Getting the best out of your business, with HPE Cloud Managed Servers.

At Hewlett Packard Enterprise, we believe that IT should be simple and available to anyone, anywhere.

We have a long-standing relationship with Zynstra, whose software is built on our HPE ProLiant Gen 9 servers to deliver enterprise-class hybrid IT for the SMB.

Our Cloud Managed Servers provide a cost-effective approach to IT, so SMBs can experience the benefits that have previously only been available to large enterprises. Here's an example case study so you can see how we've been helping out other businesses.

Cube Real Estate is a London-based property company and asset manager focused on providing the best quality workspace for their tenants across the UK.

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"We now have a modernized IT environment. We can predict our IT costs and we know that our IT is kept current and up-to-date. We no longer need to worry about an IT refresh again. It just works and is 20% to 30% cheaper than building a like-for-like solution from the component parts."

Mike Benton, Finance Director

Company:
Cube Real Estate

Location:
London, UK

Sector:
Real Estate

No IT users:
100

Delivery partner:
BTA

Business driver:
IT Refresh

Business profile

Cube Real Estate is a real estate investment company delivering above-market returns for itself and its co-investors by applying knowledge, experience and imagination to asset selection and management.

Cube applies creativity to unlocking the potential of assets that are often overlooked by mainstream investors, to produce superior returns in the short to medium-term.

Case study

Cube's IT infrastructure was approaching end-of-life. Mike Benton, a Director of Cube Real Estate had requested his preferred IT partner, BTA Ltd, to provide a quote for their IT refresh.

Commenting on their requirements, Mike Benton said "We were looking to replace our infrastructure, but the up-front costs of traditional IT solutions would have been an unnecessary drain on our cash reserves. We pay for our staff and buildings monthly, we lease our cars, but our IT was the one area of our business that needed a new approach – so we tasked BTA with coming up with an OPEX-based solution."

Easynet Hybrid Cloud IT powered by Zynstra, delivers a cloud like experience but in the customer's offices and under their control.

Why Zynstra

No more IT refresh

Cube's IT infrastructure was approaching end-of-life and they were looking to take advantage of the latest technology to future proof the business. With Zynstra's Cloud Managed Server they know their IT is kept current and up-to-date, including both the hardware and software deployed. They shouldn't need to worry about an end-of-life IT infrastructure again. It just works.

The best of on-premises & cloud capabilities

Cube were looking for a way to benefit from cloud services whilst retaining on-premise control. Zynstra's Cloud Managed Server acts as a secure gateway to the Internet, providing virtualized firewalls, anti-virus, anti-malware and intrusion detection for the appliance and secure remote access for remote users via VPN. It also offers regular, secure backups and high-availability providing complete peace of mind.

Predictable monthly costs

The up-front costs of traditional IT solutions would have been an unnecessary drain on the company's cash reserves. So Cube asked their partner to find them an OPEX-based solution. Cube are now able to predict their IT costs on a monthly basis and the solution is more cost effective. It comes pre-installed and pre-integrated, and works out 20-30% cheaper than building a like-for-like solution from the component parts.

Complete peace of mind

The Appliance delivers file and print services to the London and remote users. Regular backups of user configuration and files are made automatically to redundant disks on the appliance. Every night the backup files are encrypted and transmitted to an off-site cloud storage location. What's more, a cloud-based disaster recovery solution is included as standard, something that's often beyond the reach of smaller businesses.

The partnership

Zynstra and HPE are working together to transform workplaces across the globe. If you're interested in moving to a simpler, more agile and cost-effective IT infrastructure and/or you are looking to see how your business can benefit from the cloud, get in touch today.

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