

**Solution:**  
Data: Simplified  
data management

**Industry:**  
Computer  
software/services

**Country:**  
United States

## Solving unique client challenges, building trust

“Our focus is on maintaining the client partnership and building a solution. We listen to clients’ needs versus going in trying to sell something; we start with conversations to identify which areas of their IT infrastructure they have pain points with.”

– **Christopher Fox**, Chief Technology Officer, Ideal Integrations



**Building relationships with clients and vendors is pivotal to how Ideal Integrations does business. With a flexible storage solution, Ideal Integrations has transformed its ability to respond to file storage service requests, scaling capacity and performance independently as its clients’ needs grow, strengthening those valuable relationships.**

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### Objectives

- Meet client challenges with expansive solutions
- Centralize storage platform support
- Leverage flexibility to scale performance and capacity

### Requirements

- Flexible consumption and service options
- Accommodate a broad spectrum of customer needs
- Rapidly bring new services to market

### Solution

HPE GreenLake for File Storage with the following bundled components:

#### Hardware

- HPE Alletra Storage MP

#### Software

- HPE GreenLake for File Storage OS



### Outcomes

- Increases recurring revenue by 59% at solution-hosted locations
- Enables clients to adapt to changing business needs
- Develops a robust and scalable future-proof file storage offering

### Additional resources

- [Case study](#)