



**Solution:**  
HPE GreenLake

**Industry:**  
Information services

**Country:**  
India

## Launching cost-effective cloud services in India

“This transition not only facilitated more manageable cost structures for both ourselves and our clients but also ensured greater predictability in cost forecasting. The culmination of these efforts yielded an end-to-end, fully managed public/private cloud solution, fortified with chip-level security features, catering to the evolving needs of our clientele.”

– **Ajay Soni**, Senior Vice President and Head of Cloud and Data Services at Writer Information



As part of a strategic plan for cloud services, **Writer Information** needed to provision cost-effective and secure cloud solutions. Partnering with Hewlett Packard Enterprise and **Apiculus**, Writer Information built a scalable cloud solution with seamless integration across system components. Now, it's easier for their clients to navigate the regulatory landscape, and they plan to take their perfectly tailored cloud solution from India to the rest of the world.



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## Objectives

- Develop an in-house cloud solution
- Align with specific needs of clients in the banking, financial services, and insurance (BFSI) sector
- Diversify client base by tapping into emerging markets

## Requirements

- Simplicity, intuitiveness, and predictable pricing
- High security, privacy, and data residency
- The flexibility to tailor infrastructure to specific workloads

## Solution

- HPE GreenLake
- HPE ProLiant servers
- HPE GreenLake for Cloudian
- HPE Aruba Networking switches

## Outcomes

- Removed the stress from managing data center hardware
- A 10% to 20% boost in storage and compute performance
- 100% uptime since going online
- Network is 25% faster



## Additional resources

- [Blogs](#)