

Helping seize emerging business opportunities

Verne Global Finland is a Data Center company providing Infrastructure-as-a-Service and hybrid cloud solutions while protecting cash flow with Dell Financial Services.

Business needs

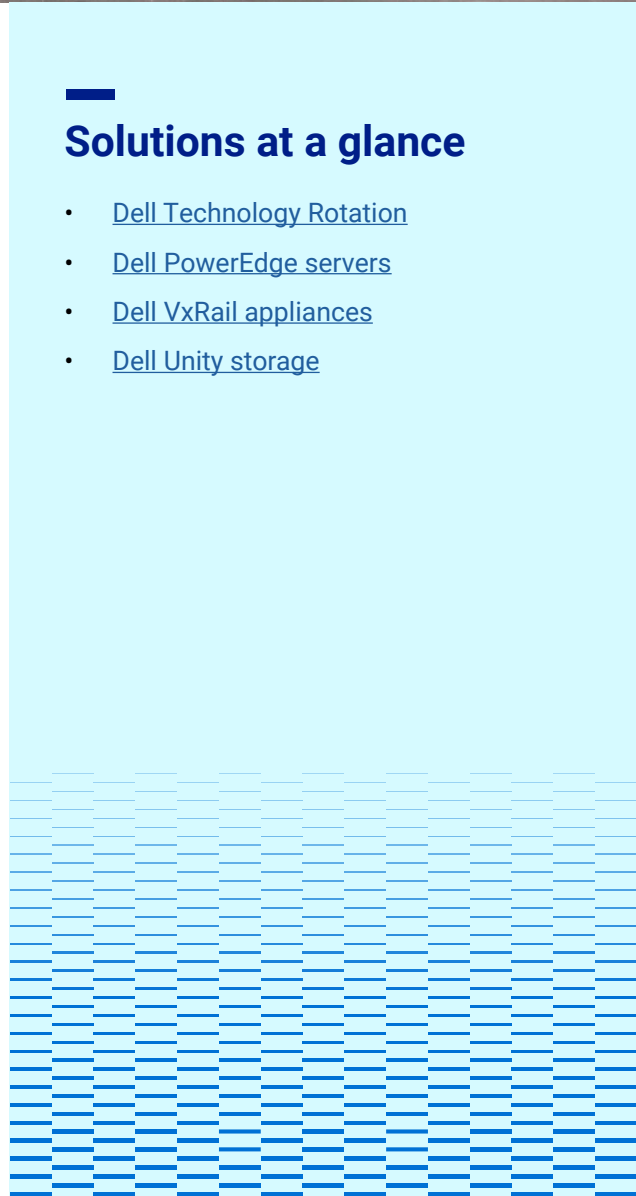
With customer demands changing rapidly, Verne Global Finland needed a solution that enabled it to respond quickly through a choice of innovative IT solutions that also protected cash flow. It looked for a sustainable solution that allowed it to rotate technology on a regular basis to have modern and secure infrastructure without significant management expenses.

Business results

-  **Helps customers accelerate digital transformation strategies.**
-  **Provides flexible solution to drive service innovation.**
-  **Protects cash flow for growing business.**
-  **Reduces management costs by 15%.**
-  **Lowers total cost of usage by up to 10%.**
-  **Enables sustainable approach to technology rotation.**

Solutions at a glance

- [Dell Technology Rotation](#)
- [Dell PowerEdge servers](#)
- [Dell VxRail appliances](#)
- [Dell Unity storage](#)





Lowers total cost of usage by up to 10%.

Verne Global Finland provides cloud and colocation services via its three data centres. It's helping customers accelerate business transformation through cloud-based services that give them more flexible, easy-to-manage infrastructures.

How to bring control to changeability?

The challenge for Verne Global Finland was scaling the data centres to quickly meet changing customer requirements. As Kim Gunnelius, Head of Finland, Managing Director, explains, the company often had little time to add capacity. "You can't ask clients to wait," he says, "Sometimes everything has to be up and running in days."

Verne Global Finland looked to scale its data centre capabilities at speed, in a way that allowed it to align predictable IT costs at the lowest possible total cost of usage with cash flow. Moreover, because Verne Global Finland is committed to the environment, using 100% renewable energy to power its data centres in Finland, it wanted a solution that environmentally sustainable .

A solution that meets current and future needs

To achieve its goals, Verne Global Finland turned to Dell Financial Services (DFS), which proposed a flexible Pay As You Go payment solution called Technology Rotation. It wasn't the first time that Verne Global Finland had worked with DFS. "We've always had a good relationship with DFS because it understands the needs we face as a growing business – giving us the flexibility to meet our customers' requirements within our budgets," says Gunnelius.

The Technology Rotation solution provides Verne Global Finland with the opportunity to scale its operations with solutions, such as Dell VxRail appliances, Dell PowerEdge servers and Dell Unity storage, while controlling costs and optimising resources. It removed roadblocks and delays that could extend the time-to-scale infrastructures for clients. "The faster we grow, the more technology we need; yet we have to stick to our budget," states Kim Gunnelius, Head of Finland, Managing Director. "Dell Financial Services helps us manage our cashflow successfully – it's like the fuel we use to grow the business." It also gives Gunnelius peace of mind because he knows that Dell Technologies will handle it responsibly, in a way that aligns with Verne Global's own sustainability goals.

Reduces administration costs by 15%

With Technology Rotation, Verne Global Finland made immediate savings of 15% thanks to the reduction in administration time to get the financing in place. With its Master Lease Agreement (MLA) making ongoing procurement simple and Verne Global's financial system integrated with the myDFS.com portal, invoicing and status checks are simplified. "Our salespeople don't have to think about anything other than serving our customers," says Gunnelius. "They call DFS and the financing agreement is done. We just focus on sales."



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Kim Gunnelius,
Head of Finland, Managing Director

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Head of Finland, Managing Director



Lowers total cost of usage by up to 10% over solution lifetime

Employee productivity is increasing as a result of automation and energy efficiency is growing thanks to Technology Rotation, allowing the company to refresh IT every three years instead of every five. Says Gunnelius, “We gain cost reductions up to 10% [in the total cost of usage] over the lifetime of the hardware through Technology Rotation from Dell Technologies because we can optimise its rotation.”

Delivers service excellence with state-of-the-art IT

The flexibility of Technology Rotation supports innovation. As a result, Verne Global Finland was able to launch a cloud shared storage option without the expense of building large storage capacity upfront.

“By having a competitive and predictable payment solution from Dell Technologies in place, we could start small and grow the infrastructure as more customers come on board,” says Gunnelius. “This allows us to balance outgoings with income and ensure a profitable service.”

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