



#### Objective

Replace legacy infrastructure with a new and cost effective platform

#### Approach

Considered offering from existing provider but ran Proof of Concept (PoC) tests on HPE solution thanks to global alliance between Hewlett Packard Enterprise and parent company, Capgemini.

#### IT Matters

- Delivers variable, on-demand capacity
- Includes software-defined storage solutions
- Streamlines server provisioning and reduces operational workloads

#### Business Matters

- Reduced hardware Total Cost of Ownership by 30% through eliminating over-provisioning
- Underpins a business growth forecast of 30% per annum
- Provides the confidence to pursue bigger and more ambitious deals

# Sogeti sees the benefits of a powerful partnership

HPE Flexible Capacity underpins the growing needs of leading BeLux service provider



Leading BeLux service provider Sogeti needed to replace its ageing legacy infrastructure with a flexible, cost-effective solution. HPE Flexible Capacity was the answer and has provided the foundation for a close partnership between the two companies.

## Challenge

### Need for cost-effective flexibility

Sogeti is a technology and engineering services provider offering cutting-edge solutions around testing, mobile, cloud and cyber security, business intelligence and analytics. A wholly-owned subsidiary of leading technology consultant Capgemini, Sogeti brings together more than 25,000 professionals in 15 countries and has a strong presence in over 100 locations in Europe, USA and India.

Headquartered in Brussels, Sogeti BeLux has a staff of 1,100 spread across Belgium and Luxembourg. Its services are offered to a wide range of companies with a specific focus on European Institutions and Financial Services with many banks and insurance companies in its portfolio amongst others.

“With HPE Flexible Capacity we are not obliged to over invest to be sure that we can fulfil the services that we sell. The initial investment is taken by Hewlett Packard Enterprise because the equipment is already installed and we will always have reserve capacity. We just pay for what we consume and that level of flexibility is the main advantage of this solution.”

– Eric de Saqui de Sannes, CEO, Sogeti BeLux

Currently, security represents 5% of the business, testing is 13% and digital services are 38%. However, at 44%, cloud business generates the most revenue and it's growing.

“We do more and more business in the cloud arena, going mainly after Infrastructure-as-a-Service (IaaS) contracts, moving towards Platform-as-a-Service (PaaS) and Software-as-a-Service (SaaS),” explains Sogeti CEO, Eric de Saqui de Sannes. “Cloud is where we see increased appetite from our customers with the emphasis on the hybrid cloud - a mix between private and public cloud that seems to be the right answer for our customers.”

In Belgium, the company provides these services from two data centers at Nossegem, running in active/active mode, with Disaster Recovery (DR) and independent facilities at Zaventem in Belgium, and locations in the Netherlands and Luxembourg. Its plan is to increase availability and security by extending the active/active landscape.

Sogeti has been delivering cloud services and hosting to its clients for more than ten years and at five years-old, its latest infrastructure was nearing end-of-life. New platforms were needed to replace the old equipment and support the strategic swing towards cloud services.

Sogeti wanted a solution that would enable it to become more competitive and win bigger contracts while keeping cash management under control by shifting expenditure from its CAPEX budget to OPEX.

## **Solution**

### **Variable IT consumption**

Hewlett Packard Enterprise and Capgemini have worked side-by-side for more than 20 years so, in the spirit of that alliance, HPE sales started a dialog with Sogeti to see how they could help enforce its value proposition.

As well as considering a solution from its existing provider, Sogeti carried out Proof of Concept (PoC) benchmarking on the HPE ConvergedSystem CS700 platform and HPE 3PAR StoreServ 8000 Storage to ensure that they would meet its requirements from a technical point of view. The equipment passed with flying colors but technology was not the main driver in this deal.

“The availability of HPE Flexible Capacity was a major factor in our decision, in fact it was the most important part because it would enable us to move from CAPEX to OPEX,” says Sogeti's head of cloud services, Koen de Jonghe.



30%

Reduction in hardware  
Total Cost of Ownership

A component of HPE Datacenter Care, HPE Flexible Capacity is a pay-as-you-go solution that runs on hardware located in the users own data center and is billed monthly based on metered usage. Capital is not tied up and capacity does not run out so it's an ideal solution for service providers like Sogeti whose needs can rise and fall in line with business demand. It easily handles surges in demand, enabling the business to get to market faster without wasting capital on unused capacity. Also, because the technology resides in Sogeti's own data center, it maintains control of security, data privacy, compliance and performance.

Sogeti's new landscape consists of two HPE ConvergedSystem CS700 systems. The CS700 is a single converged management platform that is optimized to meet virtualization, hybrid cloud and workplace productivity needs. Sogeti's pre-integrated, pre-configured modular systems have an installed capacity of 26 HPE BL460c Gen9 server blades and include HPE FlexFabric high performance switching. Software-defined storage is provided by two HPE 3PAR StoreServ 8400 Storage solutions delivering 380 TB capacity. Backup is through two HPE MSA 2040 storage arrays and two HPE StoreEver MSL64-80 tape libraries. A comprehensive 24x7 HPE Datacenter Care Contract (DCC) delivers support with reactive four-hour on-site response for hardware issues. The two platforms are located in two separate data centers to provide true redundancy. If one fails, the other seamlessly takes over.

## Benefit

### Transition from CAPEX to OPEX

Thanks to HPE Flexible Capacity, Sogeti has reduced Total Cost of Ownership of its hardware landscape by 30% by eliminating over-provisioning. It currently uses approximately 70% of the system capacity and as part of the Flexible Capacity agreement, and it is forecast that the company will achieve annual growth of 30%.

"Moving from CAPEX to OPEX is important to align our capacity with the offer we make to our clients and the way we provide our services," says Eric de Saqui de Sannes. "All of our clients want to move from CAPEX to OPEX because they get much more flexibility and have the possibility to lower costs. We need to align with this to be able to provide the best offer at the best price. By having that flexibility there is obviously less impact on our customers compared to a solution where we would offer a minimum consumption with much less flexibility.

"When you are in a CAPEX mode you always need to justify every purchase decision and to go through procurement and approval processes which take time and energy. HPE Flexible Capacity enables you to grow your costs as your business increases and you don't need to purchase one-shot materials, so it delivers flexibility to our internal processes."

## Customer at a glance

### Hardware

- HPE ConvergedSystem CS700
- HPE 3PAR StoreServ 8400 Storage
- HPE MSA 2040 storage arrays
- HPE StoreEver MSL6480 tape libraries

### HPE services

- HPE Flexible Capacity
- HPE Datacenter Care

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“We are a cloud service provider so agility, flexibility and scalability are the most important elements that we need to deliver to the customers. That is what we get with HPE Flexible Capacity.”

– Koen de Jonghe, head of cloud business, Sogeti BeLux

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The new relationship between Sogeti and HPE is more a partnership than one of supplier and customer as Sogeti’s head of cloud business and deputy CEO Hubert Beaucarne explains: “Hewlett Packard Enterprise will pass us leads which is something it never did before we had this infrastructure in place. It has some very good compensation plans for sales staff who are not penalized if a deal is passed to a partner. On this model we expect to get more leads coming from HPE.”

This joint go-to-market arrangement benefits both companies because as Sogeti grows, its need for more HPE resources also increases. Being backed by this powerful and easily scalable technical capacity gives Sogeti the confidence to go for bigger and more ambitious contracts and also means that it can easily populate new data centers to expand into new territories. The company has already launched a new Sogeti-branded SaaS security service based on HPE Security Fortify on Demand. This is the first new service to be launched as part of the partnership and is currently being used by the Sogeti Group and Capgemini.

“Under the partnership, we are doing a lot of new things with Hewlett Packard Enterprise,” says Koen de Jonghe. “As well as developing the full security testing offering based on the HPE product we are also delivering a quality testing service using the HPE testing tools and are now working on a third solution. We are also busy with a large new customer where we are proposing exactly the same, fully-dedicated environment that we are building for ourselves. It’s even bigger in size but we know that, with our HPE solutions, we can fulfil the needs of the customer 100%. Using the HPE solution also brings a lot of further benefits that we didn’t have in the past such as easier provision of servers and reduced workloads.”

With additional sales opportunities coming through HPE, Sogeti has confidence in the future success of the relationship and as the partnership develops, the two companies plan to make joint sales presentations. Looking to the future, Sogeti foresees that its use of HPE Flexible Capacity will increase and that it will increase its role as a traditional re-seller of HPE solutions. It is also assessing the benefit of adopting HPE Software solutions such as the cloud service lifecycle management tool, HPE Cloud Service Automation.

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