EMC VSPEX PARTNER: COMPUNET

VSPEX increases profits for CompuNet

COMPUNET

Headquartered in Boise, Idaho, EMC partner CompuNet delivers end-to-end systems integration and information technology solutions to customers across a wide range of industries.

In 2012, CompuNet helped a new customer use EMC® VSPEX™ Proven Infrastructure to virtualize an IT environment supporting 2,500 employees across 50 locations.

CUSTOMER CHALLENGES: MANAGEMENT AND DR

When CompuNet first approached the account, the customer was struggling with an outdated IT infrastructure composed of disparate systems cobbled together from acquisitions. This distributed datacenter model—not by design—had key applications residing in different datacenters. The infrastructure badly needed a technology refresh and consolidation.

Not only was the customer attempting to consolidate IT resources, it was striving to consolidate the number of IT vendors as well. CompuNet showed the customer how it could consolidate the infrastructure into a primary and a DR warm site. At the same time, CompuNet demonstrated—with VSPEX—that one vendor could provide a single solution for compute, networking, and storage requirements.

EMC VSPEX SOLUTION

The customer was sold on VSPEX’s breadth of integration based on the experience, technical investment, and validated designs from EMC, Cisco, and VMware®. Having CompuNet as a one-stop shop appealed to the customer’s need for simplification.

“As an engineering-led organization margin is not always what we look at first,” said a CompuNet VP. “Profitability, though, is always an issue. Any program that enables us to make a little more profit is going to help. With increasing commoditization in the industry, we have to show value from an engineering standpoint and we think the VSPEX gives us the ability to do that.”

“With VSPEX, EMC has committed itself to the profitability of its channel partners.”

Greg Pruett
Senior VP at CompuNet

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