



HP Delivers New Technology and Services Portfolio Designed for Growing Service Provider Market

“HP PartnerOne Service Provider program and HP Flexible Capacity have brought a big change to our business model. Before, we had to invest in the hardware. Now, HP provides the platform and we just pay for what we use.”

- Mikael Noaksson, Chief Executive Officer, [Advania](#)

“Without HP Flexible Capacity, we would have had a cash flow problem, investing more money in creating the cloud infrastructure than in the business. Now, we have been able to grow in double digits and that would not have been possible if we were not part of the HP PartnerOne Service Provider program.”

- Anton Loeffen, Chief Executive Officer, [Eshgro](#)

“HP’s PartnerOne Service Provider Program has been an invaluable asset to our business. HP has provided FIT with best-in-class infrastructure for over 10 years to run our SAP managed hosting services. Upon joining HP’s PartnerOne Service Provider Program, we have seen our relationship with HP develop into a true partnership. The Partner One Service Provider Program has extended our sales reach by leveraging the HP sales force and marketing assets, which has grown our brand and market awareness. We appreciate the joint investment HP has made in our business and look forward to continued success.”

- Michael Heuberger, Chief Executive Officer, [Freudenberg IT Americas](#)

“We are excited to see that HP has entered the OCP ecosystem and are looking forward to include HP OCP components and services as part of Hyve Solutions’ overall offerings.”

- Steve Ichinaga, President, [Hyve Solutions](#)

“Service Providers are focused on serving the distribution of their target user market more efficiently. Their unique infrastructure needs require a new approach for building and operating massively scaled data centers. The new HP Cloudline family, based solely on the Intel® Xeon® E5 processor, is a scalable, efficient compute solution built on open design principles to meet the needs of today’s hyperscale cloud data centers.”

- Raejeanne Skillern, General Manager, Cloud Service Provider Business, [Intel](#)

“The industries we serve – including regulated industries like financial services and life sciences – require secure collaboration solutions that make it safe and easy to share valuable information anywhere, on any device. HP’s leadership in cloud with HP Helion and service provider ready solutions gives us yet another strategic advantage in delivering world-class, secure content collaboration solutions to enterprises worldwide.”

- Ron Hovsepian, Chief Executive Officer, [Intralinks](#)

“The 3PAR StoreServ 7450 stood out as the obvious choice to extend our storage services to a next generation platform. Its multi-tenancy support allows us to leverage our investment by adding customers on demand and spin up their storage in hours, putting our savings into competitive pricing. It’s a real win: Latisys is already gaining new business due to the power of the 3PAR StoreServ 7450.”

- Christian Teeft, Chief Technology Officer, [Latisys](#)

“We are pleased that HP will release their new Cloudline servers including the CL7300 for Open CloudServer. Ideal for service providers, Microsoft’s Open CloudServer OCP will optimize this new server for cloud-scale workloads, power and cooling efficiency, and reduced deployment times.”

- Kushagra Vaid, General Manager, Server Engineering, Microsoft Cloud & Enterprise, [Microsoft](#)

“The PartnerOne Service Provider Partner program is absolutely awesome. It recognizes Mimecast, which standardizes on HP infrastructure, as a key strategic partner providing cloud solutions to their customers and prospects. The PartnerOne Service Provider Program is supported by professionals within HP who take time to get to know your business. These professionals want to know what your company’s keys to success are and how they can help you meet your end goals.”

- Bob Fidler, Vice President, Emerging Markets, [Mimecast](#)



"This machine can actually provide us with better management capabilities, more customization possibilities, and a much better price-performance ratio. We believe HP Cloudline is the best solution for our cloud implementation."

- Tan Xiao Sheng, Vice President and Chief Privacy Officer, [Qihoo 360](#)

"You want to talk game changer? Getting more transactions processed at half the cost is why flash is a big deal. With 3PAR Flash it was game, set and match."

- Pete Robinson, Manager, Storage Administration, [Salesforce.com/ExactTarget](#)

"HP Helion CloudSystem has brought the flexibility and layer of integration that we have been looking forward to since our early adoption of the platform. It has directly aligned with the needs and wants of large scale cloud providers, enabling us to usher in the true next evolution of the cloud."

- Kevin Moniz, Chief Technology Officer, [Server Cloud Canada](#)

"By eliminating the need for a large initial investment in hardware, this enables us to get the benefits without the risk. We offer pay-as-you-go to our customers. They pay us for what they use and we pay HP for what we use, so it's a back-to-back arrangement from customers through us to HP. This enables us to manage financial risk."

- Peter van Egmond, Business Development Manager, [Simac](#)