

## By capitalizing on each other's skills sets, trusted partners can offer their customers more comprehensive solutions at a lower cost.

Platte River Networks, a Denver-based MSP and a Trust X Alliance member for more than six years, has a long-standing regional transportation client that was looking to modernize its rail lines to provide more efficient services. The transportation company also wanted to simplify management of its IT infrastructure and reduce costs.

"Being a member of Trust X Alliance, we have access to manufacturers who can help us with potential partnership opportunities. We were introduced to Scale Computing about a year ago. Scale had an opportunity in Denver and was looking for an MSP to partner with," explains David DeCamillis, Platte River Networks' vice president of sales and marketing.

Scale Computing, a manufacturer partner of Ingram Micro, specializes in virtualization, hyperconvergence and edge computing. Based in Indianapolis, the company also has a presence in San Francisco and Denver.

*"It's an awesome community that has been instrumental in the success of our company."*

"As we got to know Scale and analyzed their capabilities, we were quite impressed and realized they'd be a perfect resource for our transit client—an ideal fit for the infrastructure refresh," continues DeCamillis. "We put together a proposal to show how Platte River Networks and Scale Computing could provide a comprehensive solution—hardware, software and virtualization—to meet the client's digital transformation needs, and sold them on extending their contract with us."

"Combining Scale's capabilities with the local services and expertise we provide, we've been able to implement a future-ready infrastructure solution for the transit company that positions them well for new services and long-term growth. And we actually saved them money. Going forward, we plan to recommend Scale Computing to all our clients who are looking for any type of server, storage and on-premises solution."

"This is just one example of the countless ways we rely on Trust X Alliance—for all kinds of resources," continues DeCamillis. "We know when Trust X Alliance recommends a company to us for a potential partnership, we're confident that they'll have the same work ethic and the same values we do. I attend multiple Trust X Alliance events throughout the year and communicate with my fellow Trust X Alliance members daily. It's an awesome community that has been instrumental in the success of our company."

To learn more about Scale Computing and the resources they have to offer Trust X Alliance members, visit <https://partners.scalecomputing.com/English/>

You can contact Scale Computing directly by emailing:

[txa@scalecomputing.com](mailto:txa@scalecomputing.com)



[www.trustxalliance.com](http://www.trustxalliance.com)

@IngramTrustX

