

**STAPLES®**

## STAPLES SOLUTIONS BECOMES LEANER WITH A POWERFUL AND SCALABLE IT INFRASTRUCTURE

The office supply company centralizes and standardizes its data centers using HPE Synergy

### Objective

Consolidate and improve the cost-effectiveness and flexibility of the company's data centers

### Approach

Use an on-premises solution to centralize and standardize its data centers

### IT matters

- Saves the company 50% in annual data center costs
- Reduces data center hardware incidents by up to 30%
- Provides greater scalability and redundancy of data center infrastructure

### Business matters

- Accelerates the delivery of new products and services to the market by 40%
- Reduces the number of administrators needed to support the data center infrastructure
- Allows the company to easily and affordably expand its IT infrastructure in the future



**Staples Solutions had six outsourced data centers that were all using different solutions. They were difficult and costly to manage. To standardize the data centers and make them more flexible and cost-effective, the company decided to consolidate them into two facilities and move to an on-premises solution using HPE Synergy with HPE Nimble Storage. This has resulted in substantial cost savings, improved scalability and redundancy, and faster delivery of new products and services. For its branch offices, the company upgraded its infrastructure to HPE SimpliVity 380 Gen10, enabling it to achieve excellent operational agility and boost the performance of its applications.**

**“We chose Synergy for our data centers because it is an affordable solution that handles the volumes of transactions and data our company processes. It’s also very scalable and highly redundant.”**

– Aleh Sadaunichy, Infrastructure Solution Architect, Staples Solutions

**A ROBUST FOUNDATION WITH HPE SYNERGY HAS LED TO:**

- **50% reduction in annual data center costs**
- **30% decline in hardware incidents**
- **40% boost in the delivery of new products and services**
- **30% savings in annual branch IT infrastructure costs**



## CHALLENGE

### Achieving efficiency

Staples Solutions is a leading provider of office products and services to businesses in Europe. It has 25 branches and employs more than 10,000 people across 15 countries. Recently, the company expanded by adding new product lines such as furniture and safety equipment.

Based in Amsterdam, Staples Solutions was previously owned by American office retailer Staples Inc. It became an independent entity in 2017 after being acquired by private equity firm Cerberus Capital Management. A period of reorganization followed to make Staples Solutions leaner and more efficient—and to provide better customer service.

This meant making its data systems more flexible, modern, and cost-effective. To achieve this, the company decided to centralize and standardize its IT infrastructure at its data centers and branch offices.

Previously, Staples Solutions had six outsourced data centers spread across Europe—all using different solutions, from Fujitsu and Dell EMC products to HPE infrastructure. Its branch offices used a basic solution comprising HPE ProLiant servers and HPE MSA SAN storage.

Staples Solutions decided to centralize its data centers, paring them down to two—and move these on-premises. It also wanted to upgrade its infrastructure at its branch offices to accelerate the performance of its applications. Finally, it wanted a centrally managed solution to save on costs and the hassle of branch visits when systems broke down.

## SOLUTION

### Choosing scalable infrastructure

Choosing HPE Synergy for its on-premises infrastructure was a logical move for Staples Solutions because it was already using HPE BladeSystem c7000 Enclosures for its main data centers. It also recognized that to be able to expand its infrastructure in the future, it had to standardize its hardware and use the same components for its data centers.

In 2018, the company bought four HPE Synergy 12000 Frames with HPE Synergy 480 Gen10 Compute Modules—two for each data center. These compute modules use Intel® Xeon® Gold 6148 processors.

“We chose Synergy for our data centers because it is an affordable solution that handles the volumes of transactions and data our company processes. It’s also very scalable and highly redundant,” says Aleh Sadaunichy, Infrastructure Solution Architect at Staples Solutions.

For storage, Sadaunichy and his team picked HPE Nimble Storage after comparing it with their existing solution, Dell EMC Unity. They found HPE Nimble Storage 10X easier to deploy and manage than Dell EMC Unity. Besides, the team was already using HPE Nimble Storage with VMware Horizon® for desktop virtualization and liked its performance and reliability, and the support HPE was providing.





“We enjoyed it so much that we decided to switch from Dell EMC for our standard storage devices to Nimble,” says Sadaunichy. His team purchased four HPE Nimble Storage devices with 300 TB of storage—270 of which are hybrid flash and 30 are all flash. The solution comes with the storage management and predictive analytics platform HPE InfoSight.

With its infrastructure in place, Staples Solutions faced the challenge of migrating to its own facilities shortly before one of its data center contracts expired. Thanks to the usability of HPE Synergy and HPE Nimble Storage, Sadaunichy and his team managed the migration largely on their own—with support from HPE engineers. Migrating the company’s critical business applications for e-commerce took just four months. The company now controls and administers the technology behind its e-commerce platform, enabling it to develop and deliver services quickly.

“HPE’s hardware was easy and straightforward to manage. HPE also did a great job in helping us keep our infrastructure up to date and secure,” says Sadaunichy. “Among our partner vendors, we consider HPE our main source of technology equipment.”

For its branch offices upgrade, the company wanted the best hyperconverged solution with the lowest total cost of ownership and price point. It first considered solutions from Nutanix and Dell EMC.

Through its partner Computacenter, HPE proposed HPE SimpliVity 380 Gen10, competing on value. Sadaunichy’s team saw

HPE SimpliVity’s potential to provide greater flexibility and scalability, and decided to make the switch.

“We were no longer as big as when we were part of Staples Inc, so we had to be flexible and on top of technologies. That’s why we went for hyperconverged for our hardware.”

Sixteen of Staples Solutions’ 25 branch offices now run on the HPE SimpliVity 380 Gen10 system in either two or three nodes. Branches with more than two nodes also use HPE FlexFabric 5700 Switch Series.

## **BENEFITS**

### **Reduced costs**

Since switching from a cloud-based outsourced solution to on-premises infrastructure, Staples Solutions has reduced its annual data center costs by 50%.

“For us, having our servers hosted on the cloud using an outsourced model was way more expensive than hosting them on Synergy located in our own data centers,” says Sadaunichy.

By standardizing its data centers, Staples Solutions has also been able to reduce the number of administrators it needs to support the environment by two full-time equivalents.

At its branch offices, shifting to HPE SimpliVity 380 Gen10 has saved the company around 30% in annual costs.



## Case study

Staples Solutions

## Industry

Business supplies  
and equipment

# “HPE’s hardware was easy and straightforward to manage. HPE also did a great job in helping us keep our infrastructure up to date and secure.”

– Aleh Sadaunichy, Infrastructure Solution Architect, Staples Solutions

## Customer at a glance

### HPE Hardware

- 4 HPE Synergy 12000 Frames with HPE Synergy 480 Gen10 Compute Modules
- 2 HPE Nimble Storage HF40 devices
- 2 HPE Nimble Storage AF3000 devices
- HPE SimpliVity 380 Gen10
- HPE FlexFabric 5700 Switch Series

### HPE Software

- HPE OneView
- HPE InfoSight

## Improved scalability and performance

HPE Synergy’s scalability has accelerated the company’s ability to deliver new products and services to the market through e-commerce and other platforms, improving customer experience. Sadaunichy estimates that the solution has sped up time-to-market delivery by around 40%.

And with its compute power, HPE Synergy now hosts most of Staples Solutions’ virtual machines and has greatly increased their performance. It has also cut down the number of hardware incidents at the data centers by up to 30% compared to the outsourced solution.

“Our business is happy with the infrastructure we have in the background,” says Sadaunichy.

HPE Nimble Storage, which has so far stored around 250 TB of data, is also performing extremely well. It can typically compress data by 4.4X, and with VMware Horizon, this rises to 8–9X compression.

“With Nimble, we simply migrate applications to it and no one has ever complained about it,” says Sadaunichy. “It is extremely easy to operate, and the support provided by HPE is great. We believe we made the right decision when we moved to Nimble.”

At Staples Solutions’ branch offices, HPE SimpliVity has delivered excellent operational agility and dramatically increased the performance of applications. Being an all-flash system, HPE SimpliVity also supports high levels of input/output operations per second (IOPS).

“Moving nodes between branch offices, increasing or decreasing the number of nodes without impact on the business, is an absolute blast,” says Sadaunichy.

With HPE Synergy and HPE Nimble Storage in the company’s data centers, Sadaunichy and his team are confident they have a robust foundation for any future expansion or upgrade.

“We are just going to add more Synergy frames to help us scale our IT environment.”

## LEARN MORE AT

[hpe.com/synergy](https://hpe.com/synergy)

[hpe.com/nimble](https://hpe.com/nimble)

[hpe.com/simplivity](https://hpe.com/simplivity)

Make the right purchase decision.  
Contact our presales specialists.



Chat



Email



Call



Get updates

  
**Hewlett Packard  
Enterprise**

© Copyright 2020 Hewlett Packard Enterprise Development LP. The information contained herein is subject to change without notice. The only warranties for Hewlett Packard Enterprise products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. Hewlett Packard Enterprise shall not be liable for technical or editorial errors or omissions contained herein.

Intel Xeon Gold and the Intel logo are trademarks of Intel Corporation in the U.S. and other countries. VMware Horizon is a registered trademark or trademark of VMware, Inc. and its subsidiaries in the United States and other jurisdictions. All third-party marks are property of their respective owners.

a50001370ENW, April 2020