







Software developers crack the code to performance and sustainability

INVARIS refreshes client devices regularly with Dell Technologies cost effectively and sustainably.

Business needs

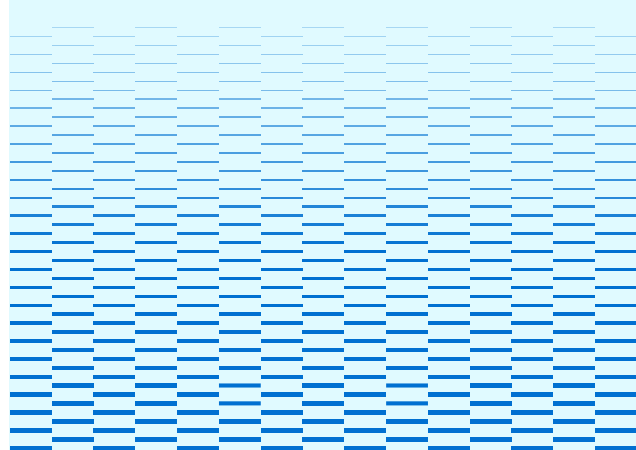
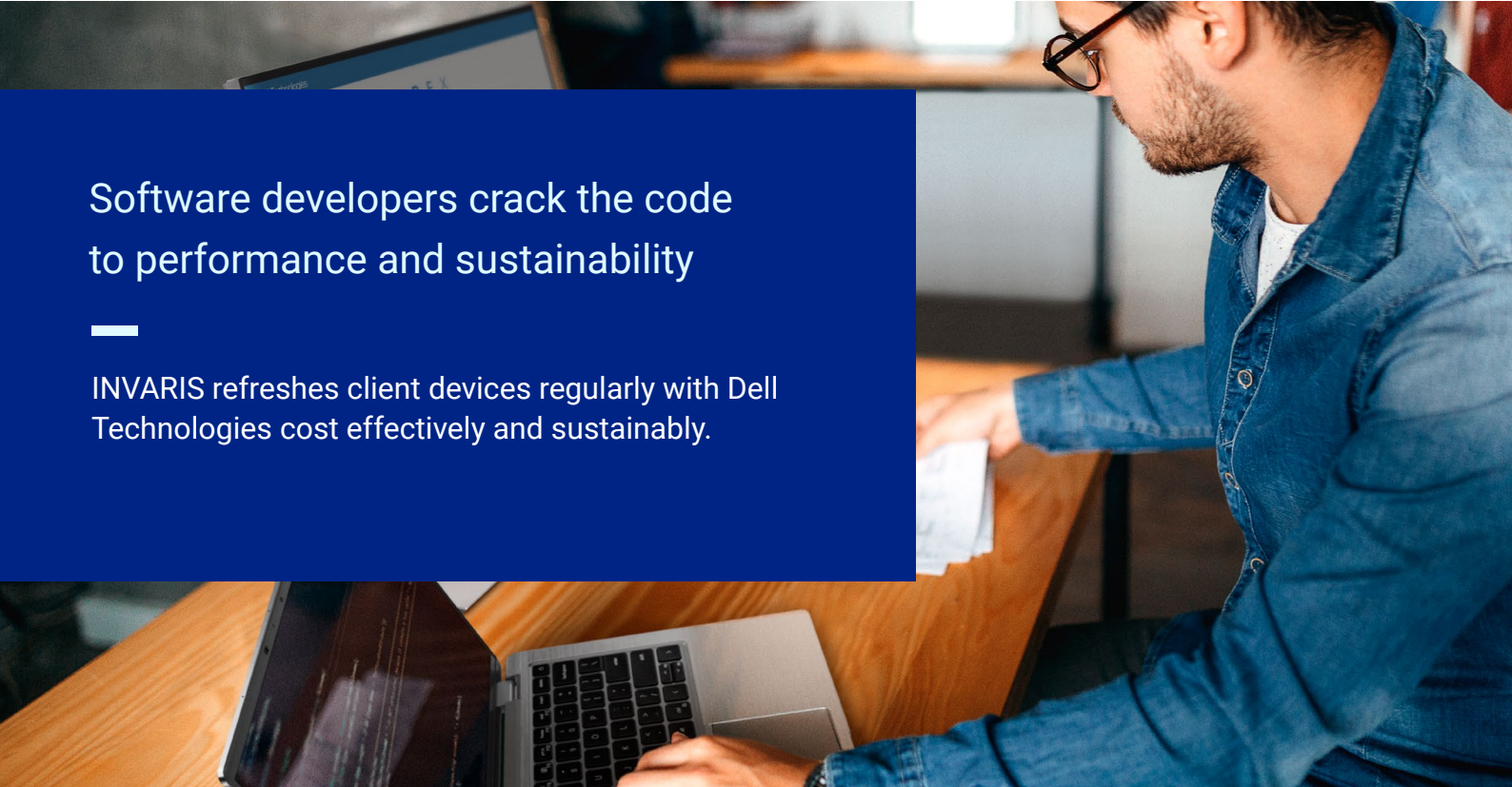
When INVARIS started to identify new business opportunities, it began hiring more personnel to help drive growth. The company wanted to make sure staff always had devices running at peak performance and that old devices were replaced in a sustainable way. It looked for a solution that could deliver these aims and help IT stay on the right side of its budget.

Business results

-  IT cost savings support business expansion plans.
-  Maximizes the productivity of staff with latest-generation devices.
-  Ensures regular refresh cycles remain within the IT budget.
-  Streamlines deployment with professional support services.
-  Supports easier recruitment and personnel retention.
-  Aligns client rollouts with company sustainability goals.

Solutions at a glance

- [Dell APEX PC-as-a-Service](#)
- [Dell Asset Recovery Services](#)
- [Dell Latitude notebooks](#)
- [Dell Precision workstations](#)
- [Dell ProDeploy](#)



Continued digitisation across the business world has created new opportunities for software developers to grow their markets. Across the globe, organisations are looking for applications that can help them work smarter and more efficiently. But to expand successfully – in a world increasingly concerned about sustainability – software companies, just like other businesses, need to reconsider how they buy, refresh and recycle the technology their team members rely on.

Austria-based INVARIS is a software manufacturer focused on Customer Communication Management (CCM) systems. With demand for CCM technology on the rise, INVARIS is looking to drive growth across Europe as well as the Middle East and South Africa. The company is hiring new staff to increase sales, open new opportunities and expand a successful partner program.

Refresh devices sustainably

The company was looking for a solution that would allow it to provide a growing number of employees with devices to work reliably and securely from different locations. Moreover, it wanted to be able to refresh those devices on a regular basis in a cost-effective and sustainable way.

To achieve its plans, INVARIS chose Dell APEX PC-as-a-Service (Dell APEX PCaaS). Dell APEX PCaaS meant the company could plan for regular refresh cycles, reduce spend on new devices and remove the burden of disposing old technology. Plus, the solution was from Dell Technologies, and the company had been using servers, storage and switches from Dell Technologies for years. Franz Guszich, CEO of INVARIS, says, “We saw that Dell APEX PCaaS could help us reduce our IT costs while ensuring we always had up-to date technology on our desktops for team members.”

Gaining the best tools

Working with Dell Technologies, INVARIS chose the right Latitude notebooks and Precision workstations for staff and began rolling out technology under the Dell APEX PCaaS solution, with the support of the Dell ProDeploy Deployment Team. Team members now have the tools to deliver the company’s expansion plans, and INVARIS has a financing solution to pay for the implementation and subsequent refresh cycles cost-effectively and within budget.

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Guszich says, “We have been able to give our employees the latest and most efficient client devices without an increase in our costs. In addition, personnel aren’t disrupted if there are any problems with the devices because the service options in Dell APEX PCaaS mean that any issues are resolved quickly.”

Productivity and planet protection

Moving forward, the business can ensure its staff is using technology that is at peak performance to maximize their productivity. Plus, thanks to Dell Asset Recovery Services, the company has peace of mind knowing that its old devices will be disposed of sustainably, with components recycled and reused where possible to support the circular economy. Guszich concludes, “Sustainability is essential to INVARIS, so it’s great to see the advances Dell Technologies has made in manufacturing and the use of new technologies to support our goals.”

[Learn More About Dell APEX PCaaS.](#)

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