

PARTNER SUCCESS STORY

Insight: Accelerating Growth with with HPE GreenLake + TD SYNnex

Partner:
Insight



The Challenge

Insight is an IT solutions provider that began as a college plan in 1988. Over the years, they have acquired other technology companies, won awards, expanded their global footprint, and today, Insight offers a range of services to help businesses run smarter with optimized technology investments that enable transformation.

As an aggressive, growth-oriented innovator, it should not be surprising that they have partnered with many of the world's leading technology distributors, including TD SYNnex, and they also maintain strong partnerships with leading technology vendors, such as HPE.

Leading the Industry with HPE

Insight has a 32-year partnership with HPE and they have long been a proponent of HPE's products and services.

They are recognized as one of the world's leading providers of HPE solutions, they hold over 700 HPE certifications, they are recognized as a top HPE global performer with Platinum Partnership status in at least three countries, and they are one of only six hybrid IT solutions providers inducted into the HPE International Partner Program.

Around 70% of global IT spending on HPE solutions occurs through Insight, which clearly demonstrates not only their undisputed global leadership as an HPE partner, it also shows the potential bottom-line value of partnering with HPE.

As the world shifts towards hybrid IT and as businesses and IT departments increasingly lean towards solutions that reduce IT complexity and costs, it should come as no surprise that Insight is a strong proponent of HPE GreenLake, HPE's current flagship offering that emphasizes simplicity, flexibility, and scalability.

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"In partnership with TD SYNEX, Insight has done approximately \$4.1 million worth of HPE GreenLake deals to date."

- Insight HPE Sales Director

Driving Growth with TD SYNEX & HPE GreenLake

HPE GreenLake is an as-a-service, consumption-based enterprise IT offering that delivers cloud-like agility and economics, as well as the security and performance of on-premises hardware, through pay-per-use consumption-based model. Organizations pay only for the compute, storage, and networking capacity that they use, and they can scale capacity up or down as needed, which provides the speed, agility, and financial predictability needed to operate effectively in today's evolving digital economy.

Insight is focused on driving HPE GreenLake to their customers and, in partnership with TD SYNEX, they have done approximately \$4.1 million worth of HPE GreenLake deals to date. Undoubtedly, this number will continue to grow as HPE GreenLake continues to increase its market share.

Partners interested in leveraging HPE GreenLake's simplicity and profitability potential may want to begin with [TD SYNEX's HPE GreenLake Practice Builder Program](#), a training program that walks through the steps needed to create an HPE GreenLake business.



32-year Partnership with HPE



\$4.1M in HPE GreenLake Deals



700+ HPE Certifications