

PARTNER SUCCESS STORY

Town of Queen Creek Protects Sensitive Data with HPE GreenLake

Partner:

cStor

End-Customer:

Town of Queen Creek



The Challenge

The Town of Queen Creek, “one of the best-kept secrets in Arizona,” is a small, vibrant community that has been expanding quickly for the past several years. To accommodate that growth, they decided to welcome their first police department into the city in early 2022.

However, building the new police department's IT infrastructure brought challenges. The new police chief liked the idea of the cloud, but for security and compliance reasons – such as the need to maintain 911 data and infrastructure on-premises – a cloud-based infrastructure was off the table.

The Town of Queen Creek turned to cStor, an IT solutions provider with experience offering digital transformation and IT infrastructure solutions to the public sector.

How cStor, TD SYNnex & HPE GreenLake Delivered

After assessing the police department's needs, cStor proposed an infrastructure solution based on HPE GreenLake.

HPE GreenLake, an as-a-service IT infrastructure solution, offered everything the new police department would need in terms of security, performance, and financial flexibility. HPE's equipment would be housed on-premises, which would improve performance and, importantly, keep sensitive data more secure. Flexible pay-as-you-go billing would allow the town to treat the subscription payments as an operating expense, rather than a capital expenditure. And HPE GreenLake would offer easy access to HPE Nimble Storage dHCI, a simplified, unified infrastructure built for mixed workloads at scale.

Although alternatives were reviewed, such as Dell EMC VxRail, they were too complex, costly, or irrelevant. In the end, HPE GreenLake was the most appropriate and “turnkey” option.

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"The local HPE team and TD SYNnex jumped in and delivered quickly. The client was so happy they went to the Queen Creek chief of police and told them that we all went out of our way to get this one."

- Drew Harris, Technology Sales Consultant - cStor

Once Queen Creek chose to go with HPE GreenLake, cStor deployed the new infrastructure smoothly and efficiently. TD SYNnex provided operational guidance, such as helping cStor receive the proper certifications and ensuring they would be receiving maximum compensation for the initiative, while HPE's local teams provided hands-on support and consultation.

The Outcome

Queen Creek's police department now has a flexible, easy-to-use on-premises IT infrastructure that meets their performance and security needs. Thanks to the teamwork and support from cStor, HPE, and TD SYNnex, the entire process was painless.

Soon after deployment, the solution has already met expectations and the municipality will likely consider HPE GreenLake when their existing infrastructure begins to expire.

For cStor, this represented their very first initiative with HPE GreenLake, and it has been so straightforward, profitable for their company, and beneficial for their customers that they are already working on their next HPE GreenLake deal and looking for more.



Financial Flexibility



Data Security



On-premises Control