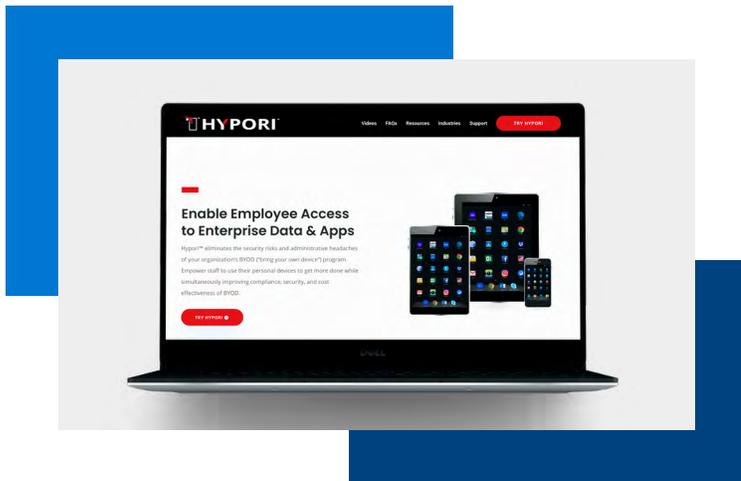


Mobile solution designed for security

Hypori collaborates with Dell Technologies OEM Solutions to engineer a complete, client-ready solution for mobile communications with strict security requirements.



Business needs

Hypori, a software-only solution, required properly engineered hardware so clients could implement secure communications without having to resolve complex technical issues on their own.

Business results

- Provides access to technical and federal-sector expertise.
- Opens a path for evolving an already successful solution.
- Designs a standard product to support specific technical and security requirements.
- Increases visibility with federal clients and other prospects.

Customer profile



Information Technology | United States



“When we say that Hypori is Powered by Dell Technologies, this more than anything else helps us introduce the solution into a client’s environment.”

Sebastian Shahvandi

Chief Revenue Officer, Hypori

Solutions at a glance

[Dell Technologies OEM Solutions](#)

- [Dell VxRail appliance](#)
- [Dell PowerEdge servers](#)
- [Dell PowerScale storage](#)
- [Dell PowerSwitch Networking switches](#)



Enhances
solution
scalability and
robustness.

Creating a hyperconverged, scalable infrastructure

Together, the Hypori and OEM Solutions teams determined that a properly designed and engineered version of the Dell VxRail G560 hyperconverged infrastructure appliance could best meet Hypori's technical requirements and those of its customers. Refining the VxRail G560 to enable secure communications with Hypori was one of the most important design decisions in the engagement. Shahvandi explains, "It's not possible to simply purchase standard products to effectively run Hypori. It took intense collaboration between us and Dell Technologies to optimize and configure the VxRail G560 appliance for our solution. The team continued to work with us until we had something that would truly fit Hypori workloads and our clients' requirements."

The small size of the VxRail G560 is essential when the appliance is installed in data centers. "You grow and scale through small data center footprints," says Spencer. "Four VxRail G560 devices fit into one 2U chassis, which saves a lot of space."

For Hypori clients with large organizations, Dell PowerScale storage provides extensibility beyond 1,000 mobile users. Shahvandi explains, "Clients gain a scalable, cost-effective solution with the Dell VxRail G560 management and the Dell PowerEdge C6420 compute appliance together with Dell Isilon H600 storage nodes and Dell PowerSwitch S4148f-ON 10GbE switches to connect it to their networks. We can deliver Hypori to them in full confidence that they can add users without any issues."

Delivering solid value and continuous innovation

Because Hypori had access to the Dell Technologies roadmap, the company had an early view of potential innovations being developed at Dell Technologies. Looking toward the future, Hypori is already engaging OEM Solutions to begin designing a denser, higher-performing, next-generation Hypori solution. Shahvandi says, "To evolve Hypori, we work with Dell Technologies engineers to perform configurations, modifications, and testing until we have a solution that's faster, costs less and has an even smaller footprint."

Prospects and clients appreciate the stability and global presence of Dell Technologies with its large portfolio of solutions, secure supply chain and global support services. Shahvandi says, "When we say that Hypori is powered by Dell Technologies, this more than anything else helps us introduce the solution into a client's environment."



"If our clients or our company have a problem, Dell Technologies has a problem. There's no ego involved, just pure collaboration. That means a lot to me."

Sidney Spencer

Director of Operations and
Support, Hypori



“To evolve Hypori, we work with Dell Technologies engineers to perform configurations, modifications and testing.”

Sebastian Shahvandi
Chief Revenue Officer, Hypori



Increasing visibility and market reach

Hypori aims to grow in the federal market and also meet the secure communications requirements of companies that interact with federal agencies or have similarly stringent security standards. The need for secure communications is increasing as more organizations are enabling employees to work remotely.

Recently, Hypori was awarded a \$43 million Small Business Innovation Research Phase III (SBIR III) contract with the U.S. Department of the Interior. This contract allows for any division of the Department of Defense to purchase the Hypori solution to ensure separation of personal data and government data. Up to that amount, federal agencies will be able to acquire licenses for their internal use without having to go through a new approval process. “Many competitors might try to secure a large contract like the one we won,” says Shahvandi. “We are quickly garnering greater exposure in the federal government to showcase how agencies can benefit from Hypori now.”

For Hypori, the design collaboration with Dell Technologies will remain a core element of the business. “At Hypori, we deal with many different vendors,” Shahvandi concludes. “The unique relationships we have developed with people in the OEM Solutions division are most valuable to me. We can always trust each other to work together toward the shared goal of serving clients.”

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