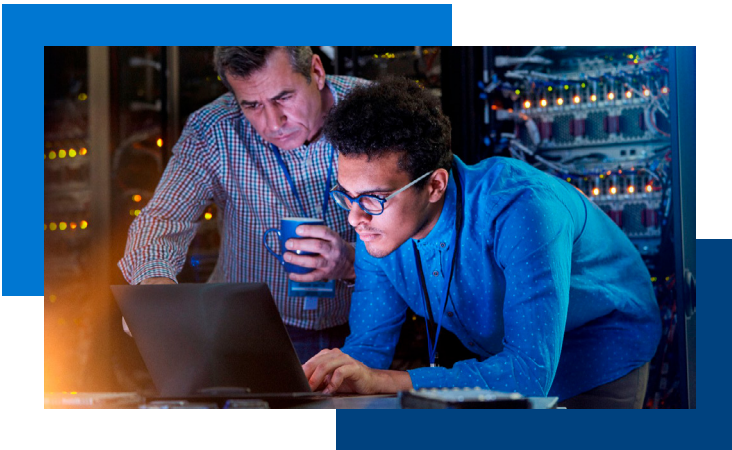


Rapidly deploying a scalable as-a-Service hybrid cloud solution

Dealing with a complex multicloud environment, ATN moved 70% of its IT infrastructure to Dell APEX in under three months.



“APEX Hybrid Cloud has allowed us to reduce the cost of supporting applications and workloads by approximately 20%.”

Ben Doyle

Chief Information Officer, ATN International

Business needs

- Meet rapidly changing customer expectations in diverse markets.
- Ensure flexibility to deliver solutions quickly to its operating companies.
- Deliver a common tool set and security across multiple cloud environments.
- Simplify workload migration between environments without re-architecture
- Obtain more predictable costs by shifting from CapEx to OpEx.

Business results

- Approximately 20% lower costs to support ATN's IT environment.
- Enables more efficient, responsive delivery of customer services.
- Allows for rapid scalability to address changing market needs.
- Frees up capital through an on-demand OpEx rather than CapEx model.
- Offers a common tool set to seamlessly manage multiple cloud environments.

Solutions at a glance

- [Dell APEX Hybrid Cloud](#)
- [Dell APEX Console](#)
- [VMware Cloud Foundation](#)



“We stood up the Dell APEX solution quickly. We moved 70% of our infrastructure to it in under three months. And it was easy for our team.”

Ben Doyle

Chief Information Officer, ATN International

Headquartered in Massachusetts, ATN International provides digital infrastructure and communications services in the U.S. and global locations, with a focus on underserved rural and remote markets. Key services include high-speed internet and data, fixed and mobile wireless, video and voice, and communications services for carriers and large enterprises. These are delivered through operating companies based in the Southwest U.S., Alaska and the Caribbean.

To better serve its customers while improving efficiency and cost-effectiveness, ATN is modernizing its infrastructure and implementing a multicloud strategy by design.

ATN's cloud environment has grown dramatically in recent years. This includes a significant Microsoft Azure footprint with Archive360 email archiving and Tableau analytics, plus a Snowflake data warehouse. In addition, ATN hosts numerous web applications using AWS including video on demand; an innovative digital wallet; and extract, transform and load (ETL) processes.

“We wanted to invest in a hyperconverged solution that gives us modern tools such as VMware Cloud Foundation and a full software-defined data center tool set,” says Ben Doyle, chief information officer at ATN International. “We selected Dell APEX Hybrid Cloud to manage our on-premises and public multicloud environment in a seamless, unified way.”

Evolving clouds, lowering costs

Telecommunications is a capital-driven business. ATN spends millions of dollars annually building out more communications infrastructure to support its existing customers, add new ones and deliver IT services.

“With APEX Hybrid Cloud, we can consume what we need in a subscription-based, on-demand model that ensures predictable lower costs,” Doyle remarks. “In addition, APEX relies on an OpEx rather than a CapEx model to free up capital — a big benefit in our very capital-intensive industry.”

He continues, “We stood up the Dell APEX solution quickly. We moved 70% of our infrastructure to it in under three months. And it was easy for our team.”



Provides more time for high-value customer projects.



“With the APEX Console, we can readily provision new capacity or nodes and manage the health of our APEX environment.”

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ATN also likes the staff time-savings that can be reinvested in high-value needs. “The solution lets us optimize our IT environment and get insights into our existing VMware workloads,” notes Doyle. “APEX Hybrid Cloud has allowed us to reduce the cost of supporting applications and workloads by approximately 20%.”

Maintaining total control

A key element in delivering the simplicity and control ATN needs is the Dell APEX Console, which makes it easy to configure the solution and obtain support when required.

“The Console has a great set of capabilities that we love,” Doyle comments. “With the APEX Console, we can readily provision new capacity or nodes and manage the health of our APEX environment. It’s a real value-add from Dell Technologies.”

He concludes, “Our experience with the APEX Console has been fantastic. It has helped us accelerate our journey to the cloud. We look forward to working with Dell Technologies to further expand our cloud footprint with security, reliability and resilience as we go forward.”