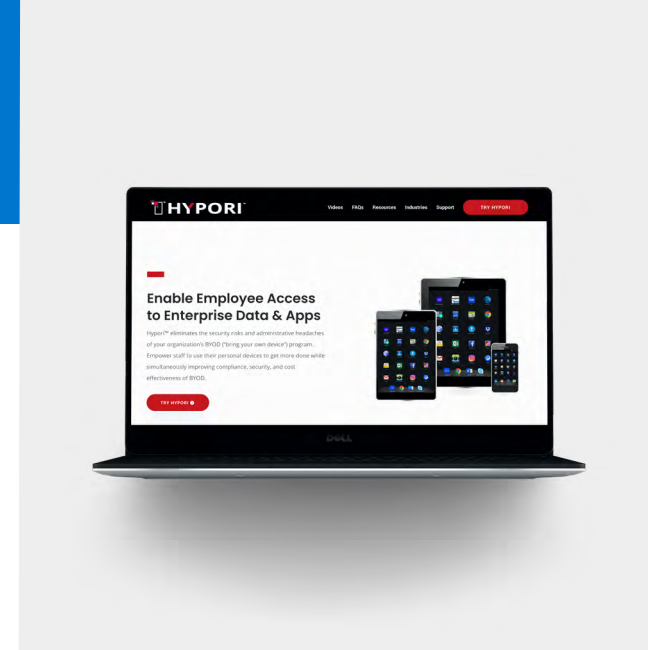


## Mobile solution designed for security

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



Information Technology

United States

## 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.

## Solutions at a glance

### Dell Technologies Design Solutions

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

## 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

**Enhances**  
solution scalability  
and robustness



**Increases**  
**visibility**  
with federal clients  
and other prospects



Hypori serves U.S. military and federal clients with communications and information technologies and services. It is a wholly owned subsidiary of Intelligent Waves, a service-disabled veteran-owned small business. Many of its clients have a need for secure mobile communications among their agents in the field as well as between them and agency office locations. Conventional mobile device management (MDM) technology is limited, especially when agencies want to implement bring-your-own-device policies. When sensitive data on mobile phones needs to be remotely erased, the users' own valuable information and files are usually lost in the process. Adversarial relationships, even lawsuits, can result.

## Closing a critical functionality gap

Hypori, a highly secure virtual smartphone solution, addressed this issue by enabling mobile users to access information and applications without removing data from agency systems or copying it to their phones. The solution made it possible for field agents to use their own devices without incurring a security risk. But Hypori had to address one shortcoming. As a software-only product at the time, Hypori required clients to configure their own hardware, which was not always successful. It needed specifically designed server technology that would offer customers a turnkey solution.

The Hypori Virtual Mobility group decided to work with Dell Technologies Design Solutions to resolve the Hypori hardware challenge and engineer a single solution their customers could easily deploy. Sebastian Shahvandi, chief revenue officer at Hypori, says, "As a reseller to the Department of Defense and other federal entities, we already had a great relationship with Dell Technologies. It made sense for us to engage with a company we trust and use its OEM model to fuel our growth."

## Collaboration made closer by shared values

Hypori began working with the Dell Technologies Design Solutions team that focuses on the federal government, taking advantage of the expertise of engineers, program managers and other federal market specialists on the team. "We had planning sessions and technology deep dives to exchange ideas on how we could address client concerns about secure communications with Hypori," Shahvandi says. "Our collaborators shared

Dell Technologies product roadmaps so we could see what infrastructure had the most promise as we engineered our solution."

Shared values were especially important as the relationship between the two organizations formed. Sidney Spencer, director of operations and support at Hypori, says, "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."

*"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

## Creating a hyperconverged, scalable infrastructure

Together, the Hypori and Design Solutions teams determined that a properly designed and engineered version of the Dell EMC 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."

*“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

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 EMC PowerScale storage provides extensibility beyond 1,000 mobile users. Shahvandi explains, “Clients gain a scalable, cost-effective solution with the Dell EMC VxRail G560 management and the Dell PowerEdge C6420 compute appliance together with PowerScale Dell EMC Isilon H600 storage nodes and Dell EMC PowerSwitch S4148F 10GB 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 has an early view of potential innovations being developed at Dell Technologies. Looking toward the future, Hypori is already engaging Design 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.”

## Increasing visibility and market reach

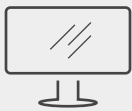
Hypori aims to grow in the federal market and also meet the secure communications requirements of companies that interact with federal agencies or have similarly stringent security standards. The need for secure communications is increasing as more organizations are enabling employees to work remotely.

Recently, Hypori was awarded a \$43 million Small Business Innovation Research Contract (SBIR III) 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 says. "The unique relationships we have developed with people in the Design Solutions division are most valuable to me. We can always trust each other to work together toward the shared goal of serving clients."

*"The unique relationships we have developed with people in the Design Solutions division are most valuable to me."*

Sebastian Shahvandi  
Chief Revenue Officer, Hypori



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