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Objective
Accelerate capacity expansion to better serve customers while controlling costs

Approach
Deploy rapidly scalable datacenter capacity with minimum capital investments
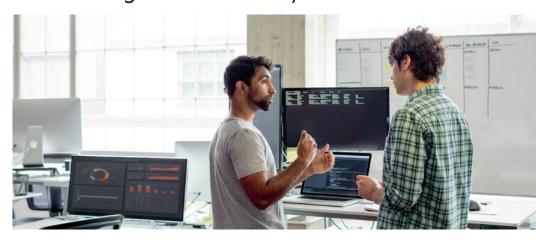
IT Matters
- Reduced datacenter capacity expansion timeframes from at least four to six weeks to a couple of hours.
- Reallocated IT resources from datacenter upgrades and maintenance to support strategic IT initiatives
- Transformed datacenter by enabling improved worker productivity

Business Matters
- Improved datacenter operational efficiencies by adopting best practices
- Built a scalable datacenter that can react quickly to increased customer demands

Capgemini cost-effectively scales with HPE GreenLake Flex Capacity

Service provider controls CAPEX while accelerating service delivery

Capgemini Finland Infrastructure Services had challenges with provisioning additional capacity to support the demand from highly flexible cloud services, leading to the selection of HPE GreenLake Flex Capacity to help Capgemini Finland Infrastructure Services more quickly deliver services.

To succeed and differentiate themselves, infrastructure hosting service providers must respond quickly and support their customers' ever-increasing and complex demands. To help customers achieve their business goals in a nimble, responsive, and flexible approach, many service providers find themselves seeking a partner that offers both the solutions and the business and technical resources to help them more effectively serve customers and increase revenues.

Capgemini Finland Infrastructure Services sought greater flexibility in managing its server capacity, as well as access to datacenter expertise to help improve datacenter operations. Management sought

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"We needed more capacity to support usage-based pricing while reducing our capital spending, and HPE GreenLake Flex Capacity is making financial planning and capacity management more efficient for us by delivering pay-as-you-grow support for scalable service provider infrastructure."

— Matti Asikainen, Delivery Director, Capgemini Infrastructure Services

to increase datacenter capacity in Finland and minimize the need for extended procurement procedures whenever additional capacity was required. Capgemini is a long-time global HPE Partner, and in early 2015, Capgemini Finland Infrastructure Services selected HPE to replace its shared, virtual multi-tenant service delivery platform.

Outgrowing computing infrastructure

"Our main driver was the need to upgrade our datacenter infrastructure and processes while moving to more flexible and elastic datacenter services," says Pauli Niemi, Capgemini Finland technology manager. "Our customers were demanding usage-based pricing, we needed a more flexible way to procure computing capacity. On other hand, we also needed to reduce our datacenter CAPEX investments."

Capgemini Finland Infrastructure Services selected **HPE Datacenter Care** to help increase datacenter efficiency. It offers a relationship-based approach to the support and management of datacenters, with a single point of contact for support and service expertise to help improve operational efficiency. Capgemini Finland Infrastructure Services also selected **HPE GreenLake Flex Capacity** for the flexibility and agility to more effectively manage datacenter resources. HPE offers financial options to help service providers improve cash flow. HPE GreenLake

Flex Capacity enables a pay-as-you-grow business model that reduces upfront cash requirements and aligns expenses to revenue. This is an effective way for service providers to more swiftly deliver additional services, and an ideal solution for service providers with big plans and limited budgets.

HPE GreenLake Flex Capacity allows Capgemini Finland Infrastructure Services to expand server capacity quickly, without long procurement cycles. The service provider can expand or shrink costs based on usage with no large upfront capital expense, and pay only for the datacenter resources that it actually uses. A pay-per-use model for datacenter infrastructure provides Capgemini Finland Infrastructure Services the needed capacity to its two Finland datacenters with a buffer of additional capacity to use when needed.

This provides Capgemini Finland Infrastructure Services with the needed room to grow its datacenters but only pay for actual metered use. Technology transitions with refreshes are included, and infrastructure and services are billed monthly, enabling Capgemini Finland to align costs to the productive use of datacenter resources. Capgemini Finland Infrastructure Services also selected **HPE servers** and **switches**, and **HPE OneView** to improve network operations and administration and increase server provisioning automation.

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HPE GreenLake Flex Capacity allows Capgemini Finland Infrastructure Services to increase or decrease capacity quickly and easily. Capacity increases happen quickly because there is an incremental buffer available on site at all times. This buffer can be replenished through the service agreement with HPE without the need to initiate a full procurement cycle. "HPE presented a solid business case for HPE Datacenter Care and HPE GreenLake Flex Capacity services, and the HPE account team in Finland has cooperated closely with us to help continuously improve datacenter operations," says Niemi.

Streamlining datacenter operations

The initial deployment was completed on schedule. "We didn't face any significant problems in migrating to HPE hardware, HPE installed the equipment and configured HPE OneView for centralized management and server provisioning," states Jukka Asikainen technology manager. This HPE solution is allowing Capgemini Finland Infrastructure Services to accelerate time-to-market for delivering additional datacenter resources to enterprise customers. "If we see capacity demands increasing, we can quickly deploy spare server blades," says Niemi. "We no longer have to invest upfront in additional hardware, and we can evolve our datacenters based on user demand."

Matti Asikainen adds, "It is time-consuming to gain approvals for purchasing additional datacenter hardware, but HPE GreenLake Flex Capacity better prepares us to capture new customers and serve the scalability needs of existing customers. In the past, when we added customers we had to purchase

hardware and software, and then deploy it. Now we have the capacity in place to meet spikes in demand. While capacity expansion previously took at least four to six weeks, we can now put additional hardware in place within a couple of hours."

The organization has been able to reduce CAPEX, and also reduce the amount of internal resources focused on datacenter maintenance by reallocating headcount to support customer service and strategic initiatives. Reductions in maintenance costs have helped Capgemini manage the datacenter budget, and HPE GreenLake Flex Capacity allows the datacenters to swiftly provision new services or additional capacity without lengthy procurement cycles and upfront capital investments.

HPE GreenLake Flex Capacity has successfully addressed many of Capgemini Finland Infrastructure Services challenges, such as managing CAPEX spending, scaling datacenter capacity, and minimizing the level of IT resources needed to maintain datacenter infrastructure. Close communication between Capgemini Finland Infrastructure Services and the local **HPE Pointnext** team has helped datacenter executives to improve datacenter efficiencies and implement best practices for datacenter operations. "We can now better support new customers, and more quickly provision new services to existing customers," says Asikainen. "We are also better prepared to handle the proof of concept and testing requirements for new services because we can scale datacenter resources so quickly and easily, and datacenter staff can now focus more on serving customers rather than on installing and configuring datacenter equipment."

Customer at a glance

Hardware
- HPE ProLiant BL460c Gen9 Server Blades
- HPE BladeSystem BLc7000 Enclosures
- HPE Virtual Connect FlexFabric Switches

Software
- HPE OneView

Services
- HPE Datacenter Care
- HPE GreenLake Flex Capacity

Accelerating service delivery

Finland was the first country within Capgemini to adopt HPE GreenLake Flex Capacity, and can now serve as a model for Capgemini leveraging HPE GreenLake Flex Capacity to support scalability demands in other countries. "The HPE Datacenter Care team takes into careful consideration the management, maintenance, and security needs of our infrastructure, and manages software updates when they're needed," states Asikainen. "We're able to deal directly with an HPE account team in Finland. We work with a good team of local datacenter experts that help us increase the efficiency of our datacenters. We're now focusing on connecting our servers to HPE so their datacenter experts can remotely maintain them."

Capgemini Finland Infrastructure Services is transforming its datacenters by enabling improved workplace productivity, and is now better able to leverage the datacenter staff. "We're less involved in patching and upgrading our infrastructure, and are able to focus more on supporting core business objectives, such as developing and testing new services and discovering new ways to better serve our customers," says Niemi. "HPE datacenter experts meet with us regularly to introduce new technologies and methodologies that can help us evolve our datacenter to better serve our customers."

Learn more at
hpe.com/services/datacentercare

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