



“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

→ Explore digital game changers



Solving unique client challenges, building trust

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.

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](#)

Solution:
Data: Simplified data management

Industry:
Computer software/services

Country:
United States