

**Solution:**

HPE GreenLake
HPE InfoSight
HPE Alletra 5050
HPE Alletra 6050
HPE StoreOnce VSA

Industry:

Information
technology

Country:

Argentina

A portfolio that includes everything as a service

“Instead of waiting months for certified infrastructure from other vendors, our customers can order solutions and deploy them immediately. We can now offer more for less, faster than the competition, because we will only deploy additional capacity as necessary instead of right away.”

– **Diego Malaspina**, General Manager, DataCloud

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As small and medium businesses (SMBs) transition to the cloud and adopt infrastructure as a service, [DataCloud](#) wanted to expand its portfolio to offer everything as a service instead of the traditional hardware sales and maintenance contract model. They turned to the HPE GreenLake edge-to-cloud platform, which allows them to purchase only what they need and offload infrastructure maintenance. Now, they are nimbler and can focus on building and delivering solutions.



Objectives

- Reduce customers' capital expenditures
- Decrease the complexity of bespoke infrastructure
- Spend more time helping customers focus on strategy and value

Requirements

- Consumption-based model
- Offload infrastructure maintenance
- Better forecasting for capacity requirements

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Outcomes

- Easier to provision extra capacity
- DataCloud provides better services to customers
- More capacity to plan for growth
- New opportunities beyond Argentina
- DataCloud can take on large-scale projects without up-front capital expenditures

Additional resources

- [Blogs](#)