Hardware Requirement for Hyper - V to Linux based virtualization environment for leading Steel Manufacturing Plant HPE DL180 Servers

Introduction

How Redington / HPE Struck Strategic Deal involving Coverage Partner in a reputed customer environment in steel industry.

About Client

Customer is the leading Steel Manufacturing Plant of India. One of the Maharatnas of the country's Central Public Sector Enterprises.

Business Challenges

Partner was doing more business with competition OEM earlier as there was a strong need to convert this partner into HPE fold and get them onboarded to HPE accordingly.

Customer is also a very reputed customer Steel Industry where all the major OEM works closely giving tough competition for this particular deal. Moreover, earlier Windows ROK was proposed in BOQ but there was a change in requirement in terms of shifting from Hyper-V to Linux based virtualization environment from customer which has also been addressed timely by subsequent periodic discussions with customer /partner involving our presales team & thereafter undertaking necessary amendments in server BOQ & solutioning meeting customer expectation.

Benefits to the customer

Proactive presales support in terms of understanding the exact need & requirement of customer and thereby getting Cost effective yet sturdy Solution in terms of Servers with Linux CentOS as a backbone for Suse Linux Virtualization.

Redington's Value Addition

- Competitive OEM Partner acquisition initiated & successfully executed earlier by Redington Sales Team in terms of registration & onboarding into HPE with the adequate help from HPE team.
- Periodic strategic discussion with partner-well planned sales approaches along with HPE Channel & Accounts team.
- Partner is a now a Coverage Partner of Redington-DG MICROPRONIX PVT LTD KOLKATA
- Redington Presales prepared the BOM & made necessary amendments with change in customer requirement for this exclusive deal.
- Redington accepted the EOP only after receiving the PO from Partner.

Solutions

- Customer Choose DL180 HPE server
- World Class server for Linux OS as a backbone of Suse Linux Virtualization
- Choose New DL180 servers to port new application from the existing DEC – VAX Servers