

Service provider rises above cloud competitors

HPE Helion solutions enable Triforce Australia to enter government marketplace quickly

“Thanks to the HPE Helion suite of cloud solutions, we were able to give our customers a robust platform for their as-a-service demands. It is a simple and flexible solution we were able to deploy very quickly. With the HPE brand behind us, we had instant credibility with our customers. All in all, a great recipe for success.”

– Corie Marinucci, Company
Director and General Manager,
Triforce Australia



Objective

Provide IaaS and PaaS to Australian government departments.

Approach

Use HPE Helion products to offer robust, secure, cost-effective, and trusted IaaS and PaaS solutions to government departments; gain confidence from its prospective customers; ramp up quickly; and create flexible, scalable opportunities.

IT Matters

- Design and deploy solution in a matter of weeks
- Create flexible, robust hybrid cloud environment
- Offer virtually unlimited scalability
- Ensure flexibility and security
- Increase agility and speed in resource provisioning

Business Matters

- Provided the ability to quickly offer cloud services in a competitive marketplace
- Gave customers a high level of trust backed by the Hewlett Packard Enterprise brand
- Helped expand customer base by extending offerings to the private sector
- Helped manage costs by using service provider for fast scaling up or down
- Enabled aggregation of other public cloud platform subscriptions under one umbrella, thereby alleviating issues related to control and sprawls

Becoming a well-rounded, complete IT service provider

[Triforce Australia](#) is an IT utility service provider in Australia that was established in 2009 by its parent company, Triforce, an HPE Platinum Partner founded in the mid-1990s. Triforce Australia was initially formed to provide cloud-based services based on HPE technologies to medium-to-corporate class businesses in Australia.

In 2010, the Government of New South Wales in Australia—facing overburdened data center resources—initiated a new approach to information and communication technology (ICT) in the country. In a nutshell, the new government policy mandated that individual departments must consume all information technology as a service, moving away from the traditional approach of buying and assembling hardware and software in overwhelmed data centers. (All government agencies are required to move into or migrate their ICT into GovDC by August 2017.)

At that point, Triforce Australia adjusted its focus to compete in the government's new marketplace, in which individual government departments could choose from IT service providers that met the country's exacting requirements. Specifically, Triforce Australia concentrated its efforts on developing a purpose-built private cloud to offer Infrastructure-as-a-Service (IaaS) and a number of Platform-as-a-Service (PaaS) solutions.

Expanding the offerings

"We started investing deeply in cloud offerings soon after the government initiative was announced," says Triforce Australia Company Director and General Manager Corie Marinucci. "We immediately recognized an opportunity to significantly expand our customer base not only with government departments but with our existing corporate and enterprise customer base." Marinucci adds that Triforce Australia leverages the HPE Helion Managed Virtual Private Cloud "where we burst Infrastructure as a Service to the HPE VPC," and then provides its customers with a hybrid solution. Triforce Australia also provides a private-based cloud based on its own platform to offer Backup-as-a-Service, Disaster Recovery-as-a-Service, and storage archive services.

To enter the government marketplace, Triforce Australia knew it would face a few significant challenges. "We had to take our solution to market quickly because there were competitors already meeting the GovDC requirements. That meant the technologies we ultimately acquired would need to be deployed quickly," Marinucci says. "And, frankly, it needed to be low-cost so that we wouldn't be beaten on that front. Most important, of course, was to offer government departments a solution they could trust and believe in."

Marinucci acknowledges that the decision to go with an HPE solution to build its cloud offerings was easy. That's because HPE is enormously respected in Australia and helped open the door immediately for Triforce Australia to compete against other existing cloud offerings. "Having the HPE brand behind us gave us instant credibility with our customers," Marinucci says. "We knew we could enter the competitive market with a level of safety and credibility. Our customers have no hesitation investing in HPE platforms."

Customer at a Glance

HPE Helion Cloud solution

- HPE Helion Managed Virtual Private Cloud

Hardware

- HPE ProLiant DL380 Gen9 Servers
- HPE 3PAR StoreServ 10400 Storage with 500 TB capacity
- HPE 5900 Switch Series

Software

- HPE Helion CloudSystem Enterprise

HPE Services

- HPE Installation Services
- HPE Financial Services

Putting the solution together

The Triforce Australia solution consists of HPE Helion CloudSystem Enterprise with burst-ability into the HPE Helion Managed Virtual Private Cloud (VPC) Platform in Australia, HPE ProLiant DL380 Gen9 Servers, HPE 3PAR StoreServ 10400 Storage with 500 TB capacity, HPE 5900 Switch Series, and software-defined networking technologies. HPE Helion CloudSystem Enterprise is used to manage its private cloud, and HPE Helion Managed Virtual Private Cloud is used to provide additional capacity for IaaS, PaaS, and other services to its customers. HPE OneView was deployed for management and monitoring across the HPE server and storage systems.

It was everything Triforce Australia wanted and needed. “The solution was preconfigured and delivered to us within weeks, when a similar solution of that complexity could take months, if not a couple of years, to fully deploy successfully,” Marinucci says.

Sprinting ahead of the pack

Marinucci reiterates the solution’s primary benefits: its robustness, the platform’s flexibility, and its ability to get to market and then scale quickly. “Giving us the ultimate advantage was that we could automate and orchestrate our services via HPE Helion CloudSystem Enterprise,” Marinucci says. “That allowed us to manage multiple private and hybrid cloud platforms across our customer base, which instantly set us apart from our competitors. The robustness of our platform gave our customers the confidence they needed to migrate their data to an enterprise-grade platform. Plus, the solution allowed us to scale quickly and provide those solution offerings back to our customer base quickly and efficiently, opening up new business opportunities. It really was a simple recipe for success from our perspective.”

This solution was only the beginning for HPE Helion Cloud solutions and Triforce Australia. “We see HPE Helion assisting us in delivering more hybrid cloud and private cloud solutions in the enterprise by facilitating better controls and efficiency in managing distributed platforms,” Marinucci says.

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