

How Constor Solutions is Accelerating Customer IT Transformations

Constor Solutions, a Dell Technologies partner, helps customers elevate business outcomes via consumption-based technology.



Business needs

Constor Solutions, a multi-awarding winning Dell Technologies IT solutions provider, equips customers with the best technology possible. Constor Solutions delivers measurable bottom line results through consumable IT solutions as customers digitally transform existing IT operations.

Business results

Constor Solutions helps customers to:

- Save 200% in operating costs with hybrid cloud vs. cloud-first
- Control costs via a consumption model
- Gain the agility to better manage new workloads
- Acquire near real-time access to buffer capacity if needed
- Scale seamlessly with business growth
- Use technology solutions tailored to specific business needs
- Simplify IT infrastructure for streamlined operations
- Decrease IT management resources

Customer profile



Technology Services | United Kingdom



“A key benefit of APEX Flex on Demand is cost and the advantage of having a solution that is bigger than it is onsite but not having to pay for it.”

Foiz Ahmed

Sales Director of Constor Solutions

Solutions at a glance

- [Dell APEX Flex on Demand](#)
- [VxRail](#)

Constor Solutions is an IT consultancy and infrastructure solutions provider headquartered in the UK. Constor Solutions' purpose is to transform IT infrastructure and help catalyze better business outcomes across businesses large and small. Constor Solutions partners with Dell Technologies to provide best-in-class technology such as hybrid cloud solutions, hyperconverged infrastructure, virtualized environments, storage, networking, data protection and cyber recovery solutions. One of the ways these solutions can be delivered is via a consumption-based, as-a-service model.

To help enable next-gen business possibilities for customers, Constor Solutions provides the latest technology solutions. A long relationship built on trust with top-notch technology are two reasons why Constor Solutions is a multi-award-winning partner of Dell Technologies.

A recent IT transformation at NG Bailey, using Dell Technology APEX Flex on Demand** for VxRail, helped decrease infrastructure related support calls by 75%, reduce the data center footprint by 50% and minimize IT restore time from 8 hours to 30 minutes.

Customer-centricity

With an unwavering focus on customer needs, Constor Solutions helps each customer get the most out of their IT infrastructure. The engagement model starts with understanding each customer's pain points by asking key questions such as:

- What IT solutions and infrastructure do you have?
- What are your future business plans/needs?
- What are you trying to achieve with your IT transformation?
- What are your desired business outcomes?

Once a clear understanding of customer needs is established, Constor Solutions makes a technology recommendation built upon a customer's goals. Through the vast Dell Technologies portfolio, Constor Solutions has the flexibility to meet the needs of diverse organizations with different types of applications and devices.



“On average, hybrid cloud solutions are 200% less costly to run on-prem than in the cloud.”

Suman Ramesh Babu

Founder and Technical Director
of Constor Solutions

The power of the consumption model

For NG Bailey, APEX Flex on Demand provided the ability to procure a solution that they needed five years out. However, they got that solution to use from day one while only paying for what is actually used and having buffer capacity to manage dips and spikes in demand. And the technology's flexibility will grow with NG Bailey's needs for the next five years.



Cloud first is great, but hybrid is better

Many Constor Solutions customers start with a cloud-first strategy. Upon deeper discovery, most customers really need a hybrid environment so they can go to the cloud when and if required, while also having the flexibility of on-site operations. Consequently, Dell Technologies APEX Flex on Demand is an ideal solution.

An important aspect of a hybrid cloud is application integration. Certain applications cannot run in the cloud, which requires an on-prem infrastructure and application integration with databases. "We find that everybody understands cloud; everybody wants flexibility; everyone wants a consumption model. APEX Flex on Demand provides all of that in an on-premises-based cloud hybrid solution, delivering flexibility in capacity, simple use and maintenance, and cost control via an OpEx-like model," says Foiz Ahmed, Sales Director of Constor Solutions.

"When customers move to the hybrid model, they understand the significance of eliminating egress and ingress costs. This makes APEX Flex on Demand a lower-cost solution. In our experience, hybrid cloud solutions are, on average, about 200% less costly to run on-prem than in the cloud," shares Suman Ramesh Babu, Founder and Technical Director of Constor Solutions. "In the case of NG Bailey, we showed that the flexibility and cost savings of moving on-prem with APEX Flex on Demand were so great that the justification could be built solely upon those levers."



"Critical data security is a top concern. With APEX Flex on Demand, critical data is located in the on-prem solution, so it's secure."

Suman Ramesh Babu

Founder and Technical Director
of Constor Solutions

For Constor Solutions, one of the most common customer use cases for APEX Flex on Demand involves critical data. Data is key to business and requires increasing levels of security. Customers do not want to put that critical data into the cloud. With APEX Flex on Demand, the critical data is located in the on-prem solution, so it's secure.

"Beyond security, the three most important things that customers look at are the flexible, OpEx-like payment model for APEX Flex on Demand, the ease of managing it due to the background automation, and the buffer capacity, which provides ready-scalability," comments Babu.

"With APEX Flex on Demand, our customers love having the technology connect to the cloud and be on-site, which they can see, manage and maintain quite easily and effectively. It's less strenuous on their workforce, freeing up people for other business needs," shares Ahmed.

A winning partnership with Dell Technologies

Constor Solutions uses APEX Flex on Demand to give customers simplicity in billing management with automated technology, reporting and management. Agility is provided via buffer capacity available in near real-time. Control is inherently built into the system, where customers can control spending. These three factors help accelerate business outcomes.

As a leading Dell Technologies partner, Constor Solutions shares the mission of driving human progress. "We're a Dell Technologies Platinum Partner. Our awards are based around our service delivery, professional services and the technical qualifications that we hold with Dell Technologies, providing us the best technology in the industry," states Ahmed.



"We believe in Dell Technologies. We work hand-in-hand with Dell Technologies. We determine what the customer needs from a technology standpoint and rely on Dell Technologies for an extensive portfolio of solutions, especially the managed services, backup services and sector-specific solutions that we can then provide to our customers. And our in-house managed infrastructure services are based on Dell Technologies, we use exactly what we recommend to our customers," says Babu. "I would like to continue our partnership for years to come."

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