



HDI Seguros

HPE Financial Services helps HDI drive innovation and create differentiation with flexible investment solutions

“Technology is at the heart of our ability to meet customer requirements. To remain competitive, we needed a business and IT environment that was flexible and could scale and grow to meet our evolving needs.”

– Ignacio Nacho Gonzalez, CFO,
HDI Seguros



Organization profile

HDI Seguros' roots in Mexico date back to 1943. Today, HDI has more than 40 offices and 12 Auto-Pronto service centers, and offers motor, property/casualty, and personal accidents insurance solutions. During 2013, HDI was the insurance company with the highest growth in the Mexican motor market (47 percent, according to the Mexican Insurance Companies Association).

HDI is part of the Talanx Group. With a premium income of €28.1 billion (EUR 2013) and more than 21,500 employees, Talanx is Germany's third-largest and Europe's seventh-largest insurance group. The Hannover-based Group is active in some 150 countries.

Business situation

In the new world of IT, where technology is at the heart of most consumer engagements, HDI needed to rapidly upgrade its IT infrastructure and technology environment to better meet the growing demands for anytime access and fast mobile technology, and other reliable services their customers required. However, HDI was challenged with an expansive legacy environment that was complex to manage and difficult to scale in line with evolving business and consumer demands. HDI needed a strategic partner it could rely on to help it navigate the change required and deliver the advanced technology essential for the innovation initiatives it had underway.

Customer at a glance

Organization

- HDI Seguros

Country

- Mexico

Industry

- Insurance

Deal Size

- US \$3 million

HPE

- PCs, Laptops
- Printers
- Storage
- Servers
- IT environment 95% HPE technology

HPE Financial Services

- HPE FMV leasing
- Technology refresh
- ARS

“HPE Financial Services provided us with a flexible path and investment strategy to procure the necessary technology critical to our business operations. Additionally, the ability to refresh technology helps ensure we can always effectively serve our growing needs—both today and in the future. We see HPE Financial Services as a trusted partner we can rely on, providing the consistency and expertise that is essential to our success.”

– Ignacio Nacho Gonzalez, CFO, HDI Seguros

Solution

Hewlett Packard Enterprise Financial Services collaborated with HDI to understand its business needs and built a flexible investment solution that could help accelerate its move to the data center of the future and deliver against evolving customer needs. As a strategic partner, HPEFS provided the investment flexibility and capacity essential for upgrading and enhancing its data center and operations. Establishing a built-in refresh cycle on HPE equipment helped ensure HDI always had access to the latest technology, creating an IT environment that was optimized, flexible, transformative, and sustainable. Today, HDI is able to deliver differentiated services enabled by high technology.

Benefits

- Flexible investment solutions that helped HDI create tailored offers that met customers' varied needs
- Technology that can be upgraded quickly at any time, in a short timeframe, and with minimal upfront costs
- A sustainable approach to IT lifecycle asset management

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