

# Cegal builds global IT services business with sustainable technology lifecycle solution

Dell Technology Rotation supports sustainability goals whilst enabling Cegal to access the latest storage technologies and grow their business.



## Business needs

Cegal is an IT services company specializing in energy and security. They offer software, consulting and cloud solutions from Norway to customers in eight countries. They aim to be a technology powerhouse for the energy industry and a contributor to the transition to sustainable energy. They needed an equally sustainable approach to IT investment that would allow for international expansion.

## Business results



A sustainable IT lifecycle model contributes to a greener future.



Flexible finance enables Cegal to align expenditure with revenues.



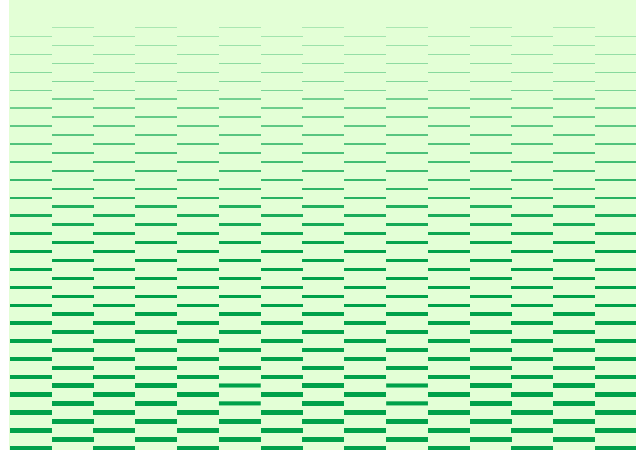
Robust storage supports business goal to protect customer data.



Dell Technology Rotation provides access to current state storage technologies.

## Solutions at a glance

- [Technology Rotation](#)
- [PowerScale storage](#)
- [Data Domain data protection](#)
- [Latitude and Precision clients](#)
- [PowerEdge servers](#)



Headquartered in Stavanger, Norway, Cegal was established in 2000 to provide IT and consulting services to regional oil and gas companies. It now have 950 employees and 800 customers worldwide and is dedicated to helping the energy sector migrate from fossil fuels to green sources.

From the outset, Cegal sought to instil sustainability across its own business whilst providing greener solutions to customers needing to demonstrate progress to their own stakeholders.

Lars Bjørnar Jøssang, procurement manager at Cegal, explains, "If you can show yourself as a sustainable company with the right values, you're more attractive to new clients and employees."

## Flexible finance, sustainable tech

Cegal chose to work with Dell Technologies when selecting a storage provider and agreed a series of flexible four year Dell Technology Rotation contracts to finance PowerScale platforms.

They have four hour mission critical support on all of their PowerScale units to ensure they have systems up and running as close to 100% as possible. Dell Technology Rotation allows Cegal to pay for storage over time, as well as regularly renewing technology, which is then recycled and reused.

Flexible finance payments spread over four years enable Cegal to balance incoming and outgoing costs, whilst also allowing them to access current state storage technologies.

"We want to be asset light so we're looking at making more investments with an OpEx model rather than a CapEx model. It definitely brings advantages to a business like ours," says Kjetil Anundsen, director of group finance at Cegal.

The fact that Cegal can rotate storage and data protection platforms every four years means the company always has the latest technology to store and protect valuable and mission critical customer data.

Jøssang adds, "It was a differentiator for us that Dell Technologies had a programme that allowed us to return equipment for refurbishment when it's no longer in use. This way, we know that we've reduced waste and that components are reused."

**"We want to be as asset light as possible, so we're looking at making more investments with an OpEx model rather than a CapEx model. It definitely brings advantages to a business like ours."**

**Kjetil Anundsen,**  
Director of Group Finance

## A growing relationship

As well as investing in Dell Latitude and Precision client devices, Cegal has agreed a new four-year Framework Agreement for VxRail Hyperconverged Infrastructure to support further business growth. Such an agreement allows the customer to purchase equipment over, for example, a three-month period and gather it into one lease schedule after the three months.

Dell Technologies demonstrates transparency in the future of its technology, which helps Cegal develop solutions for its own customers. "The Dell Technologies brand is well known," Jøssang concludes. "This, together with flexible pricing and sustainability, make them a great partner for us and our growing business."

[Learn More About Dell Technologies Solutions.](#)

Connect on Social.



**DELL**Technologies

Payment solutions provided to qualified commercial customers by Dell Financial Services through Dell Technologies group companies or authorized business partners. Solutions may be changed without notice and are subject to product availability, eligibility, credit approval, acceptable documentation and local applicable law. Some solutions, including end of term purchase options, may not be available or may vary by country. Within the EU, the EEA, the UK and Switzerland certain solutions are provided by Dell Bank International d.a.c. and its local branches, including by Dell Bank International d.a.c Sucursal en España in Spain. Dell Bank International d.a.c. is regulated by the Central Bank of Ireland. Dell Technologies and Dell logos are trademarks of Dell Inc.