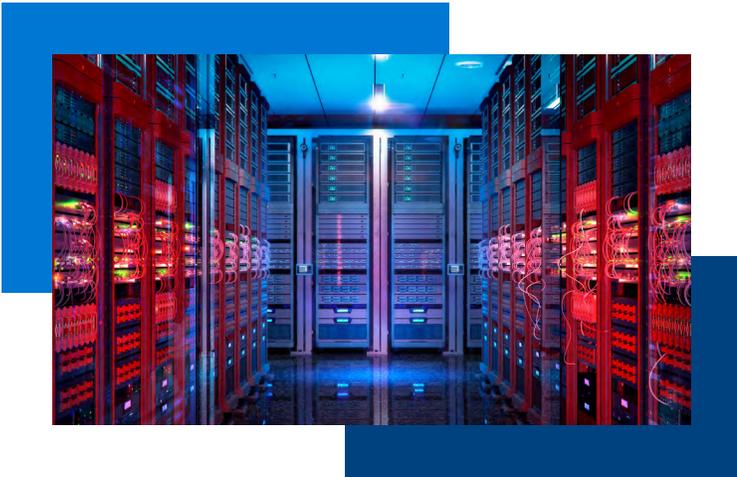


Driving Maximum Value for IT Investments

Atea upgrades IT infrastructure to offer high performance and flexibility, saving time and maintaining a competitive edge.



Customer profile

ATEA

IT | Norway



“Across many key industries, performance is of great importance, making Dell’s PowerStore all-NVMe architecture a key requirement for our customers.”

Jonas Emilsson
Atea Lead Architect

Business needs

Atea, the leading provider of IT infrastructure solutions in Northern Europe, needed a modern, scalable storage solution. By leveraging Dell PowerStore, Atea helps customers achieve high-speed performance, ease of use, and data reduction while cutting time to market.

Business results

- Improved system performance
- Reduced power consumption
- Higher levels of scalability & availability
- Simplified implementations

Solutions at a glance

- [Dell PowerStore](#)
- [Dell VxRail](#)

As the leading provider of IT infrastructure solutions in Northern Europe, Atea operates in 85 cities with more than 7,500 employees, and has won numerous recognitions for their efforts within sustainability, including a ranking as the world's most sustainable company (2022) in the IT Services Division by Corporate Knights, a globally respected research and media company.

Atea's stated company mission is to help their customers solve problems and get maximum value from their IT investments. To fully support and future-proof this mission together with its customers, Atea decided to upgrade its own IT infrastructure. Atea chose Dell PowerStore for a more scalable, high-performance solution that would provide better availability, ease of use and reliability. And, with the addition of PowerStore to its list of solutions, Atea now brings these same business benefits to its customers.

Delivering Increased Performance and Energy Efficiency

In its drive to deliver significant customer value & ROI, Atea knew that it could deliver the competitive advantages of peak performance and energy efficiency via PowerStore's modern, all-NVMe architecture. This architecture improves input/output operations per second and data reduction features that increase the quantity of data stored per watt.

"Across many of the key industries we serve, performance and sustainability are of great importance. This makes the all-NVMe architecture of Dell PowerStore and its enhanced energy efficiency key to meeting our customers' requirements," observes Jonas Emilsson, Atea Lead Architect.

Adapting to Changing Customer Needs

Offering a complete range of hardware, software and services, Atea works with its customers to manage the growth and complexity of their IT operations. To continue to achieve its objectives across industries and organizations, Atea must stay at



"Dell PowerStore enables availability and scalability in terms of technology and in terms of how our customers are applying it to their market."

Jonas Emilsson
Atea Lead Architect



the forefront of the latest technologies for mobility, collaboration and analytics.

An upgrade to Dell PowerStore from a legacy platform proved to be the cutting-edge, competitive solution Atea customers needed. The technology has the ability to scale up and out—with intelligent load balancing to make expansion easy.

“Dell PowerStore enables expansion, availability, efficiency and scalability in terms of technology, of course, but also in terms of how our customers are applying the technology to their markets. Our customers benefit from being able to use, for example, containers and virtualization, as well as the overall improved availability of the platform,” Emilsson says.

Dynamic AppsON solution with VxRail

Atea also leverages Dell’s Dynamic AppsON solution which combines PowerStore with Dell’s VxRail hyperconverged (HCI) platform. Simply put, it brings together the best of both solutions.

“One of the things that is great about working with Dell is its broad portfolio of integrated solutions. For instance, our customers can

now leverage the new Dynamic AppsON solution. It helps HCI customers scale storage and compute independently for maximum flexibility. They get single-pane-of-glass management through vCenter, plus automated lifecycle management across the entire solution – all delivered with PowerStore’s enterprise-class storage services. That’s not the kind of integrated value you can get from other vendors,” states Emilsson.

Easing Implementation, Simplifying Management

Since Dell PowerStore can configure all services automatically, Atea consultants enjoy the simplified implementation and quick configuration of Dell PowerStore technology, delivering faster customer results.

From the customer viewpoint, users spend less time managing the system, leaving more time to focus on strategic functions and business objectives, solving problems and reaching maximum productivity quickly.

“I think our entire customer base is appreciative of the fact that, via Dell Technologies, both the implementation and time to market have been reduced so they can quickly move into production supported by a stable environment,” Emilsson shares. “As our partner, Dell Technologies is helping us better help our customers.”

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