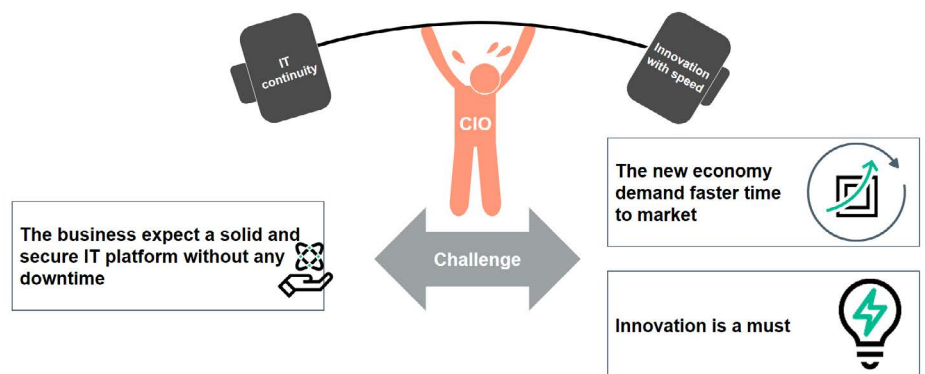# Today IT faces the challenge to meet new business requirements

A challenge for many IT departments today is to manage the balance of achieving business demands, improve time to market and have a flexible as well as a scalable IT platform. Assets not purchased early enough to meet increase in demand results in that the business misses new opportunities or delays new key initiatives. The IT platform should at the same time be solid, secure and efficient.

The experience shows us that today's IT platforms often are oversized to meet the future business needs and growth, also to avoid expensive and time consuming procurement processes.
However, oversizing IT capacity as a solution for flexible growth on demand, already on site, is not cost effective and directly affects the finance balance sheet and tie up capital. Our suggestion is that the customer invests money in the business instead!

We are living in a world of change and it will be even more important for the IT department to deliver new systems in a timely manner and at the same time continue to be innovative on behalf of the business.
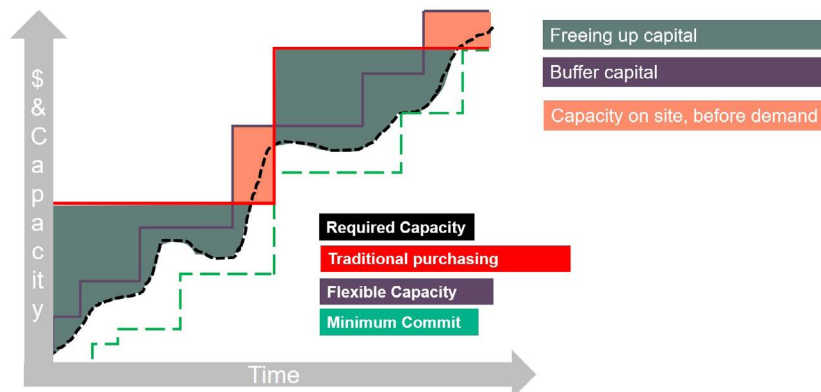

The new way of IT

Establish and manage a public IT platform (Public Cloud) is often difficult and time consuming, but solid and comfortable when it works. We believe that public or hybrid cloud solutions will be a natural part of customers IT, but still many businesses and individual applications can never be operated in a cloud environment for security reasons.

The most ideal would be to buy IT with the same "pay-as-you-grow" consumption model but manage the cloud in your private data center. We have just the perfect solution for you!

B2B IT-Partner's offer

Together with Hewlett Packard Enterprise, B2B IT-Partner can offer you a new way of using and consume capacity – Flexible Capacity.

Pay only for the IT capacity that you are using, per month as a service – IaaS.

• B2B IT-Partner will together with the customer analyse what type of, and how much, capacity you need from day one (Compute, Storage and Networking).

• B2B IT-Partner design and deliver the correct need with a capacity buffer for unforeseen growth, on site

• HPE regularly measure the degree of utilization over time and B2B IT-Partner invoices the customer for only used capacity

• B2B IT-Partner performs regular follow up and health check meetings with the customer, discussing future business expansion and IT capacity needs

• B2B IT-Partner matches the need of capacity continuously with the customer and implement the agreed

• B2B IT Partner present new technology and applies the right performance to make sure that you have what it takes in order to maintain a successful business in order to possibly improve the customers capacity on premises

• The customer will always have the choice to grow with new hardware on premise or to buy the capacity in B2B IT-Partner Cloud platform

The key points and advantages of Flexible Capacity

• Utilize the advantage to only pay for the capacity you use and the scalability that the cloud offers in your private data center

• Manage unforeseen capacity needs from the business, with a buffer capacity in place

• Establish and scale out the system fast to meet the market demands

• Avoid oversizing of IT systems and don't pay for the initial capacity you do not use, invest the money in your business instead and do not tie up capital

• Maintain control over security, personal data, business requirements and performance in-house

• Reduce unplanned downtime of systems, with best in class systems and Data Center Care

• Maintain business-critical systems in your private data center with full control

• Take part of a modern and hybrid technology, reduce the risk and pay only for the capacity used

Please contact your account manager at B2B IT-Partner for more information, or our sales specialist Jonas Almgren, email: Jonas.Almgren@b2bitpartner.se , phone: +468 635 35 05