



CCL BUILDS A LARGER AND MORE COMPETITIVE BUSINESS

The technology services company drives efficiencies with a next-generation platform using HPE Synergy with HPE GreenLake

Industry

Information technology

Objective

Achieve economies of scale by consolidating compute resources

Approach

Build a next-generation compute platform for the merged organization

IT matters

- Gains the ability to quickly compose physical and virtual compute resources
- Provides higher-density virtual machines
- Achieves hardware-level automation capability
- Accelerates infrastructure deployment
- Manages and monitors compute resources throughout the hardware lifecycle easily

Business matters

- Reduces time to value through accelerated hardware deployment
- Meets demand for capacity quickly using a consumption-based IT model
- Enjoys overall cost savings through extra installation and support services
- Ensures platform can support future workloads through a composable infrastructure
- Achieves the ability to drive efficiencies through automation



Computer Concepts Limited (CCL) wanted to gain economies of scale and modernize its IT environment after its merger with Revera Cloud Services, another New Zealand technology services provider. To achieve this, it has built a next-generation compute platform using HPE Synergy with HPE GreenLake. The company now enjoys the ability to accelerate hardware deployment, better meet demand for capacity, and drive efficiencies through automation.

CHALLENGE

Achieving economies of scale after merger

When CCL merged with Revera Cloud Services, it became one of New Zealand's largest IT management and cloud services providers. And, like most mergers, the aim was to achieve greater scale and efficiency. The two companies had different markets—CCL supported mostly commercial clients while Revera worked primarily with government agencies—but they offered similar services, ranging from infrastructure and end-user computing to cloud and

security. This made it highly attractive to create a single organization with a business spanning New Zealand.

As a technology provider, one of the first decisions the new CCL made was to consolidate compute resources to help drive cost reductions. The legacy CCL business had been using Cisco Unified Computing System and Dell PowerEdge Blade Servers, and Revera had been on an HPE BladeSystem c7000 platform for five years. To gain economies of scale, it made sense to move to a single platform—one that is modern and more powerful.

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– Evan Greenwood, Head of IaaS Simplification Project, CCL

CCL went to market for a next-generation compute platform in 2018, shortlisting the composable infrastructure solution HPE Synergy and another hardware product.

“We didn’t even spend much time looking at the other solution, because we very quickly discovered that it was still in a development phase, whereas Synergy was already well established,” says Evan Greenwood, CCL’s Head of IaaS Simplification Project. “Synergy offered us all the functionality we were looking for.”

In particular, Greenwood wanted hardware-level automation and the ability to quickly compose infrastructure when needed.

“The more I can automate, the more I can have my engineers do the creative stuff and come up with new ideas and offerings, rather than sit there clicking buttons. There’s no value in having somebody from a local university come in and click buttons,” he says.

“And then, the whole concept of a converged backplane across Synergy’s entire rack was quite inviting for us. It meant reduced administrative overhead.”

For Greenwood, acquiring a composable infrastructure solution ensures that he and his team will have a platform that can meet potential changes in their requirements and support future workloads.

“We needed this investment for the next five years,” he says. “A lot is going to change over that time, and I have a view as to what kind of changes we, as an organization, might go through. So, I needed to make sure we had a composable infrastructure to be able to automate some of the things we want to do.”

SOLUTION

Acquiring HPE Synergy via HPE GreenLake

After running several tests, CCL acquired an HPE Synergy system in 2019. The solution comprised 138 nodes of HPE Synergy 480 Gen10 Compute Modules and the infrastructure management software HPE OneView. An Intel® Xeon® Gold 6240R (2.4 GHz/24-core/165W) factory-installed processor kit powers virtual connectivity and networking. The nodes each contain 768 GB of memory and run an almost exclusive VMware® environment with a small amount of Oracle® virtualization.

To better manage its compute resources, CCL procured HPE Synergy via HPE GreenLake, a service where customers only pay for what they use, while keeping control of their own IT environment. By using this model, CCL does not have to worry about its capacity to meet demand. HPE GreenLake takes care of it by monitoring the company’s compute usage and deploying capacity as needed.

“What made me interested in GreenLake is the fact that I can request standard kits and have them delivered very quickly. It means I don’t have to go out and get a quote every time I want a blade,” says Greenwood.

The legacy Revera business has fully deployed HPE Synergy for its largely government customers across New Zealand. It is building up its HPE Synergy environment as it progressively migrates workloads from its old HPE BladeSystem c7000 platform. On the commercial side of CCL, implementation is ongoing.



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Customer at a glance

Hardware

- HPE Synergy 480 Gen10 Compute Modules

Software

- HPE OneView

Service

- HPE GreenLake

BENEFITS

Creating a future-ready environment

CCL has built a future-ready infrastructure as it creates a bigger and more competitive end-to-end technology services business. It provides higher-density virtual machines while increasing compute performance and improving infrastructure manageability.

Thanks to its ease of deployment, HPE Synergy helps reduce the complexity and cost of delivering technology. This can greatly increase CCL’s speed when meeting demand for compute resources and enable it to pass on some cost savings to customers.

“Having a hardware solution that helps us save on costs here and there is important in a very competitive market like ours,” says Greenwood.

Although the company is just starting to take advantage of HPE Synergy’s automation capabilities, it expects to vastly benefit from these after completing its platform modernization. With CCL’s large multi-tenant environment, automation can significantly bring down its cost of serving each virtual machine. Through HPE OneView, the company can monitor and manage its infrastructure, and automate complex tasks using a single dashboard interface. The result is a simplified infrastructure lifecycle operation across compute, storage, and networking.

“We expect to start seeing some of the benefits of automation soon,” says Greenwood.

Faster delivery of equipment

By procuring HPE Synergy via HPE GreenLake, CCL enjoys a dedicated service management team that monitors

and keeps a record of the company’s compute usage, ensuring it has capacity to meet demand. Importantly, using the consumption-based service means CCL no longer has to go through the time-consuming process of buying hardware, from getting an official quote and signing it off internally to issuing a purchase order. With HPE GreenLake, the company always has capacity available.

“One benefit of GreenLake is that we get installation service,” says Greenwood. “Normally, we pay for a server and that’s it—you get the server in a box and good luck with installing it. With GreenLake, we get installation service and better support than we’d normally get for basically the same amount of money.”

Having the service adds value to Greenwood’s team because his engineers no longer have to travel to three different cities across New Zealand to install hardware at CCL’s data centers. This way, CCL saves on costs and its engineers can instead spend their time supporting customers or doing other more valuable work.

HPE GreenLake was particularly handy for Greenwood and his team during New Zealand’s COVID-19 lockdown. They needed a set of kits and received them on time, when other companies were struggling to get equipment into the country. This helped avoid any disruption to an important project.

“The fact that we were able to just say, ‘We need these kits,’ and then have them delivered as per normal during lockdown was really beneficial to us,” says Greenwood.

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