Case Study
Global Securities Group

Founded in the early 1900s, this comprehensive securities group consists of 30 companies and provides a wide range of services centered on the core businesses of retail, global wholesale, asset management and global investment banking.

Challenge	CBTS solution	Results
• Current infrastructure HPE C7000 infrastructure was end of sale.	• Consultative services and assessments on various OEMs. Synergy demo and executive briefing at HPE EBC.	• Customer chose HPE Synergy with CBTS and included professional services and training.
• Budgetary constraints with long-term planning cycles and corporate decisions made in Japan.	• ROI analysis was completed and proved to be instrumental in the decision to move forward.	• Client leveraged HPE buy-back program to decrease customer PO
• Data center constraints that needed consolidation and C7000 configuration limitations.	• HPE Synergy—Composable hardware scalability and software-defined infrastructure.	• Pre-configured workloads eliminating under-utilization and over-provisioning creating an optimized, agile data center.
• IT resource constraints not allowing focus on business outcomes.	• HPE One-View—Integrated IT management solution.	• Integrated workflow orchestration and management tools enabling fewer resources for management.

Challenge

Client was facing the same problem all businesses who purchased the HPE C7000s face. HPE announced the C7000 end of sale beginning June, 2020. The timing coincided with their mounting data center constraints requiring consolidation and C7000 configuration limitations. Client needed to refresh servers and storage to meet changing workload demands. Keeping their OEM options open, client wanted to understand the benefits of various manufactures. CBTS set up labs for client to test-drive different technologies. Eventually HPE became the vendor of choice and an executive briefing was scheduled.

CBTS solution

CBTS engaged client in consultative services and set up a live demo in the client's environment. An ROI analysis was completed and proved instrumental in the decision to move forward. During the EBC, Client decided on HPE Synergy to leverage the software-defined infrastructure for physical, virtual and containerized workloads and One-view for ease of management.

Results

Client participated in HPE buy-back program, freeing budget to refresh their data center, update their storage, implement new email servers, and include all licensing, services and training. The Synergy implementation achieved their target of 90% virtualized workloads with an exponential increase in memory and processing speed increasing application deployment and performance. By implementing HPE One-View with workflow orchestration and management, their IT resources are now able to focus on strategic initiatives.

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