Hewlett Packard Enterprise

Detron ICT Groep

Objective
Increase graphics performance in Citrix XenApp environment with an energy-efficient, high-performance platform

Approach
Incorporate Moonshot into existing HPE Datacenter Care Flexible Capacity service

IT Matters
- Moonshot cartridges require 79% less space in the data center
- Energy consumption decreased by 69%
- End-to-end, 24/7 support

Business Matters
- No up-front investment in hardware and software
- Increased flexibility and cost transparency
- Faster time to market for new cloud services

HPE Moonshot enables Detron to provide a unique, scalable and energy-efficient performance solution

HPE Datacenter Care Flexible Capacity provides flexibility and cost transparency

Moonshot has been developed by Hewlett Packard Enterprise (HPE) and is a scalable, cost-efficient system that provides graphics performance wherever and whenever it is needed. As far as Detron is concerned, it is the ideal solution to enable end-users to work in the cloud as efficiently as possible. Detron provides Moonshot within HPE Datacenter Care Flexible Capacity, which guarantees flexibility and cost transparency.

Performance Challenges

Detron's existing Citrix XenApp landscape, a traditional HPE blade environment, had reached its maximum performance level and this was most noticeable in its graphics performance. Following a successful proof of concept, it became clear that HPE's proposed Moonshot solution would provide superior graphics performance and high performance in other aspects. Detron therefore decided to start with a Moonshot configuration with a view to migrating its existing Citrix XenApp platform. Moonshot cartridges provide benefits such as:

- 79% less space required in the data center
- 69% decrease in energy consumption
- 78% fewer cables

In a nutshell, Moonshot is a tailored solution that offers speed and energy efficiency while being environmentally friendly.

Case study
Detron

Industry
Cloud Service
Provider

Page 2

Not a standard solution

Moonshot is the ideal solution for clients of Detron who are looking for a way of responding to their performance challenges in a Citrix XenApp environment. "You can see within businesses that some users make use of certain applications while others do not," says Emile Schouwstra, Director of Cloud Services at Detron. "Whether it's business software, video, e-learning or Office, all these aspects require different types of ICT capacity. Users want everything to run smoothly, after all, and in that case, a standard solution is inadequate for guaranteeing the optimum end-user experience." Moonshot operates from a data center and provides dedicated resources to specific user groups or applications. This is achieved using special Moonshot cartridges that can be allocated when needed. For example, a database user might need a high level of computing power, or a user of video conferencing might require high graphics acceleration.

A monthly pay-as-you-go service[1]

Detron was looking for Moonshot to provide an end-to-end solution, which is why it decided to incorporate the Moonshot configuration into the existing HPE Datacenter Care Flexible Capacity contract. This is also what makes Moonshot extremely cost-effective. Detron uses all services—servers, SAN, storage, Moonshot and HPE software—on a pay-as-you-go basis, which includes the service provided by HPE. This saved Detron a sizeable investment in hardware and software. Schouwstra explains: "It is a scalable contract, so we only pay for what we use–in other words, pay-as-you-grow. What is more, Moonshot is more efficient and the cartridges have a smaller footprint in the data center. These are all benefits that have a direct positive effect on Detron." Schouwstra is still keen to emphasize, however, that WAN and LAN often form the bottlenecks when it comes to combining speed with cloud services: "Connectivity is a chain. Every link has to function properly in order to ensure optimum performance. Moonshot may work well, but you won't even notice that if the Internet connection is slow."

Cloud coordinator

As the Director of Cloud Services at Detron, Emile Schouwstra is responsible for everything that is provided as a service. He explains what is important to the client in that regard: "Everything revolves around flexibility, scalability, clarity and cost transparency, and that is where HPE Datacenter Care Flexible Capacity makes the key contribution. "Our role is increasingly becoming that of a cloud coordinator. We not only have to take account of the future requirements of our clients, which often include new cloud services, but also their current legacy environment. We facilitate that combination and we are able to offer the ideal solution at all times. Of course,

[1] Above the minimum consumption

Case study
Detron

Industry
Cloud Service
Provider

Page 3

Customer at a glance

HPE Hardware
• HPE Moonshot System

HPE Services
• HPE Datacenter Care Flexible Capacity

we need hardware to do that, and for that we have an excellent contract with our partner Hewlett Packard Enterprise, but all that our clients need to do is purchase a service from Detron. We provide the very best cloud services." Moonshot was tested first as a proof of concept before being rolled out to provide client services, in order to prove that it does what is required of it. Moonshot is now being successfully implemented for a variety of Detron clients.

Detron ICT Groep

Detron manages complete IT and telephony environments for its clients. With an annual turnover in the region of EUR 100 million (2014) and around 500 employees, it is one of the largest non-listed ICT companies in the

Netherlands. During its seven-year history, Detron has become the market-leading medium-sized business and a major player in the large business market and non-profit sectors.

Traditional ICT environments can be transferred to a modern cloud landscape, while taking account of the client's legacy environments. What is more, Detron makes it possible to innovate without the need for investment thanks to a 'pay-per-use' model. This enables clients to make use of the latest technology and ICT infrastructure, while only paying for what they use per month.

Learn more at
HPE.com/info/SP

f 𝕏 in ✉

Sign up for updates

★ Rate this document

Hewlett Packard
Enterprise