



Hewlett Packard Enterprise



Transguard

HPE Financial Services partners with Transguard to help build investment strategy for the New Style of Business

Organization

Transguard

Country

Dubai

Industry

- Cash Management
- Security
- Airport services
- Events Management

Company Size

18,000 employees

Hewlett Packard Enterprise

- CloudSystem Matrix
- Converged Infrastructure
- 3Par StoreServ Storage
- HPE 5800 Series Switches
- 3PAR Thin Provisioning software
- HPE StoreOnce

HPE Financial Services

- HPE FMV Investment Solution
- Asset Recovery Services



Organization profile

The Transguard Group, an Emirates Group company, was established in 2001 and rapidly became renowned as the leading security services provider in the region. The group is now an international business support services company and a leader in the fields of facilities management, cash management, airport services and events management. Headquartered in Dubai's Airport Freezone, Transguard Group and their 18,000 strong workforce also maintains its position at the forefront of the security industry and provides support services to businesses across the UAE.

Business situation

As a growing enterprise in the UAE region, Transguard needed to upgrade their aging servers and networks to meet new customer demands. To rapidly respond to changing business demands, Transguard looked at how they could best leverage the New Style of Business and take advantage of cloud and CI to be more agile in the services and solutions they provide. To rapidly respond to changing business and customer demands, Transguard wanted to leverage the power of HPE CI and CloudSystem to meet these needs.

“At Transguard, we take pride in our ability to embrace quickly new technology and services essential for supporting our customers’ evolving business and security needs. Having a long term investment strategy that can accommodate this change is critical to our business. With HPEFS, we were able to leverage an investment solution that provided the required scale and financial flexibility essential for maximizing current technology investments while freeing up capital required for future innovative advancements such as cloud. HPE Financial Services is a strategic partner we can rely on to help us effectively manage the future investment we will have as our business transforms to the New Style of Business.”

– Alexander de Oliveira, director, Transguard

Solution

HPE Financial Services partnered with Transguard to accelerate their transformation to the New Style of Business. With investment solutions that span the full IT lifecycle, Transguard was able to quickly access the power of HPE’s technology to enhance business agility without significant upfront costs. Providing greater investment flexibility helped Transguard better scale technology in line with evolving requirements. Additionally with a number of data centres being consolidated and virtualized, HPE Financial Services helped Transguard manage their legacy technology and ensure it was handled in an environmentally and compliant way.

Benefits

- Flexible investment solutions that delivered business agility to scale technology in line with market needs
- Built-in technology refresh—keeping equipment current on a regular and predictable upgrade cycle
- Safe removal and management of legacy equipment resulting from consolidation and virtualization

Learn more at
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