

Customer Customer Customer stories





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How a partner collaboration was the winning formula for German Customer

CASE STUDY
Certified Pre-Owned

Industry:
Public Sector Channel

Country:
DACH

Bechtle is a Hewlett Packard Enterprise platinum partner and leading IT service provider that works with customers in Germany, Austria, and Switzerland. HPE Financial Services partnered with them to deliver new and certified pre-owned equipment to a public sector customer operationally impacted by COVID-19.



Objectives

Upgrade IT infrastructure to better support a network strained by the global pandemic.

Requirements

Public safety customer needed to achieve higher performance levels with their fleet of cars; They also needed to augment already installed, legacy operation of HPE Gen9 servers. Because of the earlier-generation servers required, Bechtle needed to deliver specific expertise.

Perhaps most important, there was an urgent requirement to accelerate a planned 2021 project to a December 2020 delivery date.

Solution

Bechtle approached HPEFS about reselling a combination of new and Certified Pre-owned hardware. Bechtle worked with both HPE and HPEFS to meet the customer's pricing requirements, while still delivering the necessary servers.

Bechtle relied on HPEFS' ability to quickly deploy resources at one of their global tech renewal centers. This made it possible to deliver the pre-owned Gen9 by the customer's strict deadline – dictated by a recent work-from-home order.

Outcomes

By partnering with HPEFS, Bechtle was able to meet all the customer's expectations and ensure the customer's IT estate and financial plans were aligned to their business goals.

In addition, meeting the pricing requirements also helped the public sector customer to preserve critical cash while navigating the business challenges presented by COVID.

“Through our partnership with HPEFS, both companies can continue to aim for excellence in sustainability. We focus on the circular economy and innovation to drive greater IT efficiency.”

– **Christian Hoevekamp**
Partner Manager, Bechtle

An innovative business needed more operational flexibility

CASE STUDY
Asset Upcycling

Industry:
Technology
Services

Country:
UK&I

A global management and technology consultancy dedicated to the financial services and energy sectors, Capco needed a creative investment strategy for funding their IT renovation project, as well as partnering with a provider that processed their end-of-life assets in an efficient and environmentally friendly way.

CAPCO

Objectives

Have a globally consistent, asset upcycling program that ensures compliance around waste, electrical and electronic equipment, data security, and driving a commercial return.

Requirements

A global partner for processing end-of-life assets or those no longer aligning to Capco's strategy (due to acquisition activity), a zero-tolerance approach to any assets retaining recoverable data, and a desire to cut landfill by more than 50% without the need for complex follow-up process.

Solution

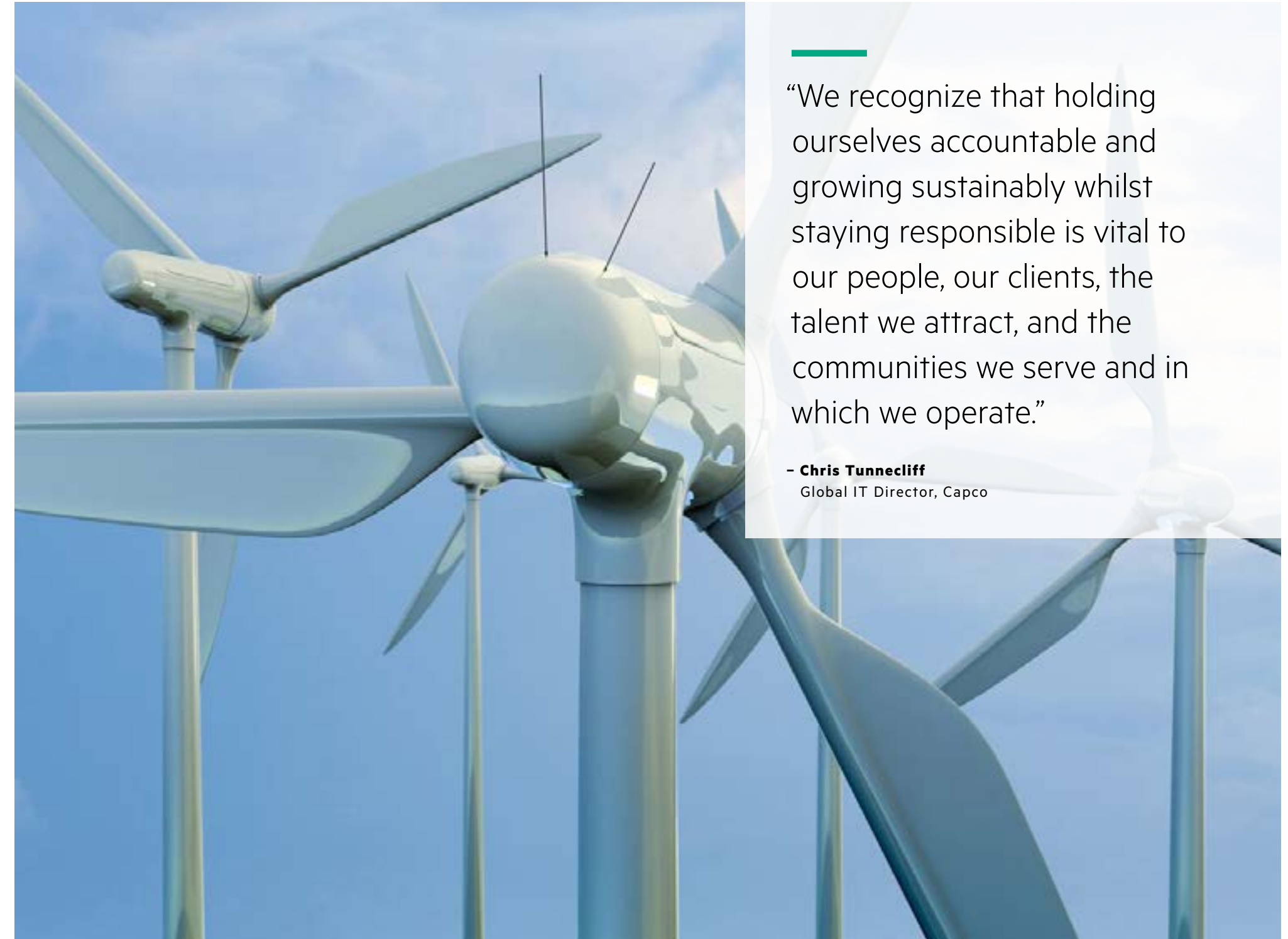
HPE Financial Services deployed our Asset Upcycling Service to retire Capco's assets in a sustainable manner and did so across multiple regions.

The upcycling solution included secure, end-to-end logistics, serialized asset tracking and testing, data cleansing, environmentally responsible removal of workplace assets, and placing a premium of reuse over recycle.

Outcomes

HPEFS delivered a global process without placing strain on existing teams. They secured logistics across Asia-Pacific, India, the Americas, Europe and the U.K. and exceeded Capco's expectations, with zero assets going to landfill sites. The benefits were reductions in CO2 emissions, with 1.2 Megawatts of energy saved and 8.3 Metric tons of waste avoided.

The HPEFS Circular Economy Report provided a full accounting of the assets and was used to support Capco's sustainability agenda. In addition, they benefitted from an unexpected cash infusion, which was reinvested to support future IT projects.



“We recognize that holding ourselves accountable and growing sustainably whilst staying responsible is vital to our people, our clients, the talent we attract, and the communities we serve and in which we operate.”

— **Chris Tunnecliff**
Global IT Director, Capco

How Deutsche Post DHL Group implemented a global asset upcycling program to support its sustainability goals

CASE STUDY
Asset Management

Industry:
Courier

Country:
Global

Deutsche Post DHL Group is a German multinational package delivery and supply chain management company. It is one of the world's largest courier companies. They comprise of two brands: 1) DHL that offers a range of parcel and international courier services, and 2) Deutsche Post that is Europe's leading postal service provider. Aligned to their mission of being a sustainable business through business practices, corporate citizenship and environmental activities, Deutsche Post DHL Group rolled out a global agreement with HPE to programmatically retire and decommission their tech estate including edge, data center, and workplace.



Objectives

One of Deutsche Post DHL Group's mission elements is to be a sustainable business and achieve zero emissions logistics by 2050. They see working with HPE to implement a global, programmatic arrangement aligned to the retirement of technology assets (upcycling) as a way to progress their ESG goals.

Requirements

Sustainability is a top global business priority for Deutsche Post DHL Group. They were looking for a programmatic arrangement to retire and decommission IT assets across their entire tech estate, across multiple geographies, that would align with their strategic priorities and sustainably requirements. ESG (sustainability) tracking and reporting was of substantial importance to obtain a CO2 emission reduction and savings reporting for the circulated IT.

Solution

HPE and HPEFS established a programmatic approach to decommission assets across Deutsche Post DHL Group's global operations. This included pack and ship, shipping carriers, global processes including auditing, data sanitization and chain of custody reporting. Assets are processed through HPE's technology renewal centers with a "reuse before recycle" approach to keeping tech in use longer, which supported Deutsche Post DHL Group's sustainability objectives. All assets are to be reported on a tailored Circular Economy Report.

The Circular Economy reporting was also a key element of the overall solution, as it reports ESG contributions in a simple way - that could be communicated to the entire employee base.

Outcomes

Creating a systemic retirement program across their entire tech estate, including edge, data center, and workplace, allowed Deutsche Post DHL Group to implement consistent processes across multiple geographies.

Deutsche Post DHL Group has rolled out HPE Asset Upcycling in 5 countries and is scoped to roll out in all countries where HPEFS and Deutsche Post DHL Group operate.

Deutsche Post DHL Group's Circular Economy report outlines sustainability data by IT, CO2 emission reduction, e-waste reduction & energy savings. It documents that 93% of processed technology was given a second life. Additionally, they found the transparency of impact reporting, outlined in an easy to articulate format, to be an essential benefit.



“By setting a compulsory 30% weight on ESG targets of the annual bonus for corporate board members, these key objectives are also systematically reflected in management compensation.”

– Deutsche Post DHL Group
Q2 2021 Investors Report

How a U.S. based distributor provided mission critical systems to a large aerospace and defence company during holiday season

CASE STUDY
Certified Pre-
Owned

Industry:
Federal

Country:
AMS

GC Micro distributes computer software and hardware products and peripherals to businesses across the U.S. They partnered with HPE Financial Services to deliver certified pre-owned blades to a large aerospace and defense company in the U.S. amidst stringent timelines.

GC Micro

Objectives

Large aerospace and defense customer in the U.S. was looking to upgrade its mission critical servers due to capacity bottlenecks. They wanted to make the most of their annual IT budgets, so they approached GC Micro to help them deploy additional technology and enhance their existing environment.

Requirements

With the calendar year approaching to a close the customer needed to augment their legacy technology environment within the deadline.

GC Micro was tasked to provide authentic and custom configured blades to bolster the customers' existing environment.

Solution

GC Micro and HPEFS worked together to put together a certified pre-owned hardware that met customer's unique requirements.

HPEFS was able to leverage its blade inventory to quickly source the servers. Blades were configured on-site and latest firmware updates were provisioned. World class OEM testing and authentication processes ensured blades were 100% functional.

HPEFS team worked through the holiday break to build all of the units and deliver blades in time for the government agency's hard delivery date.

Outcomes

With an emphasis on authentic HPE certified blades as required by the customer, GC Micro was able to provide custom configured and tested technology to the customer - no grey market - that enhanced the existing infrastructure and included standard HPE warranty.

Customer had full visibility of the supply chain. Critical delivery dates were met during the holiday season, preventing any downtime.

HPE Certified Pre-Owned (CPO) blades helped to meet customer's unique needs, control costs and enabled the technology to be used longer, contributing to Circular Economy.

“GC Micro has been intimately involved with our customer and the mission for years. The close relationship that we built with the customer allowed us to understand the mission critical nature of the requirement in this national defense priority program. Leveraging HPE Certified Pre-Owned technology enabled us to meet the time constraints as well as create business value sustainably.”

- **Laura Rodrigo**
Sales Leader, GC Micro

Eni accelerates discovery of new energy sources with an advanced supercomputer delivered as a service through HPE

CASE STUDY
HPE GreenLake
HPE Asset
Upcycling Services

Industry:
Energy

Country:
Global

Eni, a global integrated energy company will use latest supercomputer, which doubles storage capacity and increases sustainability, to accelerate discovery of new energy sources with advanced modeling and simulation capabilities, while reducing operational costs and energy consumption. By using the HPE GreenLake platform, Eni easily monitors utilization and energy. The new supercomputer helps improve energy usage and reduces electronic waste by using HPE Asset Upcycling Services.



Objectives

To bolster research for new energy sources by using latest supercomputers with advanced modeling and simulation capabilities, while reducing operational costs and energy consumption.

Requirements

To upgrade Eni's existing supercomputer system to accelerate discovery of new energy sources.

Eni was looking to modernize and enhance the performance of existing systems to improve its computing capacity when running simulations, and double storage capacity to improve accuracy of image-intensive modeling and simulations of complex energy research.

In addition, they wanted to improve energy usage and reduce electronic waste.

Solution

HPE new supercomputer, HPC4, was delivered as a service through the HPE GreenLake edge-to-cloud platform.

Eni's new HPC4 was built with 1,500 nodes HPE ProLiant DL385 Gen10 Plus servers, which provide dense, flexible platforms with the industry's most trusted built-in security.

The customized HPE ProLiant servers also leverage latest compute capabilities with the 2nd Gen AMD EPYC™ processors for modeling and simulation workloads, and accelerated compute and targeted graphics capabilities for image-intensive workloads using the AMD Instinct™ MI100 accelerators and NVIDIA V100 and A100 Tensor Core GPUs.

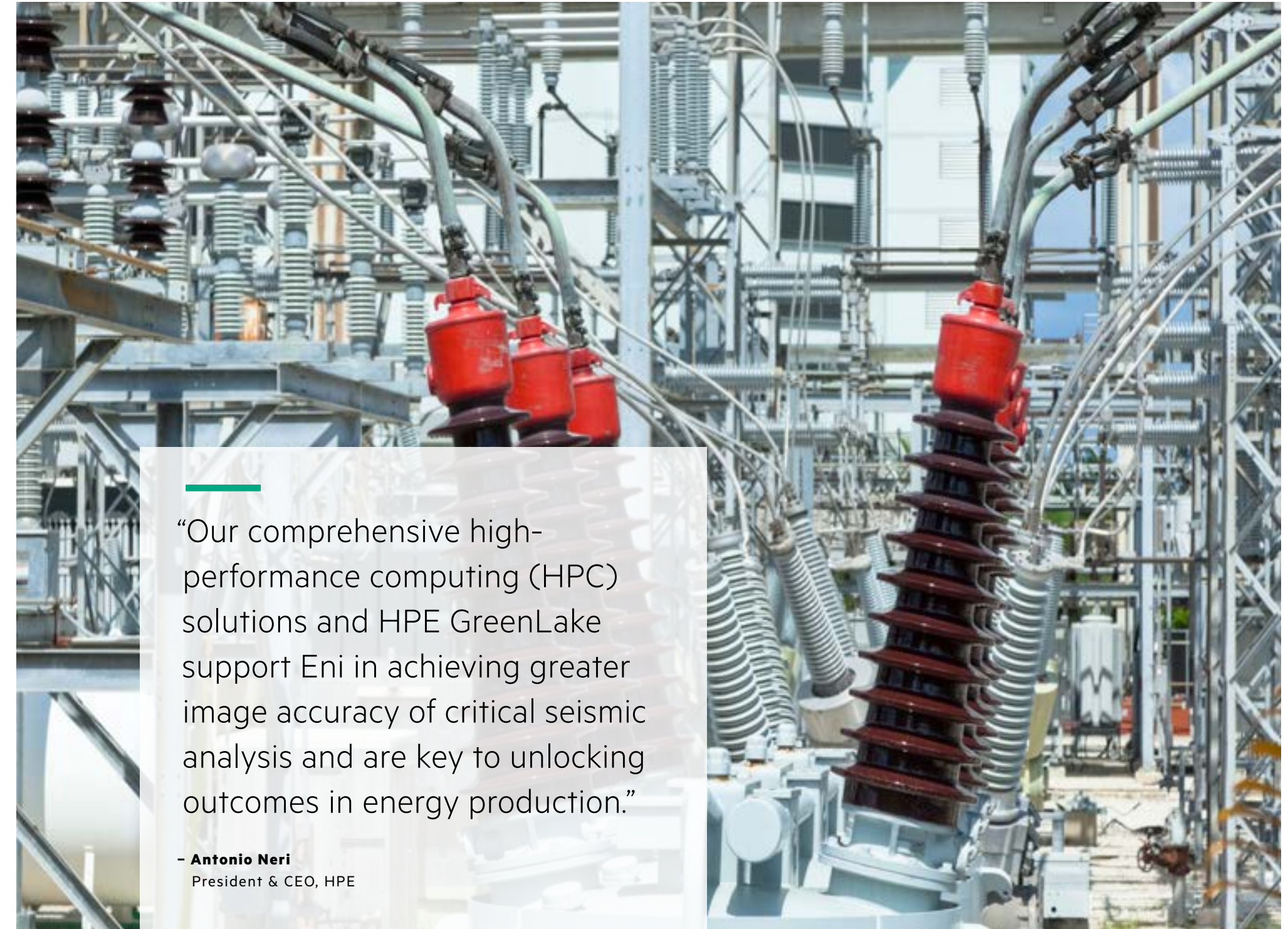
New expanded storage capabilities from HPE include the Cray ClusterStor E1000 storage system and the HPE Data Management Framework to support complex, image-intensive workloads in modeling and simulation.

Outcomes

Eni's HPC4 has doubled its storage capacity, compared to Eni's previous system, with 10 petabytes of storage, to support the scaling and image-intensity of its analysis, which are key to developing new energy sources.

The HPE GreenLake platform, which combines simplicity and agility with the governance, visibility and compliance of an on-premises environment, will allow Eni to more easily monitor HPC4 utilization and energy consumption, helping to increase sustainability.

Eni will house the new HPC4 in the Green Data Center in Ferrera Erbognone, a province in Pavia, Italy. The new infrastructure will improve energy usage and reduce electronic waste by using HPE Asset Upcycling Services. This is part of the circular economy initiative from HPE Financial Services, which leverages asset longevity to reuse products, by recycling equipment from its existing HPC4 system and replacing it with newer solutions.



“Our comprehensive high-performance computing (HPC) solutions and HPE GreenLake support Eni in achieving greater image accuracy of critical seismic analysis and are key to unlocking outcomes in energy production.”

– **Antonio Neri**
President & CEO, HPE

How a semiconductor design house modernized their IT system to deliver on business goals

CASE STUDY
HPE Alletra,
StoreOnce, Synergy
& VMware
FMV

Industry:
Semiconductor

Country:
EMEA

EnSilica plc, headquartered in the UK, is a leading fabless design house specializing in custom chip design and supply for OEMs and system houses. The chips are used in various type of electronic devices in automotive, satellite communications, consumer and medical applications. The demands of designing these complex chips required a major upgrade to the SAN, HA cluster and backup system, in the most cost-effective way possible, whilst maintaining a healthy cash flow.



Objectives

EnSilica provides high-end chip design services to its customers. Their existing Storage Area Network (SAN) environment was aging, leading to performance and capacity issues. They needed to refresh and modernize their SAN, HA cluster and backup system, to deliver chip design services on leading-edge silicon technologies and meet their strategic objectives.

Requirements

Semiconductor companies understand that their success hinges on the use of latest technology for R&D. They were looking for an integrated solution that would allow for streamlined technology refresh while at the same time optimize IT budget and achieve both technology and financial goals.

They wanted to accelerate innovation by having a high performance, high reliability, scalable solution with enhanced technical benefits.

Solution

HPE worked with partner 'Softcat' to put together a technology solution that met all the requirements for resiliency, performance, and scalability.

Flexible financing supported customer's specific requirement of continuing to use the solution for 3 years, with an option to extend the usage of equipment for another 2 years and purchase at the end.

Softcat provided their own use case experience of HPEFS end-of-term and lifecycle asset services that convinced EnSilica on the benefits of secure and sustainable disposal of technology assets at the end of contract.

Reduced total cost of ownership (TCO) helped to align cash flows with revenues and mitigate cost pressures.

Outcomes

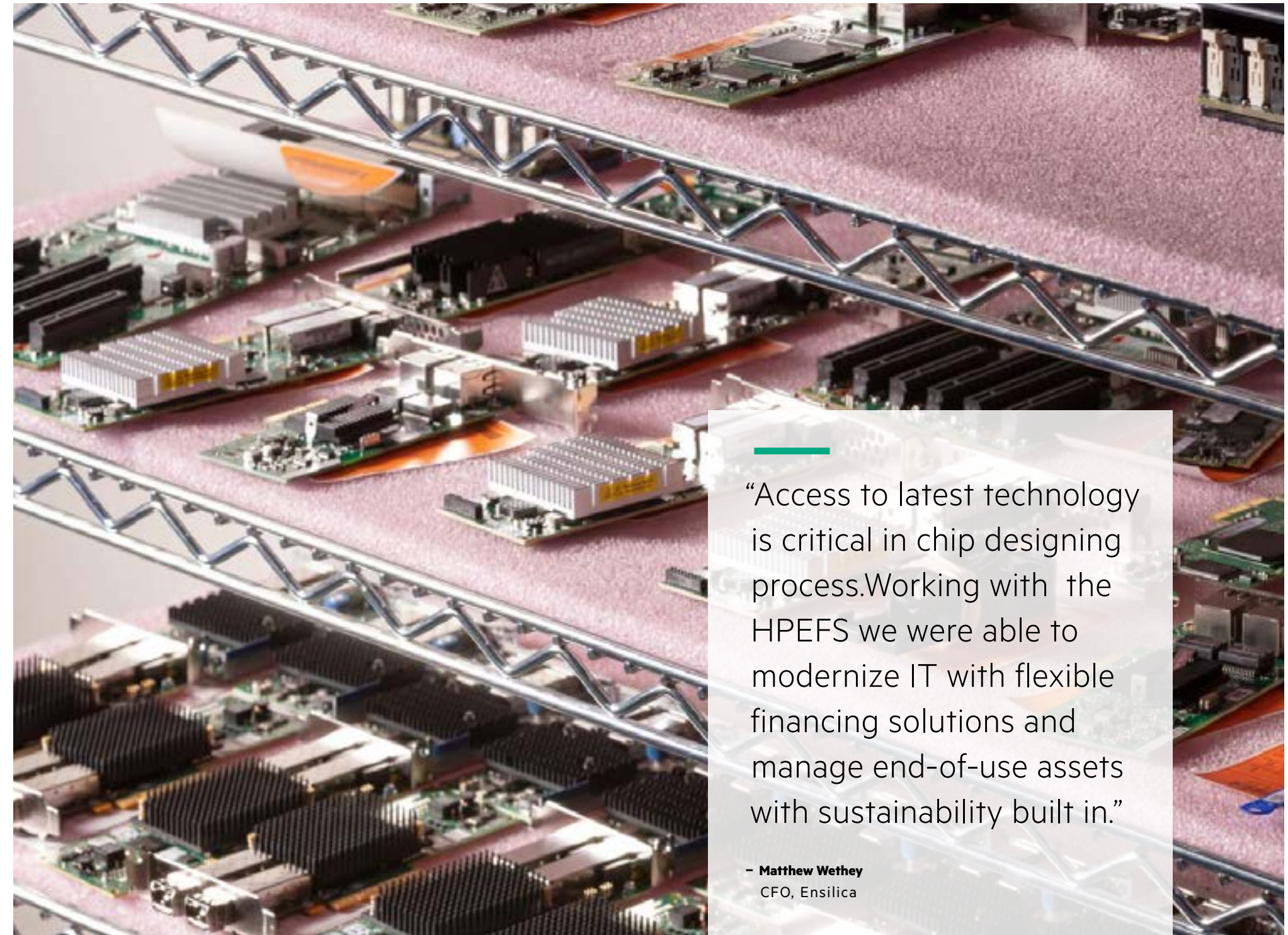
Modernizing the exiting IT infrastructure will help EnSilica to improve performance and resiliency in their IT systems.

This allows faster time-to-market for their chip design services and supports continuous innovation of specialized design services.

Purchasing latest HPE Alletra solution in a cost effective & sustainable way, helped in maintaining healthy cash flows and freed up capital to be spent on other business priorities.

Flexible financing helped to maximize IT budgets and demonstrated the financial viability of the consumption model.

Innovative and sustainable retirement of end-of-life assets allowed EnSilica to not only meet their transformation requirements but also their sustainability goals.



“Access to latest technology is critical in chip designing process. Working with the HPEFS we were able to modernize IT with flexible financing solutions and manage end-of-use assets with sustainability built in.”

– **Matthew Wethey**
CFO, Ensilica

How a global hospitality leader provided enhanced guest experience by keeping technology current

CASE STUDY
FMV

Industry:
Tourism

Country:
North America

IHG Hotels & Resorts, is a British multinational hospitality company headquartered in Denham, England. IHG franchises, leases, manages or owns nearly 6,000 hotels and 890,000 guest rooms in more than 100 countries. They partnered with HPEFS to provide enhanced guest experience across all properties by putting in place a programmatic technology refresh program that allowed franchisees to acquire state-of-the-art technology and return end-of-life equipment back to HPEFS – a Circular Economy arrangement.



Objectives

IHG has been at the forefront of implementing digital technologies to provide more personalized and interactive guest experience. From room bookings to mobile check-in and check-out as well as digital room keys - IHG has been using technology to drive a better guest experience and keep its pole position as a leading hospitality company.

Requirements

IHG's digital transformation involved upgrading the property management system, including functions like reservation booking and billing. Secondly, the company was making enhancements to the secure payment system for greater peace of mind for its guests.

Finally, IHG was creating a connected experience, which will not only allow travelers the convenience of doing more on their smartphones, but will also help the company use customer data to provide a truly special customer experience. IHG needed a partner that would help to acquire, implement, and refresh technology consistently across all properties.

Solution

IHG selected Hewlett Packard Enterprise (HPE) for an end-to-end solution that included hardware, services from HPE Pointnext and an investment solution from HPE Financial Services. The investment model was a strategic decision that not only boosted the company's spending power by 30 – 40% but also helped it achieve sustainability goals.

It was important for IHG that its franchisees are able to take advantage of HPEFS' flexible investment structure so they could adapt the elements of the technology initiative more easily and quickly. That provides a more consistent customer experience across its brands of properties and the regions it serves.

By plotting the investment agreement against IHG's innovation roadmap, there's a built-in timeline for technology refresh and less of a chance that any of its properties are lagging behind.

Outcomes

Working with HPE Financial Services, IHG has been able to realize some important benefits

30 – 40% more technology than would have been possible with an upfront capital purchase

Access to the technology needed to offer a customized, personalized hospitality service to its customers that creates a competitive advantage and provides enhanced customer experience, including faster payments, automated billing, ordering food, enabling digital keys etc.

Reduced financial strain on franchisees to be able to participate in the program

A built-in refresh cycle ensured its technology keeps-up with the pace of business and returns back end-of-life equipment to HPEFS – a Circular Economy arrangement

Circular Economy (CE) report outlined how the retired technology was managed at the end-of-life. CE data helped with corporate reporting and supported IHG's environmental promise to provide True Hospitality for Good.



“Working with HPE Financial Services, IHG is able to accelerate the deployment of our Intelligent Hospitality strategy, which we believe will truly revolutionize the experience we bring to our guests around the globe. Plus, the ability to support our franchisees with an investment solution that reduces financial strain makes this a win-win for us and our customers”

– Kerrell Hurt

Head of Global Deployment, Infrastructure, & Integration,
InterContinental Hotels Group

How a telecom created investment capacity and retired assets in a sustainable way

Solution: Asset Upcycling Certified Pre-Owned
Industry: Telecom
Country: EMEA

The largest telecom in The Netherlands and a leader in the circular economy needed to transform their IT operation in a way that maximized their capacity and ensured that assets would be given a second life.



Objectives

Transition to a hybrid cloud environment, maintain legacy installed base, and partner with a provider that placed a premium on reuse over recycle

Requirements

Augment already installed, legacy operation of HPE Gen9 servers, monetize their unproductive IT assets, decommission tech in a manner that was consistent with KPN's "100% circular in 2025" goal, and do so in a way that provides full transparency.

Solution

HPEFS' Asset Upcycling program unlocked trapped capital within KPN's IT assets that was then reinvested in the transformation project. This helped to keep operational efficiency high. Additionally, HPEFS was able to extend the useful life of KPN's assets in a sustainable way.

Outcomes

By delivering end-to-end transparency – from when assets left KPN to redeployment in the circular economy – HPEFS gave KPN the reassurance they needed to complete the project without interruption to their business or customer service, and in a way that avoided the cost of new equipment.

Additional resources

CASE STUDY

“At KPN, we appreciate our partnership with HPE as we are both companies that aim for excellence in sustainability. We have an inspiring dialogue in which both parties innovate via new ways to reach further IT efficiency.”

– **Jeroen Cox**
Senior Manager Energy & Environment, KPN



A national financial institution needed to solve an unprecedented, IT asset problem

Solution: Asset Upcycling Certified Pre-Owned
Industry: Financial Services
Country: UK&I

Nationwide is the largest building society in the world, as well as the 2nd-largest mortgage provider in the U.K. They needed a brand-new protocol for handling decommissioned tech from their workforce that suddenly became WFH (due to COVID) – and it needed to support its sustainability goals.



Objectives

To provide a second life to useful, multi-brand IT assets, while still maintaining the highest standards for sustainability and data security, despite COVID.

Requirements

Ensuring chain of custody for 30,000 workplace devices, the prevention of data on devices from being compromised, and ensuring Nationwide's strict environmental goals were achieved – which directed that zero waste can go into landfills.

Solution

HPE Financial Services created a new program through our Asset Upcycling Service which processed Nationwide's diverse asset brands from the thousands of employees who were now working from home.

This meant all assets had to undergo the strict security protocols at HPEFS' Technology Renewal Centre in Erskine, Scotland. This ensured that all Nationwide customer data would be handled properly – as well as meeting sustainability goals.

Outcomes

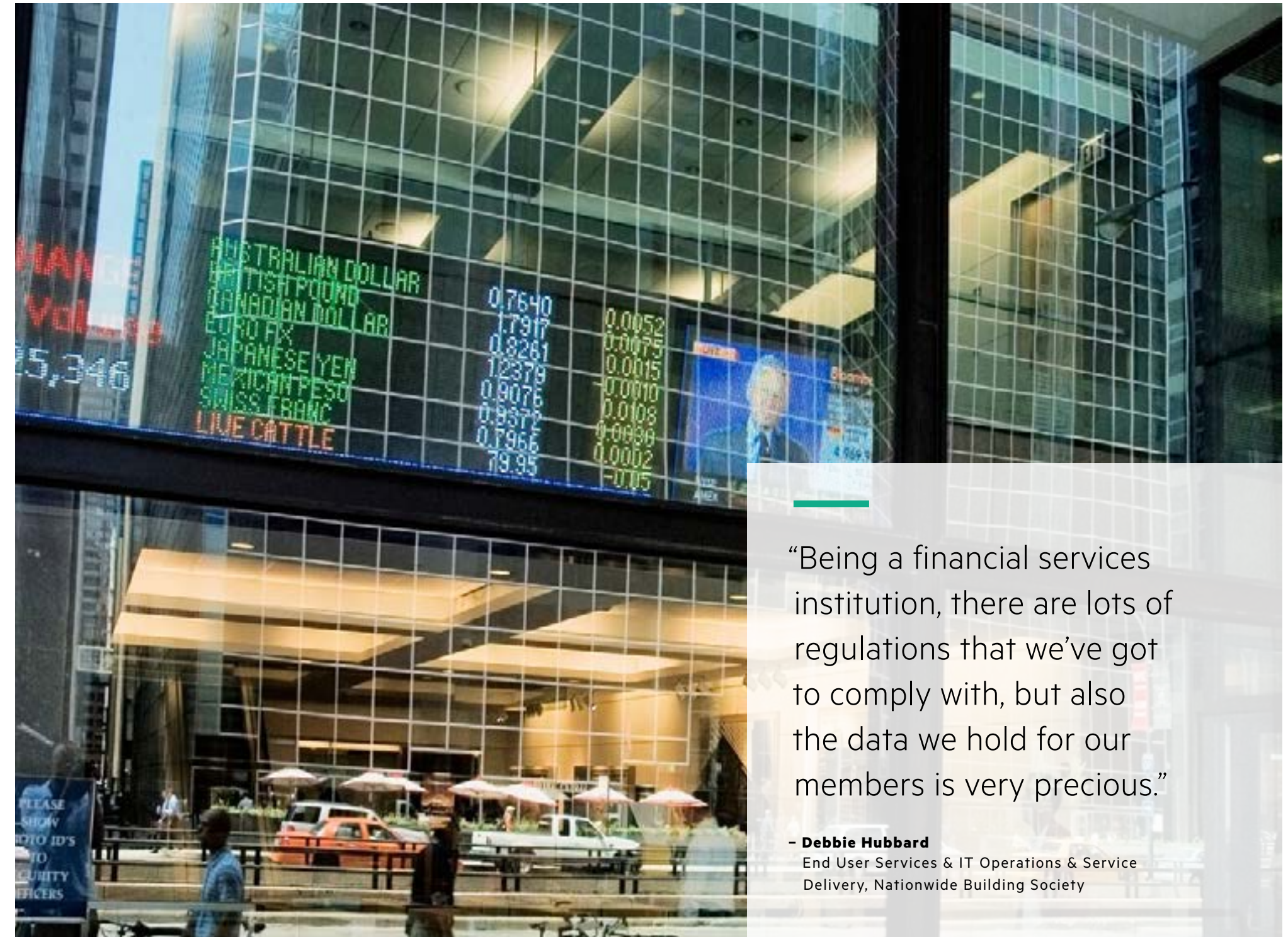
HPEFS complied with Nationwide' strict banking regulations for data security on devices by successfully returning all laptops, PCs, and other workplace assets.

Nationwide was able to dispose of assets in a manner that was in keeping with their status as a "Gold Triple

Standard" partner (in the U.K.'s Carbon Trust). A Circular Economy Report was generated to provide transparency on the process and give Nationwide an official documentation on the energy, material, carbon, and landfill savings achieved through the upcycling program.

Additional resources

CASE STUDY



“Being a financial services institution, there are lots of regulations that we’ve got to comply with, but also the data we hold for our members is very precious.”

– **Debbie Hubbard**
End User Services & IT Operations & Service Delivery, Nationwide Building Society

How a systems integrator bundled Asset Management and became a leading MSP

Solution:
Financing
Asset Upcycling

Industry:
Technology

Country:
APJ

Combining technology, services, financing and asset management into one contract enabled a Thailand-based company to initiate the business transformation necessary to succeed against current and future competitors.



Objectives

Align costs with revenues, deliver a new, flexible, pay-per-use model to customers, while preserving cash and refresh their tech estate. Also, to partner with an asset management vendor.

Requirements

Evolve from being a systems integrator to a Managed Service Provider (MSP) offering bundled services through an asset management partnership – and the ability to go to market without encountering disruptions to their day-to-day operations.

Solution

Financing gave OGA the help they needed to transition into a full-scale MSP charging a monthly subscription fee, without having a negative impact on cash flow.

By preserving liquidity, HPEFS was able to create financial vitality for OGA's business and dramatically expand their go-to-market strategy. This accelerated the pace of OGA's transformation.

Moreover, by partnering with HPEFS' Asset Upcycling program, OGA was able to enhance its end-to-end bundled offerings to customers.

Outcomes

OGA is now marketing themselves as an MSP, providing a more complete solution to their customers. This has been a game-changer for the 30+year SP.

In addition, OGA realized a faster return on its capital than traditional financing alone and increased sales under its new business model.

Additional Resources

 VIDEO

“This has completely changed the game for OGA. We now are able to reach customers whom we were unable to service previously.”

– **Burapha Opatprapai**
Chief Operating Officer, OGA International



Educational institution needed a tech plan and a creative approach to asset disposal

Solution: Asset Upcycling Financing
Industry: Education
Country: North America

Highly rated, public charter school for K-12 students, Pennsylvania Leadership Charter School (PALCS) provides exceptional, online schooling. Customer needed a plan that gave them the ability to provide new devices to its remote students, returned value on older devices, and solved for secure and responsible asset disposal.



Objectives

Provide all students with new devices, capture value from legacy IT, and dispose of aged assets in a responsible way.

Requirements

Each student needed a new device (phased in over time); older, owned Lenovo assets had to be phased out responsibly.

In addition, PALCS required an upcycling partner that would return value on legacy IT to defray the cost of future projects. They previously worked with an ITAD, but it offered lower valuations and lacked end-to-end servicing (which was critical).

A secure process for the asset upcycling was also necessary.

Solution

HPE Financial Services deployed 4,800 workplace devices over a 36-month period - giving students the ability to use newer, higher performing equipment as they worked on their assignments remotely.

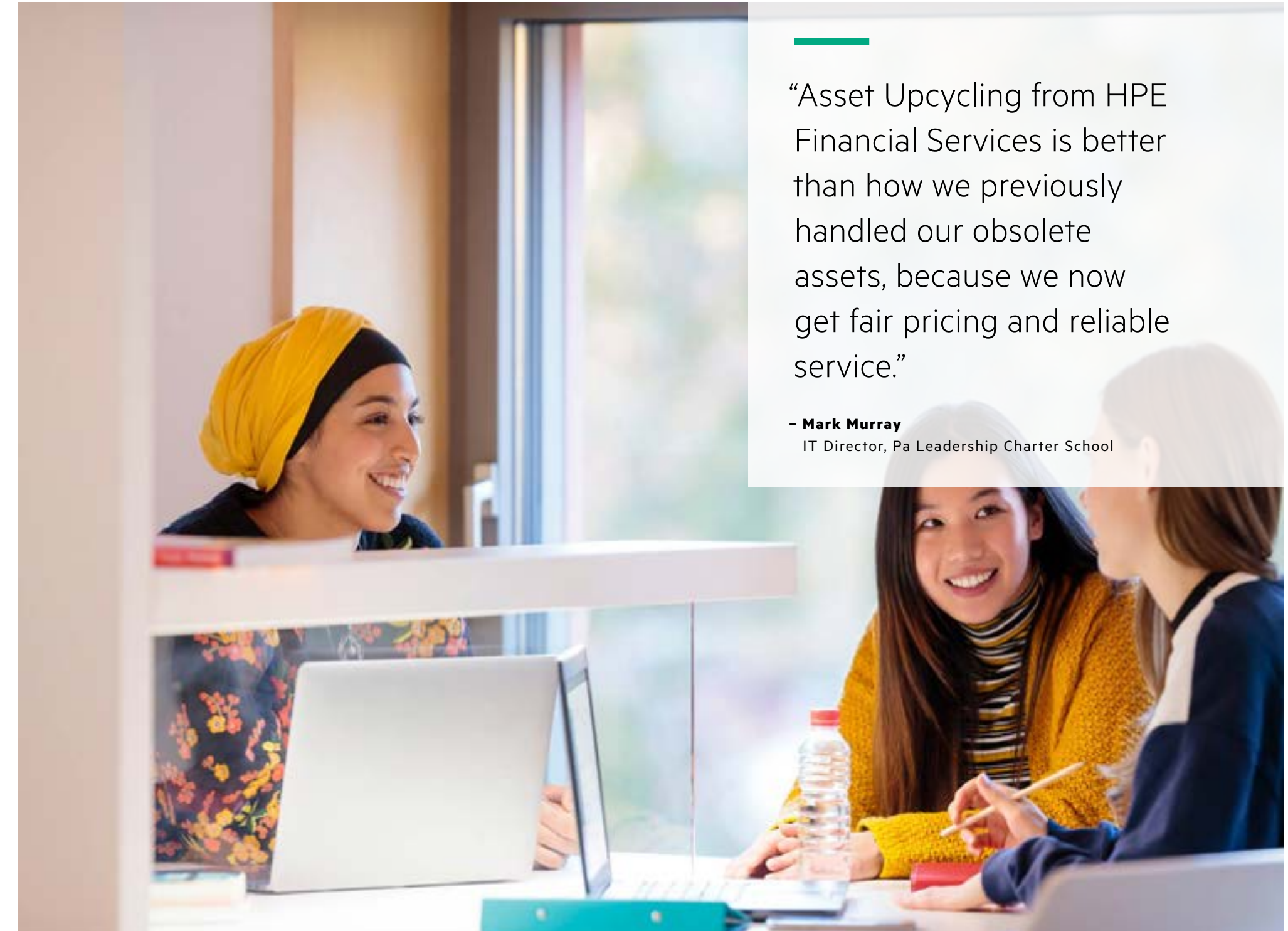
Additionally, using HPEFS' Asset Upcycling program, PALCS freed up capital from existing, owned, Lenovo laptops and applied that new revenue toward enhanced development of their learning platform. In particular, the capital enabled the educational institution to customize progress-monitoring tools for use by both students and parents.

Outcomes

By unlocking the value of their entire IT estate, PALCS was able to better serve the needs of its student body with improved equipment and greater investment.

HPEFS provided a much more efficient process in a secure environment while delivering a higher return on existing assets.

PALCS continues to rely on HPEFS' Asset Upcycling Services as a funding cushion for unplanned, yet mission-critical projects that may arise throughout the fiscal year.



“Asset Upcycling from HPE Financial Services is better than how we previously handled our obsolete assets, because we now get fair pricing and reliable service.”

- Mark Murray
IT Director, Pa Leadership Charter School

A high-growth business required a funding approach that unlocked trapped capital

Solution: Accelerated Migration
Industry: Financial Services
Country: APJ

Pine Labs, a leading point-of-sales (POS) payments services provider in India, needed a partner that could support expansion of their business across Asia – including the completion of a critical transformation project which helped increase the efficiency of payment-processing for their customers.



Objectives

Find a partner that offered non-traditional funding strategies for growing their business without interruption.

Requirements

Expand operation in order to support the offering of POS solutions to an increased, customer base, find capital to keep transformation project on track, and strategically manage legacy assets without disrupting the business.

Solution

An Accelerated Migration program from HPE Financial Services served Pine Labs' growth needs better than traditional funding approaches, while at the same time offering a creative way to unlock trapped capital and fund their IT transformation project.

By taking a portfolio approach to their tech investment plan, HPEFS was able to give Pine Labs a smarter strategy for managing their IT estate.

Outcomes

Because of the Accelerated Migration solution, Pine Labs was able to supply their POS devices to a wider customer base and deliver better customer service, with more efficient payment-processing.

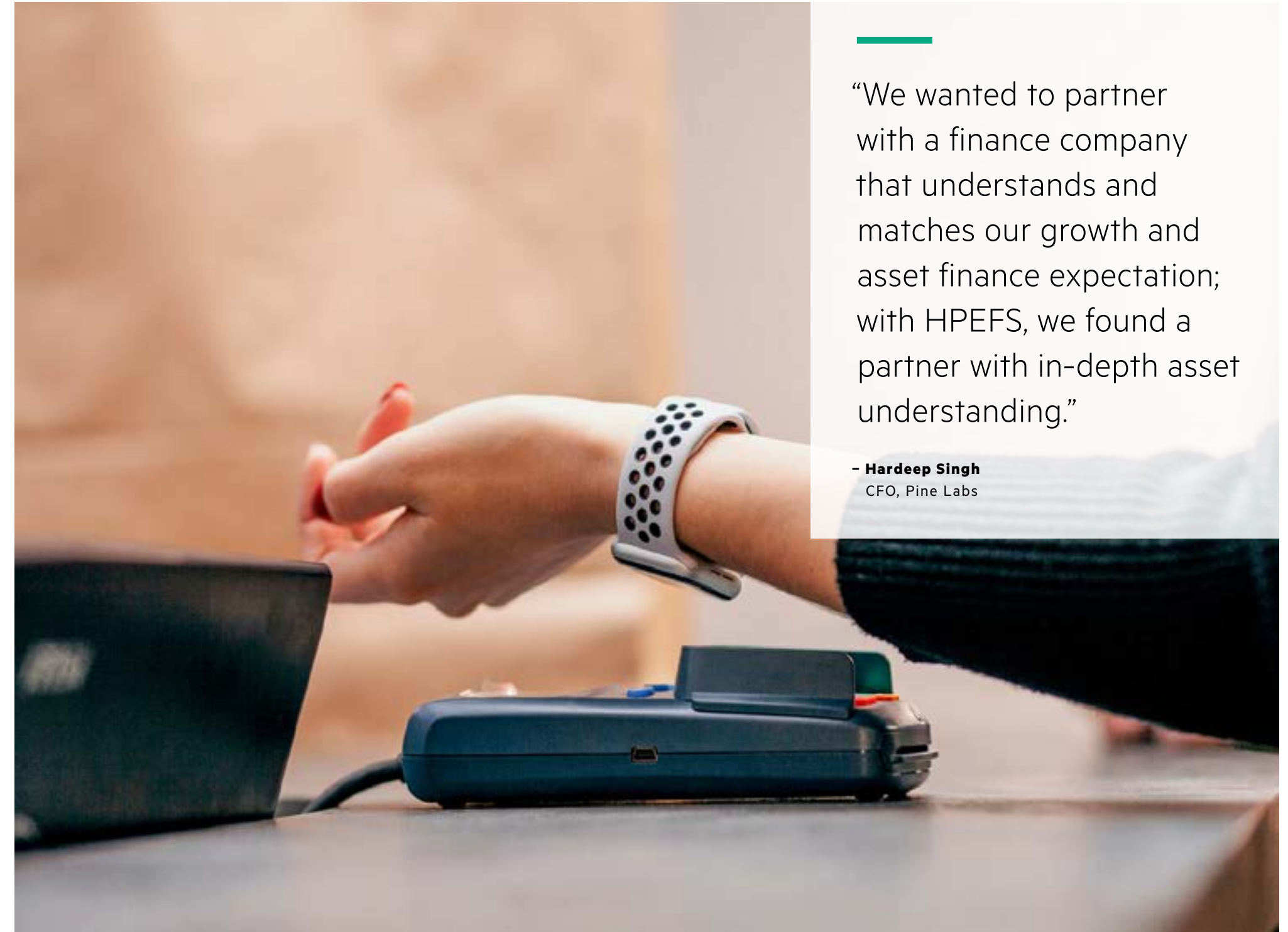
Unlocking trapped capital from owned IT assets gave Pine Labs the ability to continue its growth trajectory across Asia without concerns for liquidity or business disruption.

Additional Resources

VIDEO

“We wanted to partner with a finance company that understands and matches our growth and asset finance expectation; with HPEFS, we found a partner with in-depth asset understanding.”

– Hardeep Singh
CFO, Pine Labs



How to implement disaster recovery in the middle of a global, economic crisis

Solution:
Financing

Industry:
Manufacturing

Country:
NA

A leading specialty manufacturer of tubing was looking to deploy a much-needed, disaster recovery solution using the latest technology. This had to be achieved in the midst of the business and operational challenges posed by COVID-19.



Objectives

Implement disaster recovery technology that protects data at centralized and remote locations

Requirements

Procure financing to replace aging infrastructure from multiple vendors at plants located across the U.S. with new hardware that could support implementation of disaster recovery.

Budgetary constraints necessitated more creative funding approaches, especially given the bad business climate due to COVID.

Solution

Under a special program developed by HPE Financial Services to address the global pandemic, Plymouth Tube was able to obtain financing to fund their digital transformation with minimal impact on their IT budget.

At the same time, HPEFS reduced the manufacturer's payments and offset their financial commitment until the following year.

The flexible solution allowed Plymouth Tube to proceed with the purchase of a leading-edge hyperconverged solution (HPE SimpliVity) along with servers for the deployment of a disaster recovery solution.

Outcomes

By providing the financial vitality to move forward with their innovation project, despite the enormous uncertainties presented by COVID, HPEFS gave Plymouth Tube the confidence their business needed to continue manufacturing industry-leading tubing products.

Now, instead of having to worry about whether their valuable customer data could potentially be compromised, Plymouth Tube has the financial freedom to improve its operations without putting its business at risk.



“With aging hardware and cost containment in full force, HPEFS saved the day by offering truly innovative payment options giving us the ability to deploy a much-needed new solution in the middle of a pandemic.”

– **Michael Fluharty**
Information Technology Manager, Plymouth Tube Co.

Why a data center upgrade was needed for a Dutch Service Provider to continue winning

Solution:
Financing

Industry:
Technology

Country:
EMEA

Venéco is an HPE Gold Partner and leading IT provider in The Netherlands, focusing mainly on the healthcare industry. They needed to evolve their data center operations in order to continue to deliver exceptional services, but COVID brought their plans to a halt.



Objectives

Preserve liquidity for the overhaul of a cloud solution that services the customer base and complete the upgrade of backup & recovery software (Nimble Storage; HPE StoreOnce).

Requirements

Prevent COVID from interrupting Venéco business or innovation project and achieve higher performance levels to better provide for their customers.

Solution

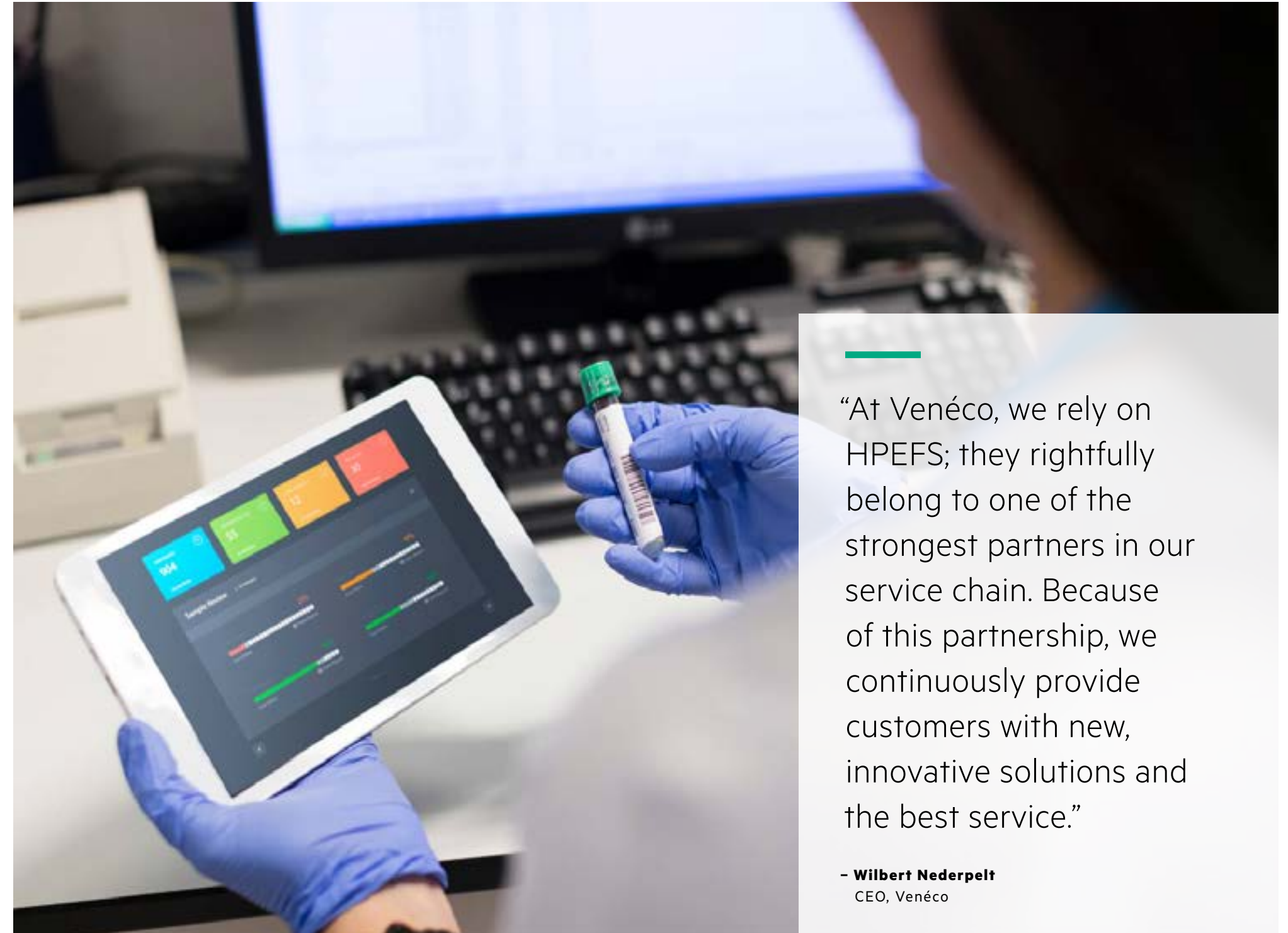
Initially, HPE Financial Services approached Venéco about reselling a COVID relief package to their end customers.

Venéco eventually decided to put this in place to preserve their own cashflow. This enabled Venéco to defer their repayment to a more favorable date in the future, while still gaining all the benefits of the storage solution that was part of a data center transformation.

Outcomes

The critical storage upgrade was completed, enhancing the competitiveness of Venéco's cloud offering. The company also was able to preserve necessary cash to navigate the unforeseen business challenges presented by COVID.

Additionally, seeing the value the HPEFS payment relief program would bring, Venéco chose to adopt it as part of their selling process and therefore deliver even greater value to their customers.



“At Venéco, we rely on HPEFS; they rightfully belong to one of the strongest partners in our service chain. Because of this partnership, we continuously provide customers with new, innovative solutions and the best service.”

– **Wilbert Nederpelt**
CEO, Venéco

HPE Asset Upcycling Services chosen by Yahoo! JAPAN for sustainable reuse of IT assets

Solution:
Asset Management

Industry:
Internet &
Technology

Country:
APJ

Yahoo! JAPAN provides internet services to approximately 86 million users. In order to deliver a state-of-the-art user experience the company is constantly modernizing its technology environment. Yahoo! JAPAN pledges to be carbon neutral and pursues an environmentally responsible cycle of IT asset upgrade and refresh.



Objectives

Yahoo! JAPAN is a “multi-big-data company” featuring over 100 services including news media, commerce, and finance. Yahoo! JAPAN is the country’s most visited web portal and longest serving provider of internet services to over 84 million active users.

Yahoo! JAPAN wanted to ensure the secure disposal of its end-of-use devices and the HPE offering covers every step of the upcycling process, including device collection and high security logistics services.

Requirements

Yahoo! JAPAN had been looking for a highly secure solution for decommissioning their end-of-life technology assets. The company is fully committed to sustainable social and environmental development and needed a trusted partner who could meet its stringent security requirements from a technology perspective.

Solution

Yahoo! JAPAN selected HPE Asset Upcycling services to process end-of-use hardware, including storage and servers across multiple brands, and send for secure refurbishment. This service is part of HPE’s full range of solutions to help customers modernize multi-generational IT estates, extend the life of legacy systems and associated software, and extract value from end-of-use technology.

These services were also augmented for Yahoo! JAPAN to include lockable cages and sealed trucks with GPS tracking and route reporting to ensure all data are kept secure throughout the entire process.

Outcomes

Yahoo! JAPAN chose HPE Asset Upcycling Services to ensure end-of-use hardware gets refurbished and reused wherever possible, to meet its sustainability goals.

HPE Circular Economy report allows Yahoo! JAPAN to track progress on carbon emission avoidance and the associated environmental savings.



“We’re thrilled to be working with HPE to accelerate our efforts in reducing environmental impact. The HPE Circular Economy report will give us the reuse and recycle details for the products we send back, allowing us to track our progress on carbon emission avoidance.”

– **Norihito Hattori**
EVP, Corporate Officer, CIO, Yahoo! JAPAN

A business had to rethink its transformation spend while fighting through COVID delays

Solution:
Financing

Industry:
Agriculture

Country:
EMEA

MAY Tohum, an innovative seed company based in Turkey, needed to reevaluate how to best use its resources in order to make sure it maintained smooth and consistent operations that supported the global food supply – all during a modernization project and global pandemic.



Objectives

Prevent COVID from disrupting operations, ensure the preservation of liquidity, and continue with infrastructure modernization project.

Requirements

Maintain consistent operations despite business disruptions due to COVID, pursue creative financing approaches that would do more with their IT budget and ensure an infrastructure upgrade stayed on track.

Solution

HPE Financial Services made it possible for MAY Tohum to continue modernizing their IT estate (including a hyperconverged deployment from HPE SimpliVity) and overcome unexpected supply chain problems, while offsetting financial commitment until the following year.

Financing from HPEFS enabled the significant reduction of tech spend while the business addressed immediate logistics challenges.

Outcomes

HPEFS provided MAY Tohum with the freedom they were looking for by offsetting their financial commitment until the following year. As a result, the infrastructure transformation project went forward, and the reallocation of investment preserved liquidity.

The customer was then able to continue bringing to market its innovative seeds without interruption.

Additional resources

CASE STUDY



“We knew we needed to act quickly in order to ensure our modernization went forward. HPEFS allowed us to offset our financial commitment to them until the following year.”

– **Murat Yonar**
IT Manager, MAY Tohum

Pioneering South American University needed to transform distance learning platform

Solution: Asset Upcycling Financing
Industry: Education
Country: LATAM

One of Colombia's largest universities – over 130,000 students – provides on-campus and distance learning, especially for Colombians who traditionally have not had access to higher education opportunities. Universidad Nacional Abierta y a Distancia (UNAD) needed to make wholesale changes to its IT asset lifecycle management and financial approaches in order to better service its student body.



Objectives

Accelerate critical IT projects with the goal of short- and long-term transformation of distance learning platform; overhaul entire asset management approach.

Requirements

Remove legacy IT (including both data center and workplace assets), dispose of aged assets in a responsible way, and continue to fund future innovation projects despite budget constraints due to COVID-19.

Solution

HPE developed a multi-dimensional approach to solving UNAD's financing and asset management challenges. First, HPE Financial Services provided Asset Upcycling of the university's servers, printers, PCs, storage and networking equipment – each representing multiple vendors.

This met the university's sustainability goals, while also creating much-needed investment capacity during a global pandemic.

Next, HPEFS helped UNAD restructure accounts to create alignment between the university's cash flow and budgets. This enabled UNAD to continue funding tech projects during COVID, stay within budgets, and prevent long-term planning from being put on hold.

Outcomes

By aligning the university's tech assets and business objectives, HPE, Aruba, and HPEFS helped UNAD put themselves on a path for growth over the next five years – without being slowed down by COVID. Now, the IT estates of all 68 campuses nationwide, plus one in the U.S., will be unified into a single architecture.

Improved capacity for UNAD's IT enhanced the overall performance of the distance learning platform and deepened the university's commitment to the educational experience of all its students.



“Thanks to HPEFS, the university no longer has to worry about the IT architecture; we can concentrate on looking for higher efficiencies and creating services that help the whole academic community.”

– **Andrés Ernesto Salinas Duarte**
CIO, Universidad Nacional Abierta y a Distancia

A European-based global payments provider modernized its mission critical payments platform with no upfront investment

Solution:
HPE GreenLake
Accelerated
Migration

Industry:
Finance

Country:
EMEA

Worldline is the largest European and the world's fourth largest payment provider, with operations in over 50 countries. Worldline selected HPE GreenLake edge-to-cloud platform to accelerate digital transactions and deliver exceptional customer experience. Infused capital from existing infrastructure paid for 25% of transformation costs.



Objectives

Latency and downtime on card transactions have an immediate impact on the customer experience. Worldline needed to provide a resilient, highly available and always-on payment platform to its customers that has built in capacity to handle any fluctuations in demand.

Requirements

The COVID-19 pandemic has had an enormous impact on the finance and banking sector with significant fluctuations in demand and revenue. Over the same period there has been a massive growth in online purchasing as more countries transform into cashless societies resulting in an even greater reliance on secure global payment transactions.

Worldline, like many payment providers, needed to quickly and efficiently scale-up its offering to support its vendors and customers with the growing volume of digital payments, further improving its existing

reliable estate of servers and storage that needed to meet the current and future demand and reduce ongoing operational costs.

Solution

HPE GreenLake platform running on HPE NonStop systems, which are ideally suited to support payment transactions with trusted, reliable, 100% fault-tolerant capabilities, was identified as the best cloud service to support Worldline's mission critical business with flexibility and accelerated time-to-market for new applications and services.

The old data center IT infrastructure will be decommissioned after a transition in a safe and sustainable manner in HPE's Technology Renewal Center to minimize electronic waste.

The transformation to the new platform will be managed by HPE Pointnext Services in close collaboration with Worldline, without any disruption to the existing workflows.

Outcomes

Worldline implemented a major performance upgrade to its mission-critical payments platform to meet the accelerated growth of online transactions. By leveraging HPE GreenLake's flexible as-a-service model and HPE Financial Services' asset renewal program, funding approximately 25% of the platform refresh, Worldline achieved this significant upgrade with no upfront investment.

The HPE GreenLake platform can scale up and down as business demand fluctuates so that Worldline can manage the growth in demand. The platform delivers the cloud experience through a pay-per-use model while also meeting compliance and regulatory requirements.

Worldline now offers a highly secure and efficient payment platform for digital transactions that keeps the supply chain moving, and also provide a cost-competitive solution that delivers value for money.

“Working with HPE has enabled us to navigate the turbulent market caused by COVID-19 via a combination of legacy asset buy-back and a flexible as-a-service approach.”

– **Frédéric Papillon**
Managing Director Production Systems, Worldline

Increased demand by a fast-growing population required a new investment model

Solution: Accelerated Migration Certified Pre-Owned
Industry: Public Sector
Country: NA

Kern County, located in California's Central Valley, is one of the fastest growing population centers in the U.S., thanks in large part to its links to aviation, the military and energy. Working with HPE Financial Services allowed the county to do more with its IT budget and deploy a more flexible, hybrid cloud infrastructure.



Objectives

Accelerate a transformation to an as-a-service model that added storage capacity more cost effectively.

Requirements

Due to the population explosion, aligning business strategies to tech outcomes was critical. Additionally, the county needed to solve for storage costs that were rising at 40% annually. An on-prem solution was identified that delivered a cloud experience for all the county's departments, but it required a creative investment approach.

Solution

HPEFS converted Kern County's existing, owned IT assets into an HPE GreenLake as-a-service Model with zero disruption to infrastructure and workloads. The model also infused incremental capital back into their business for use towards other innovation projects. HPEFS also sourced 200 TB of additional storage capacity, using Certified Pre-Owned tech, to prevent interruptions in its supply chain due to COVID.

Outcomes

Through GreenLake and HPEFS, Kern County will be able to meet the needs of its citizens and serve as a model for smaller, surrounding counties that need pay-per-use and financing solutions for their IT challenges. In addition, the new aaS cloud service provided the county with a solution that – in a traditional, on-prem, capital expenditure model – would have cost between \$5-10M.

Additional resources

[ARTICLE](#)



“These are hard dollars that we saved. Part of the reason we were able to do this is because we finally put some guardrails around our consumption.”

– **Mac Avancena**
Chief Information Officer, Kern County

Large, U.S. school district propels personalized learning strategy amidst COVID challenges

Solution:
Financing

Industry:
Educatio

Country:
NA

Atlanta Public Schools (APS), provides an exceptional educational experience to over 50,000 students in its traditional, partner and charter schools. Initially driven by online learning requirements presented by COVID, APS needed to provide notebooks to every student so that the school district could deliver online learning and compete with all the public and private schools in the Greater Atlanta area. In the end, they were able to achieve more to set-up students for the future.



Objectives

Provide all students with personal computers to manage distanced learning during COVID and lay the foundation for long-term strategy to deliver personalized learning for all students.

Requirements

APS needed a partner that could deliver new devices to each student from kindergarten through grade 12. From there, they needed to present to the school board a proposal for a \$25 million contract for the devices.

The devices needed to perform according to APS' predefined specifications and be durable enough to perform at the highest level for five years.

Solution

APS partnered with HPE Financial Services to deploy 40,000 devices to each of the districts' traditional school students. This provided students with the ability to use new, high performing equipment as they continued to learn remotely during a global pandemic.

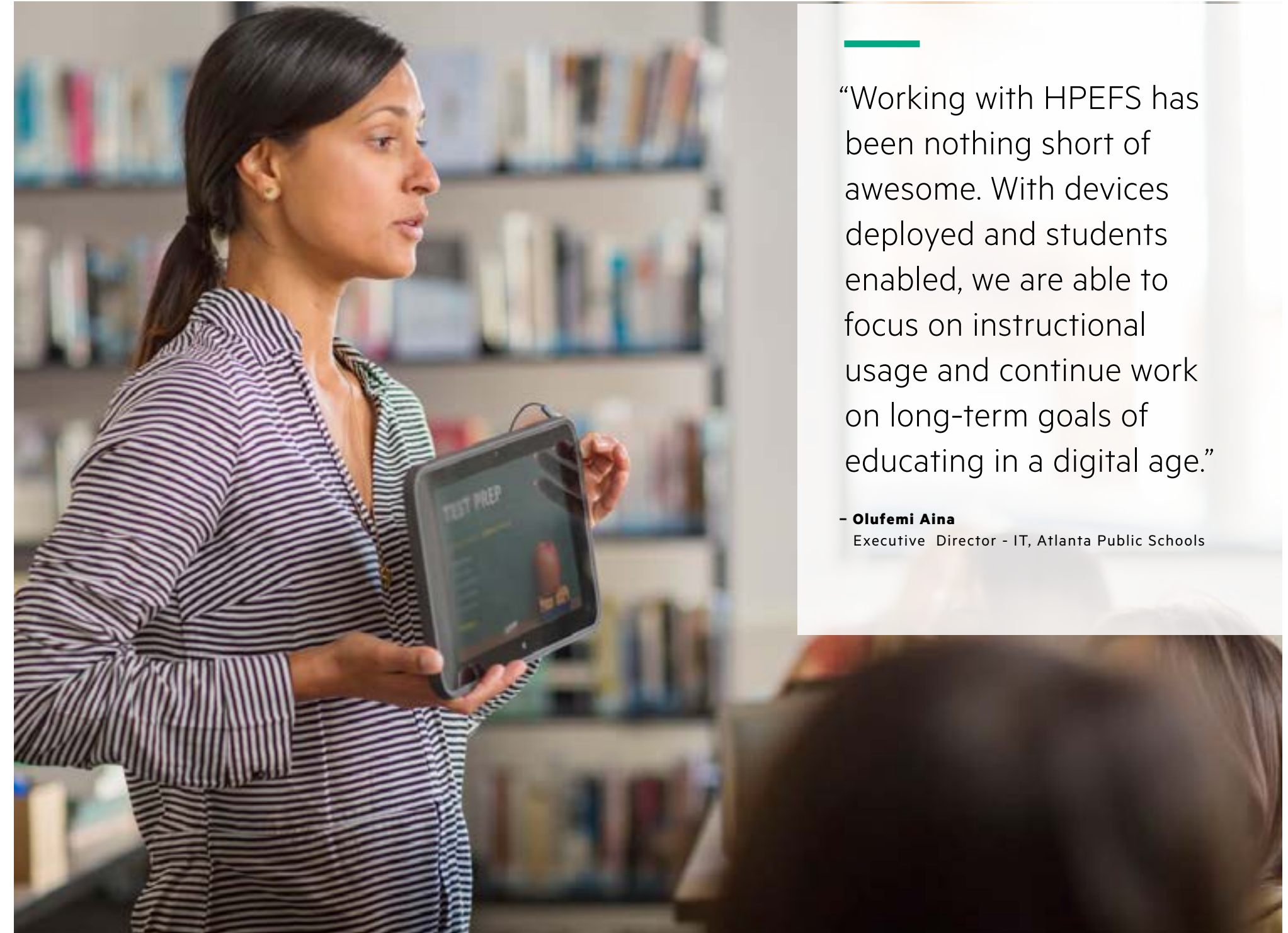
Additionally, APS was able to procure additional funding from both the federal and state governments for the deployment of hotspots to serve the needs of the economically disadvantaged students. This ensured every student could have access to their classes, teachers and resources.

Outcomes

APS was able to serve their community during a difficult and unpredictable time through financing solutions and timely asset coordination with HPIFS.

Access to improved systems and internet hotspots ensured that all students were able to continue their education and remain competitive with peers in other districts.

In addition, APS was able to propel the region's strategy of enabling personalized learning for every student and ensure continuity of learning.



“Working with HPEFS has been nothing short of awesome. With devices deployed and students enabled, we are able to focus on instructional usage and continue work on long-term goals of educating in a digital age.”

— **Olufemi Aina**

Executive Director - IT, Atlanta Public Schools

How Siemens China modernized their IT environment without compromising on sustainability

Solution:
Financing

Industry:
Utilities

Country:
China

Siemens is a German multinational and a large industrial manufacturing company headquartered in Europe. Siemens China's CIO was tasked with keeping the technology current, while revamping their PC acquisition strategy and sustainably retiring the workplace assets & mobility devices.

SIEMENS

Objectives

Siemens China has over 30K employees working in the areas of electrification, automation and digitalization. As they pave the way for the future by envisioning and developing advanced technology solutions, Siemens wanted to ensure that the employees had access to latest technology that would help them to be productive and efficient.

While Siemens deployed new technology, they also wanted to ensure that old equipment was retired in an environmentally friendly way, supporting Siemens' corporate wide sustainability goals.

Requirements

With increased performance demand from end users, the CIO needed to ensure that the existing workplace assets and mobility devices were seamlessly replaced with high performance and latest technology solutions.

Siemens had a multi tech environment from several providers that they wanted to bring under one arrangement. They were looking for a vendor who could positively support their sustainability objectives

with both secure IT asset management and financing on vendor agnostic technology assets.

Solution

Siemens China has been an existing HPEFS customer for years. They had been procuring HP workplace assets including notebooks (90%), PC and Workstations. Partnering with a service provider ATOS, HPEFS delivered on customers' requirements of securing a standard pricing arrangement that would allow them to expand and bring new technology in their environment over a period of time.

ATOS and HPEFS worked together to design a special procurement process that allowed Siemens to acquire new technology more efficiently. Using the new process, Siemens could place the order simply by an email and get the technology delivered within days.

HPEFS addressed all of Siemens' IT asset lifecycle requirements from data security, risk, compliance, to managing the chain of custody. HPEFS not only helped to procure the technology they needed, but

also made sure the customer was able to securely retire the multi vendor assets and return it back to the Circular Economy.

Outcomes

The consumption based model allowed Siemens to propel their digital strategy, modernize IT, and build additional investment capacity. Timely technology refresh helped to keep the employees motivated and productively engaged while working from remote locations. Partnering with a global vendor like HPEFS – that chose sustainability as a primary driver – helped Siemens to return the old equipment to Circular Economy and drive corporate sustainability objectives.

Siemens leveraged the Circular Economy reporting to monitor key sustainability statistics on carbon emissions, energy savings, e-waste reduction etc. to make data-driven decisions going forward and introduce circularity to their tech estate.

To further drive the sustainability priorities, Siemens is now considering moving to a consumption model for its Datacenter assets as well.

“Supply chain is a vital component for promoting carbon neutrality by enterprises, and it is also an indispensable part to keep the competitiveness of low-carbon. In fact, the carbon emissions of supply chain can be several times higher than that of the company's own operations. By building a green supply chain, we can help companies to bring positive influence on carbon emission, gain long-term interests, and truly achieve sustainability.”

- **Michael Haendel**
CPO of Siemens China





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