

## PARTNER SUCCESS STORY

# Simplifying a Path to Growth with HPE GreenLake

### Partner:

Clutch Solutions

### End-Customer:

Berkeley Research Group, LLC



## The Challenge

Berkeley Research Group, LLC (BRG) is a global consulting firm that helps leading organizations with disputes and investigations, corporate finance, and performance improvement and advisory. Over the past several years, BRG has seen significant growth and, in part to accommodate this growth, they needed an IT solution that was cost-effective, agile, and scalable. Perhaps most critically, however, their HPE Nimble Storage arrays were reaching the end of support, so they could not afford to put this decision off.

BRG turned to Clutch Solutions, their trusted IT advisor, for advice.

Clutch Solutions, BRG, TD SYNEX, and HPE joined together to find a solution – and fortunately, the solution was straightforward and directly aligned to the priorities, goals, and outcomes BRG was seeking.

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## How Clutch Solutions, TD SYNEX & HPE GreenLake Delivered

HPE GreenLake had always been an attractive option, due to its cloud-like economics, scalability, flexibility, and simplicity. Since more HPE GreenLake cloud services and options were being offered through HPE Quick Quote, TD SYNEX configured and designed the HPE GreenLake solution based on performance and “Day 1” capacity needs and ensured that the design supported BRG’s workload requirements. The as-a-service enterprise infrastructure platform became a top choice. It offered the lowest costs and completely transparent pricing through monthly billing and a pay-per-use pricing model. Also, as an on-premises IT infrastructure solution, HPE GreenLake offered complete control over the hardware, a perfect choice for hybrid IT environments.

Other solutions were brought to the table, but competitors weren’t able to provide concrete pricing, nor were they able to match the benefits of the HPE GreenLake platform. As the deal progressed, HPE continued to lead the competition, and they won in spades.

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# Simplifying a Path to Growth with HPE GreenLake

"You lock customers into a three-, four-, or five-year contract and customers renew 99% of the time. You own the relationship. You don't have to compete on pricing every single year. You can focus in on where the business needs to go."

**- Nolan Litke, HPE GreenLake Channel Sales - TD SYNnex**

From there, negotiations with BRG to sign the statement of work were straightforward and smooth. Clutch Solutions made sure to have a regular cadence scheduled with BRG until the decision was finalized. Teams from TD SYNnex and HPE ensured Clutch Solutions and BRG were supported throughout the HPE GreenLake opportunity and also ensured that Clutch Solutions met all HPE GreenLake Partner Ready Services certification requirements.

## The Outcome

Over the course of nine months, with support from TD SYNnex and HPE, Clutch Solutions had been able to position the business benefits that HPE GreenLake provides as the best IT infrastructure choice for BRG, work out a deal that was lucrative for all stakeholders, and migrate BRG's IT infrastructure to HPE GreenLake.

For Clutch Solutions, this meant a multi-year growing contract and securing a long-term relationship that will bring in recurring revenue for years to come.

For BRG, HPE GreenLake resulted in significant cost savings, transparent pricing over the contract term, and freedom from worrying about common issues associated with legacy IT infrastructure, such as overprovisioning.

Although the implementation is still recent, BRG has already projected a growth path and they have plans to scale with HPE GreenLake.



Significant Cost Savings



Transparent Pricing



Worry-free Legacy Infrastructure