



A Trust X Alliance member discovers the unique advantages of the SimpliVity hyperconvergence platform—and partnering with HPE.

Trust X Alliance member, Able-One Systems, an IT solutions integrator and MSP based in Ontario, Canada, was looking for a vendor partner to work with to implement software-defined data centers. The company considered several hyperconvergence solutions.

“HPE SimpliVity came out on top by a mile,” said Mark Kula, Able-One CFO. “The built-in data protection, in-line deduplication and compression were key benefits from a technical perspective.”

The SimpliVity platform combines IT infrastructure, advanced data services and AI-driven operations into a single, integrated hyperconverged solution at a fraction of the cost of traditional offerings. And the benefits are considerable: faster application performance, improved efficiency and resiliency, and the ability to back up and restore VMs in seconds. “SimpliVity offers our customers a simplified and scalable solution to secure their data and the ability to improve their business processes. It can be leveraged for production and DR compute, as well as storage and backup without introducing new interfaces—streamlining administrative workflows while increasing reliability,” said Kula.

The right partner for all the right reasons

“To be honest, we had not historically been aligned with HPE as a strategic partner,” continued Kula. “However, after meeting with the SimpliVity leadership team and discussing what the partnership could look like moving forward, we were blown away by the level of collaboration, commitment and investment they were willing to make.”

“SimpliVity came out on top by a mile. The built-in data protection, in-line deduplication and compression were key benefits from a technical perspective. SimpliVity offers our customers a simplified and scalable solution to secure their data and the ability to improve their business processes.”

– Mark Kula, CFO, Able-One



“The keys to a strong vendor partnership for us are profitability and ease of doing business. And HPE has gone above and beyond in both of these areas.”

Mark Kula CFO, Able-One

Able-One felt that HPE provided them with the clearest path to success: a roadmap and the resources to get them to Gold partnership level—and to capitalize on the many profitable opportunities available in the software-defined data center arena. They were also impressed with HPE’s comprehensive portfolio of solutions, which could accommodate the various requirements of Able-One’s diverse client base.

HPE is a Trust X Alliance vendor sponsor, a company known for building long-term strategic partnerships with Alliance members. “The keys to a strong vendor partnership for us are profitability and ease of doing business,” continued Kula. “And HPE has gone above and beyond in both of these areas. Their systems and team members have been extremely easy to work with and very supportive. HPE now represents our most profitable business line because they understand the economics of the channel.”

The benefits of a software-defined hybrid IT strategy

Based on Able-One’s recent experiences, Kula has some advice for his fellow Trust X Alliance members. “Many of us solution providers that have been around for decades have a significant base of legacy architecture. Next time a client comes asking for more compute or storage, resist the urge to fulfill the order. Have a discussion around the client’s digital transformation journey and a more modern approach to their IT strategy—and the benefits of a software-defined hybrid IT strategy. Instead of a quick \$50K or \$100K order, you may need to convince the client to double or triple that investment. But over a five-year period the total cost of ownership will be significantly lower, and they’ll be operating a much more resilient, secure and efficient data center.”

Trust X Alliance members who are interested in learning more about software-designed hybrid IT and the HPE SimpliVity platform should contact

Brian Campkin, National Account Manager, HPE at Brian.Campkin@hpe.com

Alexis Cotillas, Channel Account Executive – HPE, Ingram Micro at alexis.cotillas@ingrammicro.com

