



Hewlett Packard Enterprise



Entisys

Entisys helps customers accelerate their move to cloud with flexible investment solutions from HPE Financial Services

Organization

Entisys

Country

US

Industry

Cross Industry

Company Size

300 associates

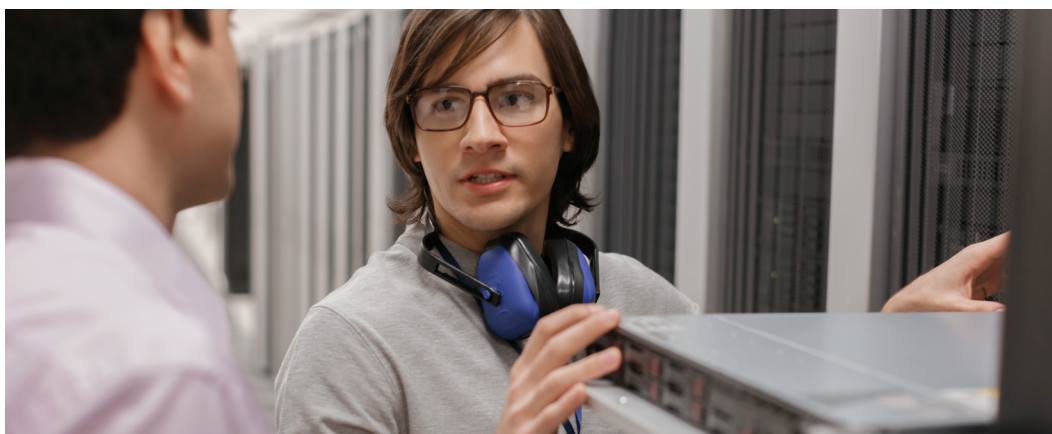
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Full HPE portfolio including:

- 3Par
- StoreServ
- Networking
- Cloud Services

HPE Financial Services

- Flexible Investment Solutions
- HPE FMV leasing



Organization profile

Entisys Solutions is leading consultant and integrator of virtualization solutions spanning from the data center to the desktop and into the cloud. Entisys specializes in delivering virtualization solutions with proven, award-winning methodology, and works with customers to help address their most pressing concerns including server sprawl, application delivery, surging network demands, scalability, privacy, security, disaster recovery, and business continuity planning. Entisys provides its customers with the most efficient for optimizing results and boosting their bottom line.

Business situation

Entisys encountered a fundamental shift in their customer requirements which increasingly included support for cloud, mobility, and big data applications. With a growing demand for services integration and cloud enablement, Entisys needed to provide customers with a full suite of IT products, services, and solutions that could help solve their customers evolving business needs. Additionally, Entisys wanted to build a certified Cloud Center of Excellence (CCoE) that would allow them to effectively demonstrate cloud scenarios and showcase methods for reducing costs, increasing efficiencies,

“HPE Financial Services has played a critical role in helping us deliver a differentiated solution for our customers. Because there are so many variables that impact how customers buy and configure new solutions, flexibility is key, and that is what HPEFS provides. Core to our strategy is the ability to offer customers a single service that effectively bundles the technology, services and financial elements into one cloud offering. HPE’s ability to offer this end-to-end is critical to helping us evolve as a business and better meet our customers changing needs.”

– Mike Strohl, President and CEO, Entisys Solution

Solution

With the support of HPE Financial Services, Entisys was able to quickly build a Cloud Center of Excellence that would showcase a variety of cloud environment scenarios and associated technologies, and demonstrate to customers how each could be effectively utilized to meet business needs, and the financial solutions they could offer to help customers achieve their desired results.

Access to best in class technology from HPE and flexible investment options available from HPE Financial Services helped Entisys provide a simple solution offering that effectively bundles the technology, services, and financial elements into one cloud offering, making it easier for customers to acquire and transition to the cloud. As a single solution bundle, Entisys was able to increase their cloud opportunities and drive additional sales that helped promote business growth.

Benefits

- Single bundled offer that provided customers with an easy transition path to cloud
- Flexible investment options that could be tailored to their customers unique business needs and help with their transition to cloud
- Increase sales opportunities by eliminating technology and financial barriers associated with customer business transformation

Learn more at
[**hpe.com/hpefinancialservices**](http://hpe.com/hpefinancialservices)



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