



Building smarter ways to work and grow

As the leader in IT infrastructure for businesses and public-sector organizations in the Nordics and Baltics, Atea wanted to provide customers with greater agility and efficiency and a better ROI

ATEA

Technology

Nordics/Baltics

Business needs

Over the past several years, many organizations have turned to a software-defined data center to deliver enterprise-grade services with self-driving operations and automation and enhanced lifecycle management. Atea chose a hyperconverged infrastructure and hybrid cloud platform to meet the business demands of its customers.

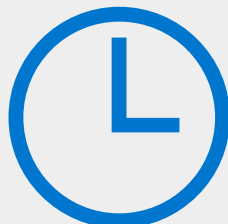
Solutions at a glance

- [Dell EMC VxRail](#)
- [VMware vSphere](#)
- [VMware Cloud Foundation](#)
- [VMware PKS](#)

Business results

- Provides agility and efficiency in delivering end-user services
- Solutions such as medical records updated in a fraction of the time
- Saved up to millions of Swedish kronor for one hospital customer
- Maximizes ROI by replacing aging on-premises IT infrastructure
- Enhances agility in delivering modern, containerized software

Shortened updates from **Weeks** to **Hours**



Saved up to **Millions** of Swedish kronor



Atea provides innovative IT infrastructure solutions to organizations in seven countries: Norway, Sweden, Denmark, Finland, Lithuania, Latvia and Estonia. With 7,400 employees plus 4,000 consultants, the company acts as a reseller, systems integrator and service provider. Atea's team of specialists have the skills and technical certifications to design, implement and operate systems for the most complex business and technical requirements.

The company started working with Dell Technologies in 2006 and since that time has built a top-tier partnership—relying on Dell and Dell EMC for many of the solutions it delivers.

Rise of software-defined data centers

Dell EMC was one of the early pioneers of hyperconverged infrastructure appliances that deliver compute, storage, networking and management at the core of the software-defined data center (SDDC). With the introduction of the next-generation Dell EMC VxRail, SDDC solutions have experienced exponential growth across the Nordics and Baltics, enabling organizations to meet changing user demands at the speed of business—efficiently and cost-effectively.

“Dell EMC VxRail and the VMware Cloud Foundation are essential building blocks for our customers’ self-driving data centers,” says Jonas Emilsson, concept manager for the hybrid platforms division at Atea. “They provide the perfect data center in a box.”

For example, an academic hospital in the Uppsala region near Stockholm, Sweden, turned to Atea for an SDDC solution that provides greater automation and control over digital services for medical personnel and support staff. This includes a state-of-the-art electronic medical journaling system, which needs frequent, highly time-consuming upgrades.

“VxRail and VMware Cloud Foundation have been game changers for the hospital customer—shortening service upgrade lead times from weeks to hours,” Emilsson remarks. “This has saved the hospital hundreds of thousands, and possibly millions of Swedish kronor, on the rollout of the medical journaling system alone.”

Another Atea customer in the public sector has seen similar benefits with improved efficiency and better support for users, so the agency can provide needed services 24 hours a day, rather than just from eight to five.

Maximizing the return on investment

Atea is most often asked to deploy SDDC solutions when a customer is nearing the end of the lifecycle for its existing IT infrastructure.

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Maximizes
ROI
for customers



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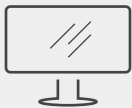
“The best outcome in terms of maximizing ROI is when we do a lift and switch, replacing the old technology infrastructure with the new VxRail and VMware Cloud Foundation,” explains Emilsson. “Then we can just migrate the old workload to the new platform. But lately, we’ve been seeing more customers with VxRail hyperconverged appliances in place who want to add to their existing platform.”

Leveraging hybrid cloud environments

Atea is also helping its customers in developing software for hybrid cloud environments. In partnership with VMware and Pivotal Software, both a part of the Dell Technologies family, VMware PKS is offered to deploy and run containerized workloads across private and public clouds with streamlined delivery, exceptional scalability and reliability, and built-in security.

“VMware PKS is ideal for customers that want to adopt a modern container-based software strategy to enhance agility as part of their shift away from a strictly on-premises perspective to multi-cloud—while using a common framework to do that,” Emilsson comments.

He continues, “VxRail truly enables the SDDC. We love the features, functionality and scalability of VxRail together with the VMware Cloud Foundation—with software at the center of everything, from virtualized computing to storage. We look forward to growing together with Dell Technologies.”



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