

CASE STUDY

Dell Data Center Solutions

THE COMPANY

This global leader in energy control solutions for the aerospace and industrial sectors provided design, manufacturing, and control solutions for civilian and defense-related projects. A key contractor for the US Department of Defense (DOD), this public company's worldwide sales surpassed \$2.9 Billion in FY2023, with over 60% of revenues originating in its aerospace division.

THE NEED

The company's on-premise HPC cluster and Horizon View VDI data center compute and storage environments were badly outdated and their VMware vSphere ESXi environment was overdue for a refresh. To better meet their needs, this demanding client sought a new technology partner committed to streamlining the pre & post quote and sales process. The ideal partner would also be familiar with global transaction channels.

THE SOLUTION

The client turned to experts at LRS® IT Solutions, who quickly learned the customer's unique requirements, compliance needs, and support preferences as well as established global local procurement pathways for each of their remote international locations.

Over the course of the 8-month project, LRS data center architects and other team members worked closely with Dell sales and technical staff to design and execute a new environment to meet the customer's changing needs.

LRS worked with the Dell account team to develop a Dell TechProfile visualization that helped communicate the technical and business benefits of the proposed Dell solution to executive leadership. Throughout the project, LRS staff focused on delivering consistent account alignment, improving response times, and creating custom built solutions tied to customer project timelines.

On-Prem 5-Year Solution - \$1.48 Million Total Revenue

Dell PowerEdge and PowerStore	Dell custom services on LRS SOW
Dell PowerVault ME5094	Dell ProSupport & ProDeploy
Dell APEX Cloud Platform for Azure	

The result of this collaboration was a modern data center environment designed to meet the customer's ever-growing computing requirements for years to come and net revenues to Dell in excess of \$1.1 Million.

Partner with LRS IT Solutions. We're here to support your digital transformation—today and well into the future.



CALL US TODAY TO FIND OUT MORE.

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