



Computación Interactiva & HPE Financial Services Drill Deep to Meet Mining Company's Demands

Organization
Computación Interactiva

Country
Mexico

Industry
IT Solutions Provider



About Computación Interactiva

Computación Interactiva is an IT solutions provider based in Guadalajara, Mexico with over 20-years of experience in offering tailored end-to-end datacenter and workplace solutions. The HPE Gold Partner is well-known for servicing the Mexican government and industrial mining sectors—making their mark by offering in-depth services pre- and post-sale.

Supporting Need for Improved Productivity

Recently, Computación Interactiva was approached by one of their long-term customers, a regional mining company focused in the exploration, extraction, and pelletization of iron ore. Facing growing business pressure caused by a number of factors, including declining commodity

prices and decrease in global demand, the customer needed an innovative way to increase productivity and overall operational excellence.

At the time they contacted Computación Interactiva, the mining company was facing two specific issues that demanded creative solutions:

- Their principal data center used to collect and analyze vast amounts of data compiled from several mining reserves across Mexico was due for a refresh. A company mandate required all technology to be updated and refreshed every 5-years. The policy ensures continually high performing technology, while helping to prevent overspending on maintenance costs typically associated with older or outdated systems.
- In addition to a refresh, the mining company also needed a completely new data center on the grounds of a new mineral reserve to support the efficient extraction of iron

Case study

Computación Interactiva

Industry

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“Computación Interactiva beats the competition by pairing best-in-class technology solutions with innovative IT investment models. We focus on delivering business outcomes through our consulting services, and providing a way for local businesses to achieve their technology goals including aligning costs to use. In fact, offering payment models is part of our go-to-market strategy, and we work with HPE Financial Services in 90% of our transactions with customers.”

– Julio Enrique León, CEO,
Computación Interactiva

ore deposits. The new reserve could only be extracted with consistent production for a limited number of years. Therefore, the technology on-site would not be needed after the job was complete, and an easy way to return technology was required.

Refreshing a data center and building a brand new one under a traditional IT ownership model would require large upfront investments. This was not an option for the company as minimal impact to cash flow was essential. The company required both solutions without a large cash outlay and the ability to match expenses to benefits.

Computación Interactiva and HPEFS Team Up to Meet Customer Demands

Computación Interactiva took time to understand the customer’s desired business outcomes as well as the technical and financial parameters they had to work around. They then approached HPE Financial Services, and together determined a solution that met the requirements for both projects: HPE Subscription.

With HPE Subscription, the mining company selected a solution bundle consisting of Gen 9 Servers, MSA storage, Aruba networking, accessories and IT support for an affordable and predictable monthly payment. Paying overtime ensured there would be no large, up-front purchases, which met their cash flow requirements.

HPE Subscription also satisfied internal policies with a simple and streamlined agreement that included easy return or refresh of technology upon completion of the subscription period. The solution enabled the mining company to access and use the technology they needed without the downfalls of ownership, avoiding the complexities of recycling or remarketing technology post useful life.

Additionally, with HPE Subscription, IT maintenance over the years would be covered by built-in support services. This was an added bonus for the mining company, providing staff with more bandwidth to focus on core operations instead of worrying about the performance of their IT.

Customer Benefits

- Innovative solution that met internal policy requirements
- Limited impact on cash flow with the ability to pay for IT over time
- Non-ownership model provided easy way to refresh or move on from technology
- Increased productivity with less time spent maintaining IT

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