

# Case Study: ENERGY

## WHO

- Advanced automation control and real-time IT solutions for Energy and Utility companies
- 40-year heritage in the Energy and Utilities sector
- Part of Imtech - a European technical services provider with revenues in excess of €5.1bn
- Circa 350 users, including 250 engineers
- Large nuclear customer base

## CHALLENGE

- Specialise in bespoke software solutions but were receiving requests for accompanying hardware
- Increasingly needing to sell their solutions as a complete 'stack'
- Experienced issues with previous supplier specifying wrong hardware
- Wrong products being purchased resulting in little headroom for growth in their solution
- Also created unnecessary spending on hardware

## SOLUTION

- Switch of hardware supply to Servium
- £1.1m deal, 30,000 line items across 30x vendors
- Supplied all hardware to combine with software
- Pre-configured this to be ready-to-go on delivery
- Delivered to customer on-site ready to move into new building
- Supplied Declaration Certificates of Conformity
- Helping customer to scale

## BENEFITS

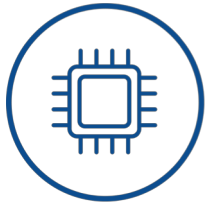
- Dell EMC technology provides loads of growth potential
- Equipment meets all security standards, resilient products
- Knowledge transfer for greater autonomy
- Reassurance that hardware meets requirements of applicable directives

## WHY SERVIUM?

- Proven track record and meticulous attention to detail
- Excellent networks across a range of vendors and partners essential to the project
- Providing training services and support for 5 years
- Came in on budget for whole solution - same cost as previous basic solution!



Data



Compute

**Servium**

