-driven business insights and enable multi-layer data protection.

The way forward

By deploying HPE Nimble Storage and HPE Cloud Volumes, Stupp can efficiently run production workloads for their multi-site manufacturing operation.

"With the performance we get from the Nimble arrays, we can give our sales people much faster access to more precise information about a particular bid. We're also able to do competitive analysis, predict trends in the market—we're leveraging the Nimble arrays to help the business in a variety of ways."

– John Roosa, Chief Information Officer, Stupp Bros., Inc.

Technology spotlight

HPE Cloud Volumes provides Stupp with extra resiliency for rapid disaster recovery

HPE
Cloud Volumes

Data center 1   Data center 2
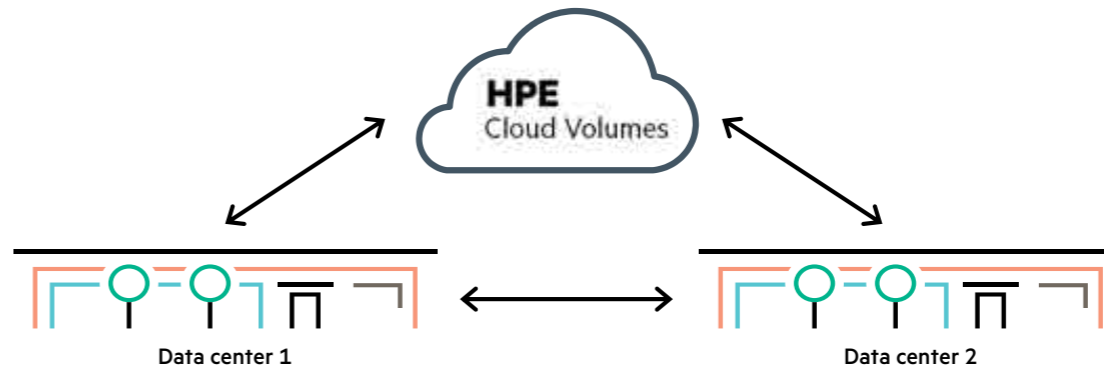
The platform

HPE Nimble Storage | HPE InfoSight | HPE Cloud Volumes

Read the full case study

Hoogvliet

A supermarket chain with 68 stores in the Netherlands.

"We want to be competitive in the market and to do this we need to keep our logistics costs low. This is why we made the choice to introduce a new distribution center for the migration phase on an efficient HPE infrastructure."

– Albert Cornelisse, ICT director, Hoogvliet Supermarkets

Hoogvliet chose an all-HPE server, storage and networking solution when they needed to refresh aging IT infrastructure and support development of a new distribution center.
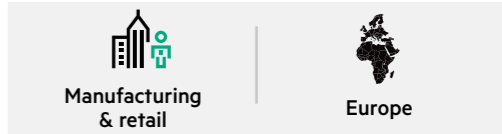
The platform

HPE 3PAR Storage | HPE StoreEasy | HPE StoreOnce | HPE InfoSight

Read the full case study

24

Hoogvliet

Manufacturing & retail | Europe

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Outcomes

Business

- Underpins IT for a major new distribution center currently in development.
- Ensures current and future competitiveness.
- Provides scalability and growth in the migration phase.

Operations

- Speeds the performance of key business applications.
- Uses all-flash to improve storage performance.
- Provides necessary computing power to automate logistics processes.

</div>

Business challenge

Refresh aging IT infrastructure and support development of new distribution center.

The way forward

The HPE infrastructure provides support for the automated processes that enable Hoogvliet to keep logistics costs down while maintaining efficiency, competitiveness and support for future growth.

"Our complete applications' infrastructure is running on these HPE systems so for us they are a very important foundation for the business. Storage is the heart of our infrastructure, so it is important that we have this new fail-safe solution at two locations to provide a high level of continuity."

– Albert Cornelisse, ICT director, Hoogvliet Supermarkets

Technology spotlight

To be competitive, Hoogvliet counts on efficient HPE infrastructure

Business needs	Platform	Results
Real-time Business Intelligence	HPE 3PAR StoreServ 8200 All-Flash Storage	• Speeds the performance of key business applications • Provides scalability, ensures current and future competitiveness
Raw BI data storage	HPE StoreEasy 1850	• Simple-to-manage centralized file data storage • Secure, affordable file storage that easily scales to support business and data growth
Backup from virtual machines	HPE StoreOnce 5100 Virtual Storage Appliance	• Easily deployed data protection appliance • Features deduplication, compression, encryption, remote replication and direct application-managed integration
Ensure dependable, secure and scalable storage	HPE 3PAR File Persona	• Converged solution for provisioning both block storage and file shares • Provides continuously available file shares for non-disruptive upgrades and transparent failover

The platform

HPE 3PAR Storage | HPE StoreEasy | HPE StoreOnce | HPE InfoSight

Read the full case study

United Supermarkets

United Supermarkets operates 43 stores in 34 markets throughout Texas.

"With a software-defined hybrid IT infrastructure, we can be more advanced and modern in our approach, taking advantage of the speed and flexibility of containers, and pushing workloads to the cloud in the manner that works best for our company, all under one management philosophy."

– Jeff Bridges, IT Infrastructure Manager, United Supermarkets

United Supermarkets is a regional grocery chain that combines hometown service with a variety of formats—from gourmet to ethnic specialty to convenience. United transformed its business with a hybrid IT solution utilizing a mix of containers and virtualization with HPE 3PAR All-flash Data Storage and seamless connectivity to public cloud. The HPE solution enables fast deployment and expansion of infrastructure and inspires IT with a higher level of flexibility and performance to create new, innovative solutions to enhance the shopping experience and speed time to market.
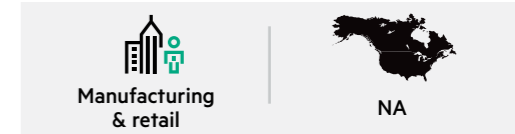
The platform

HPE 3PAR Storage

Read the full Case Study

United Supermarkets

Outcomes

• Create and deploy new guest services 40% faster.

• Guest satisfaction is at 87.5% highly satisfied, while operating costs are down substantially.

• Coming soon: digital "eyes" in every aisle will help keep shelves well stocked and loyalty program members informed of good deals near them in the store.

• Coming soon: shopping lists on smartphones will automatically guide consumers to in-store items.

Business challenge

Create innovative digital solutions to understand and then meet its guests' needs.

The way forward

Using the HPE systems including the ConvergedSystem 700x and 3PAR 7400 All-Flash Data Storage, United can now create and deploy new guest services 40% faster—like loyalty apps and online shopping options.

Soon shopping lists on smartphones will automatically guide consumers to in-store items while simultaneously comparing prices and reviews of different brands. Chatbots will further personalize customer engagement and transform shopping into an interactive, automated and social experience.

Technology spotlight

Phone to table grocery store – Makes picking up groceries a pleasure
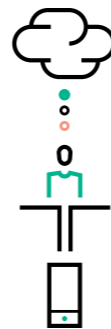
• Notification of in-store deals for loyalty program members.

• Guests use phones to look up product reviews, compare prices.

• Use location awareness to send pop-up ads and coupons to customers' smart phones as they walk down the aisle.

The platform

HPE 3PAR Storage

Read the full Case Study

YNAP

YOOX NET-A-PORTER GROUP (YNAP) is the world's leading online luxury fashion retailer.

"With HPE 3PAR storage and HPE OneView we can deploy new environments in minutes. Our developers have actually doubled their productivity. HPE GreenLake Flex Capacity is like having the features of cloud but on premises. It's a big part of our hybrid strategy."

– Yamandu Correa, Global Network and Data Center Manager, YNAP

For more than 15 years, YOOX NET-A-PORTER GROUP (YNAP) has been the world's leading online luxury fashion retailer, delivering excellence in both merchandise and service quality. YNAP has an unrivalled client base of more than three million high-spending customers generating around 1 billion visits worldwide.

YNAP shoppers know they can count on a world-class online experience and efficient product fulfillment. Nearly 30 million shoppers visit one of its many online stores every month.
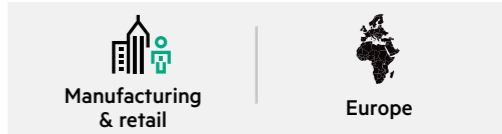
The platform

HPE 3PAR Storage | HPE GreenLake Flex Capacity

Read the full Case Study

YNAP/Yoox

Outcomes

Business

- Gained agility to expand and contract storage capacity on-the-fly.
- Doubled product development productivity.
- Simplified budget management with more predictable storage costs.

Operations

- Improved transactional performance from 30,000 to 200,000 IOPS
- Reduced time to deploy development environments from an hour to minutes.
- Increased throughput 567%.

Business challenge

Improve storage performance and capacity to handle unpredictable surges in e-commerce transactions.

The way forward

With the success of the all-flash system, YNAP is now transitioning to all-flash HPE 3PAR to support corporate services, customer-facing e-commerce systems, back-end warehouse logistics, and test and development.

"HPE consistently provides technology solutions we can rely on, with a level of service and care other vendors don't have. You can have the best hardware in the world, but if you don't have the right people behind it, you cannot achieve your goals."

– Yamandu Correa, Global Network and Data Center Manager, YNAP

Technology spotlight

YNAP obtains valuable performance monitoring by continually analyzing storage behavior

HPE GreenLake

The platform

HPE 3PAR Storage | HPE GreenLake Flex Capacity

Read the full Case Study

Rohde & Schwarz

A German engineering leader that develops a wide range of innovative communications, information and security products for industry and government customers.

"Ultimately, HPE Nimble Storage is going to enable even better business outcomes for Rohde & Schwarz. Delivering developer results faster means improved go-to-market for us in the end."

– Johannes Weidacher, IT Specialist for Data Center Virtualization and Storage, Rohde & Schwarz
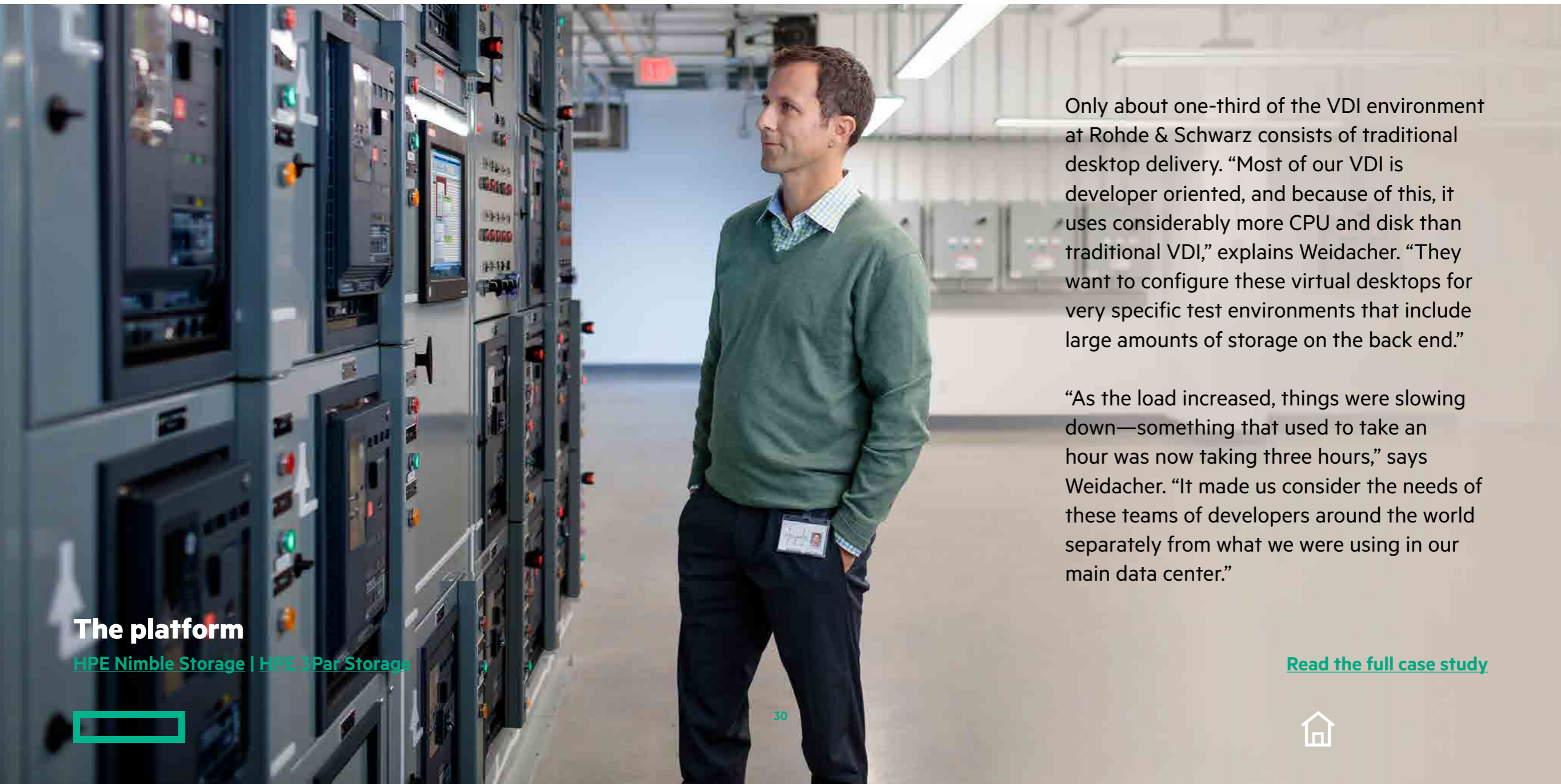
Only about one-third of the VDI environment at Rohde & Schwarz consists of traditional desktop delivery. "Most of our VDI is developer oriented, and because of this, it uses considerably more CPU and disk than traditional VDI," explains Weidacher. "They want to configure these virtual desktops for very specific test environments that include large amounts of storage on the back end."

"As the load increased, things were slowing down—something that used to take an hour was now taking three hours," says Weidacher. "It made us consider the needs of these teams of developers around the world separately from what we were using in our main data center."

The platform

HPE Nimble Storage | HPE 3Par Storage

Read the full case study

30

Rohde & Schwarz

MANUFACTURING
& RETAIL

EUROPE

Outcomes

Business

• Powers go-to-market strategy by speeding developer workflow

• Enables regional team ownership of storage environments

Operations

• Simple VDI delivery plus high availability for critical business applications.

• Simplifies technology purchases and support through a single vendor

• Enables 20% year-over-year data growth—without growing pains

• Delivers 3X the performance of previous developer storage environment

Business challenge

Speed time to market for new products while reducing storage management and complexity.

The way forward

With 99.9999% availability, and fast, reliable access to data, the HPE Nimble Storage array features predictive intelligence and self-managing capabilities to deliver high availability. This is enabling the Rohde & Schwarz development team to apply VDI to work more independently, and with greater confidence in its data and systems. HPE also continues to deliver 24x7 service levels for enterprise applications.

"Our goal is to empower innovation. Expanding our relationship with a technology partner like HPE takes complexity out of our environment, gives our users a better experience, and allows us to focus more on our core business strategy."

– Johannes Weidacher, IT Specialist for Data Center Virtualization and Storage, Rohde & Schwarz

Technology spotlight

"80% of our VMware instances are on a Peer Persistence volume for continuous data availability."

HPE 3PAR Peer Persistence
• High-availability solution between two sites or data centers at metropolitan or campus distances
• Storage access failover and failback remains completely transparent to hosts and applications
• Enables HPE 3PAR systems located in those different data centers to act as peers to each other

VMware

HPE 3PAR — Site 1

HPE 3PAR — Site 2
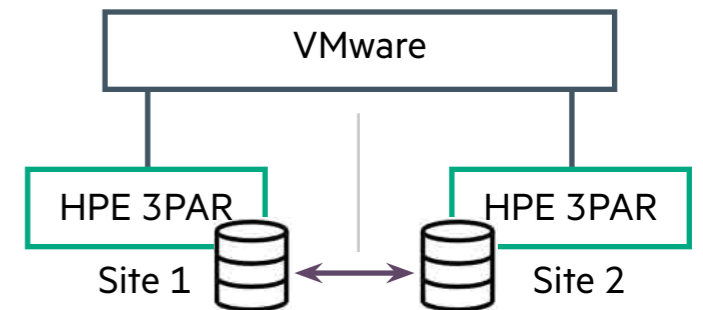
The platform

HPE Nimble Storage | HPE 3Par Storage

Read the full case study

Government agencies need to find creative ways to store massive amount of information about residents, while schools and educational organizations rely on IT for everything from payroll to virtual education services while ensuring system uptime and data protection. By migrating to modern storage infrastructure, these examples show how government agencies and educational organizations can a significantly increase storage performance and support faster backup and recovery. Even with tight budgets, they provide examples of how these initiatives can be supported by deploying a highly scalable, cost effective storage solution.

Public Sector & Education

Department of Employment Affairs and Social Protection (DEASP)

An agency of the Government of Ireland.

"Moving to HPE 3PAR all-flash storage was an easy upgrade for us because we already know the platform. Now we're getting stellar performance and there was no learning curve whatsoever."

– Declan Ryan, Datacentre Services Manager for DEASP

The Department of Employment Affairs and Social Protection is an agency of the Government of Ireland, tasked with administering its welfare system. The department oversees the provision of income support and other social services. With millions of citizens relying on its services, Ireland's Department of Employment Affairs and Social Protection needed to speed its client payment environment.

The platform

HPE 3PAR Storage

Read the full case study

33
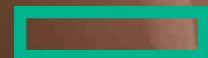
DEASP

Outcomes

Business

- Ensures reliable delivery of €20 billion in benefit checks yearly.

- Requires only 1.5 FTEs to manage entire storage network.

- Meets strict GDPR requirements while providing a scalable platform for growth.

Operations

- Boosts batch payment processing by 75%.

- Ensures speedy recovery of backup data—1 TB in 30 minutes.

Business challenge

Minimize the impact of increasing times for batch processing and backup while providing a storage platform to scale for the future.
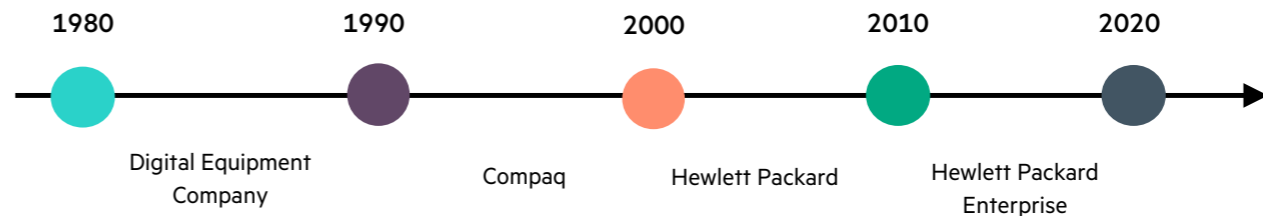
The way forward

All-flash arrays and upgraded switching fabric address data security and compliance requirements while improving batch performance.

"Moving to HPE 3PAR all-flash storage and Brocade switches, the batch processing window for payments has dropped by up to 75%. With all the critical data we have on this system, the most important thing to us is that it just works, and we can manage all this with just 1.5 staff members."

– Declan Ryan, Datacentre Services Manager for the DEASP

Technology spotlight

DEASP – successful multi-decade partnership with HPE

1980	1990	2000	2010	2020
Digital Equipment Company	Compaq	Hewlett Packard	Hewlett Packard Enterprise	

"It's a relationship that goes back to the 1980s. First it was Digital, then Compaq, then HP, and now HPE."

– Declan Ryan, Datacentre Services Manager

The platform

HPE 3PAR Storage

Read the full case study

Carteret County Public Schools
Beaufort, North Carolina

"We were looking for a storage solution built on an open architecture that would not limit our options if we wanted to make changes to our infrastructure down the road. We just needed simple, rock-solid storage that worked with our existing infrastructure. That's what we found with HPE Nimble Storage."

– Wes Rinehart, Wide Area Network Engineer, Carteret County Public Schools

Like any modern school system, Carteret County Public Schools relies heavily on IT services for everything from payroll and human resources to instructional technology for teachers and online learning for students. But very few are faced with the uptime risks presented by this notorious hurricane zone.

The platform

HPE Nimble Storage | HPE InfoSight | HPE Cloud Volumes

Read the full case study

35

Carteret County Public Schools

Public sector | NA

Outcomes

Business

- Provides business continuity for 20 schools.
- Protects critical operational data against natural disasters.

Operations

- Simplifies system administration to spend more time on innovation.
- Achieves 15-minute recovery point for critical data.
- Ensures nearly instant data recovery from snapshots.
- Secures entire VMs and their data in cloud.

Business challenge

Simplify storage for virtualized infrastructure and achieve off-site data protection in thecloud to resolve weather-based risks.

The way forward

HPE Nimble Storage flash arrays with HPE Cloud Volumes provide Carteret County Public Schools with high-performance storage and off-site data protection all in one easy-to-manage solution.

"Managing and provisioning storage resources is much easier with HPE Nimble Storage. We spend much less time planning resources for any given VM. We can build what we need and let the technology decide where to put it. It just gives us a lot more flexibility."

– Wes Rinehart, Wide Area Network Engineer, Carteret County Public Schools

Technology spotlight

HPE Cloud Volumes provides Carteret extra resiliency for rapid disaster recovery
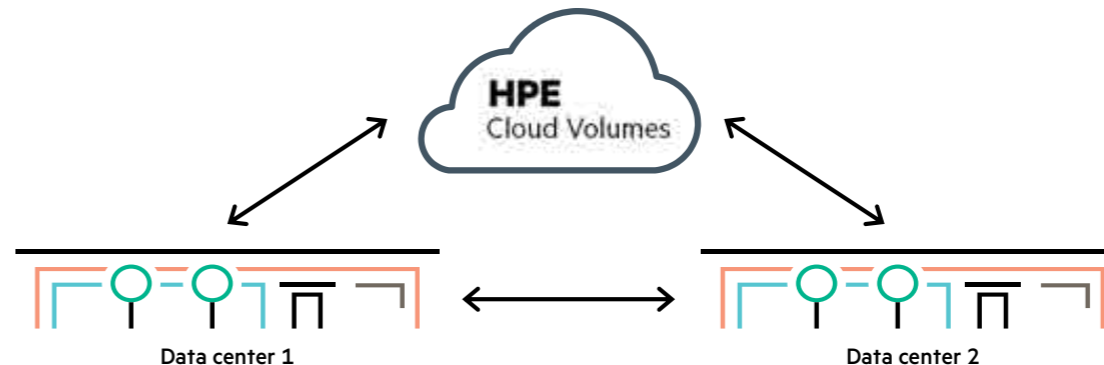
Data center 1   Data center 2

The platform

HPE Nimble Storage | HPE InfoSight | HPE Cloud Volumes

Read the full case study

Zentrale Informatikdienste (ZID)

Basel, Canton of Basel-Stadt, Switzerland

"The new storage platform based on HPE 3PAR Storage modernizes ZID's data center to instantly handle unpredictable workloads with 99.9999% data availability. When you factor in the 75% reduction in energy use, it means we are not paying a premium for having an all-flash architecture."

– Daniele Basile, head of Data Centre Technologies, ZID

In recent years, the canton of Basel-Stadt had built up three discrete storage platforms as part of its larger IT infrastructure which had become complex to manage and was reaching end of life.

The platform

HPE 3PAR Storage | HPE InfoSight

Read the full case study

Zentrale Informatikdienste

Public sector | Europe
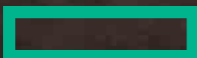
Outcomes

Business

- Out-of-the-box solution enabled automated and seamless data migration within weeks.
- Integrated disaster recovery ensures optimal availability.
- Solution is future-proofed and scalable for expected growth.

Operations

- Performance is 40 times faster for a better user experience.
- Application performance enhances user productivity.
- Energy consumption has reduced by 75%.
- Minimal license costs due to better CPU utilization.

Business challenge

ZID found it too complicated and uneconomical to support the existing storage infrastructure, which dedicated storage for each database.

The way forward

ZID deployed six HPE 3PAR systems supporting 800 virtual machines and 100 Oracle® database instances for 6,000 internal users and 100,000 citizens. This infrastructure positively impacts Oracle license costs.

"With all-flash performance, we can optimize our servers, enabling us to reduce the estate from ten servers to two, which gives us a strategic advantage through enhanced agility and lower costs."

– Daniele Basile, head of Data Centre Technologies, ZID

Technology spotlight

Improved reliability, latency and license cost efficiency

"When one technical component did fail, the system dialed home automatically and ordered a replacement which arrived before we even realized there was a problem"

The platform

HPE 3PAR Storage | HPE InfoSight

Read the full case study

Uludag

Uludag Electricity Distribution Co. is tasked with delivering 25% of all the electricity in Turkey.

"Now, everything happening in our business is happening faster. With HPE 3PAR and VVols, we can migrate all our VMs to another cluster faster, we can create new clusters in 15 minutes, and it's easier to keep our VMs online to create higher SLAs."

– Berkay Balanuye, Systems Administrator, Uludag

Previously managed by a consortium of companies, Uludag had a heterogeneous environment divided into rigid silos. They needed to start over as an independent agency, and wanted a new virtualized server environment to ensure data protection and continuous availability. Choosing HPE 3PAR allowed the company's IT leaders to deploy a deeply integrated instance of VMware Virtual Volumes (VVols) to minimize storage management and simplify IT operations.

The platform

HPE 3PAR Storage

Read the full case study

39

Uludag

Outcomes

Business

- Faster business decisions through automatic provisioning and reclamation
- Near 100% service-level agreements
- Storage resource management is simpler with policy-based automation

Operations

- Simplifies VM storage environment for more than 350 virtual machines by eliminating LUN management
- Faster and more reliable backups and snapshots

Business challenge

Gain control over the storage layer of a fast-growing virtual machine environment.

The way forward

With automatic, dynamic provisioning, the team is realizing the benefits of simplified capacity management. Today, Uludag is closer to its goal of having a single point of management for its entire IT environment. And the IT team is excited for what comes next.

"It's not just provisioning that's easier. Automatic reclamation is also helping us reclaim capacity without us having to be involved in the process. Everything is faster and more efficient."
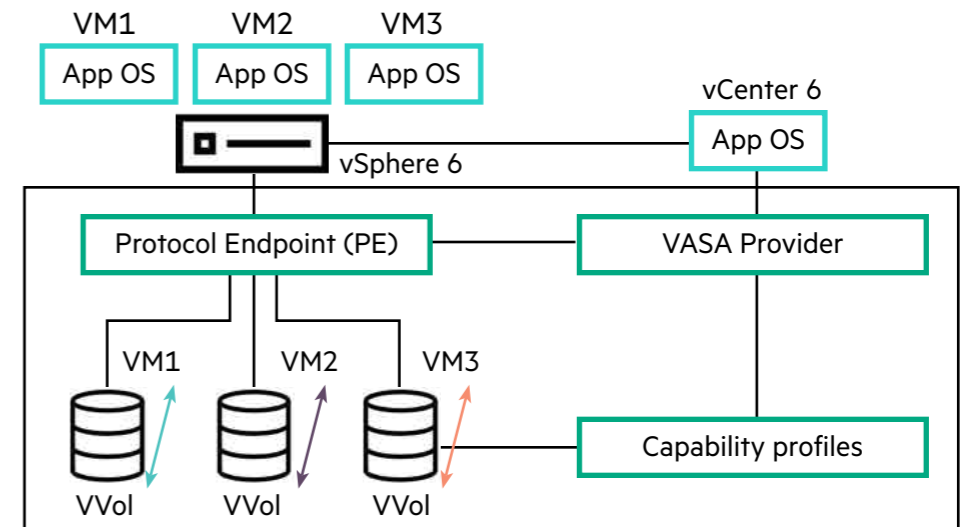
– Berkay Balanuye, Systems Administrator, Uludag

Technology spotlight

"We don't actually have a storage administrator on staff, so we were looking for ways to streamline management of storage pools for our virtual machines."
– Emre Tapan, Sys Admin, Uludag

1:1 mapping of VMs to VVol using vSphere®.

The platform

HPE 3PAR Storage

To support advances in digital technology for healthcare and life sciences, healthcare organizations are modernizing their infrastructure. In this example, responsiveness is improved and providers are able to view radiological images in seconds, which speeds a radiologist's ability to diagnose and treat their patients. They demonstrate how increasing performance and availability of core healthcare and business applications improves business outcomes, and enhances the experience of the patient and the practitioner.

Healthcare

Flevoziekenhuis

A hospital in a fast-growing region of the Netherlands.

"HPE and Flevoziekenhuis entered into a pay-per-use storage agreement billed per gigabyte per month. It was exactly what we needed to bring our IT capabilities up to speed. The HPE 3PAR solution is billed monthly as a service for actual usage. Our as-a-service experience with HPE gave us the flexibility to plan for what we really needed."

– Lex Pater, ICT manager at Flevoziekenhuis

The high rate of patient population growth—along with advancements in medical technology such as CT scanners and MRI—means exponential increase in the scale and velocity of data that Flevoziekenhuis must manage in order to deliver high-quality patient care.

The platform

HPE 3PAR Storage | **HPE GreenLake for SAP HANA**

Read the full case study

Flevoziekenhuis

Healthcare | Europe

Outcomes

Business

- Modernizes entire infrastructure without adding staff or increasing administration.

- Delivers a model for growth without up-front investment or negotiation.

- Helps meet government mandate for data sharing without costly upgrades.

Operations

- Saves 30% OPEX over previous storage architecture with new pay-per-use agreement.

- Delivers PACS image archive security, eliminating reliance on third-party software or backups.

- Accommodates infrastructure needs and staff support in a single relationship.

Business challenge

Flevoziekenhuis' aging storage environment simply wasn't built with the intelligence and speed required to deliver healthcare in an increasingly connected and regulated world.

The way forward

Modernized storage environment to meet ever-increasing data scale, velocity, and complexity.

"HPE has the knowledge and skills to deal with infrastructural issues quickly and effectively—this enables us to focus entirely on the day-to-day operations of the hospital."

– Lex Pater, ICT manager at Flevoziekenhuis
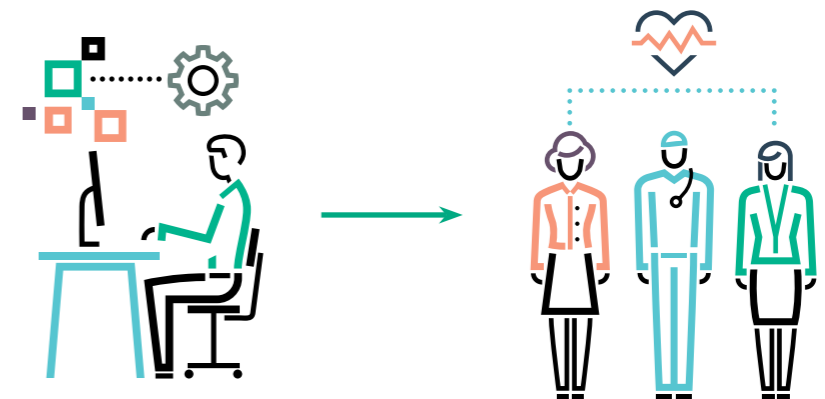
Technology spotlight

Meeting government mandates for data sharing without adding staff

HPE GreenLake for SAP HANA®:

- Takes the guesswork and expense out of designing and implementing a SAP HANA environment.

Managed by HPE Datacenter Care experts via Operational Support Services from HPE Pointnext:

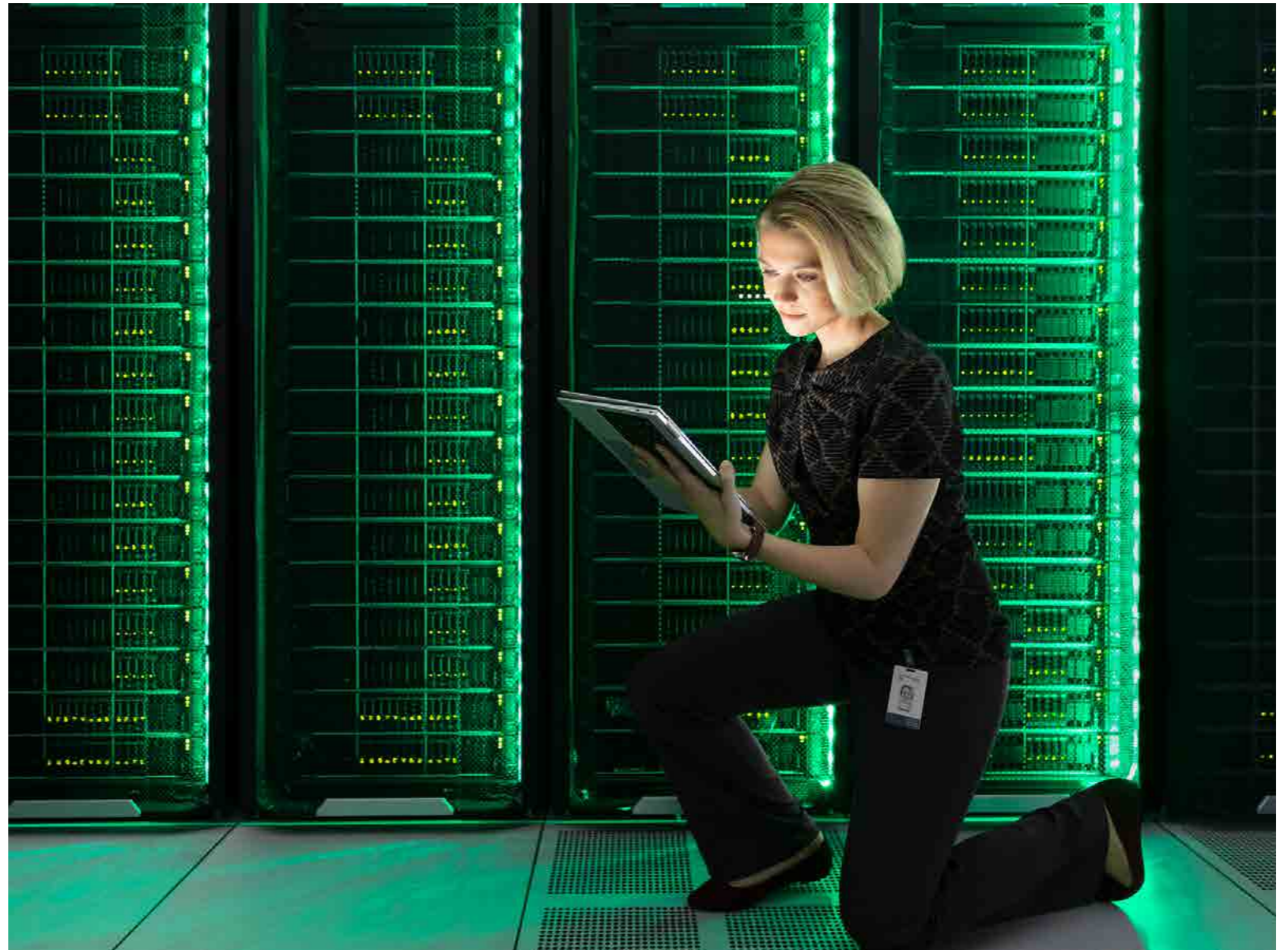- Enables Flevoziekenhuis to focus on the hospital's strategic initiatives and internal needs.

The platform

HPE 3PAR Storage | HPE GreenLake for SAP HANA

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