



BREAKING BARRIERS WITH WORK-FROM-ANYWHERE COMPUTING

ComputerVault OEM partnership makes
remote computing fast, safe, and economical

Industry
Technology

Objective
Help companies transition easily and
cost-effectively to teleworking and
remote enterprise environments

Approach
Create an original equipment
manufacturing (OEM) relationship
with HPE to deliver virtual desktops
on tier-one hardware with global
service capabilities

- IT matters**
- Provides highly secure, functional
virtual desktop infrastructures (VDIs)
 - Exceeds performance and
uptime benchmarks required for
ComputerVault HCI software
 - Mitigates cybersecurity threats to
company data and networks
 - Enables deployment at the customer
site or colocation facility

- Business matters**
- Allows companies to transition easily
to teleworking and remote enterprise
environments
 - Delivers a managed service, enabling
cost savings by eliminating the need to
hire/train software administrators
 - Raises satisfaction for employees
working remotely on company systems



ComputerVault offers an easy-to-use, virtual desktop with built-in cybersecurity to help enterprises enable their employees to work remotely. The need for this type of solution has grown due to COVID-19. The firm entered an OEM partnership with Hewlett Packard Enterprise to access tier-one hardware, global proactive support, and an extensive channel partner network for the ComputerVault Hyper-converged Infrastructure and Virtual Desktop solution. From the OEM partnership, customers realize a lower total cost of ownership, cybersecurity features for their systems and data, and higher satisfaction among their staff using the virtual desktops.

“Our experience using HPE products spurred us to partner with HPE, whose hardware is unmatched in the marketplace. Since ComputerVault is an on-site solution, we are able to work directly with HPE’s channel ecosystem to deliver our software and services. Partnering with an industry leader like HPE gives our channel partners and end customers a lot of confidence.”

– Marc Zarrella, Vice President, Head of Revenue and Partnerships, ComputerVault



THE NEED FOR VIRTUAL DESKTOPS

From its headquarters in Marlborough, Massachusetts, ComputerVault Inc. sells its virtual desktop software worldwide. ComputerVault was developed over 10 years to deliver hyperconverged infrastructure (HCI) solutions.

“While we were developing solutions for large enterprises, we discovered the hyperconverged platforms we built delivered virtual desktops at incredible speeds,” says Marc Zarrella, vice president, head of Revenue and Partnerships at ComputerVault. “The technological advantage resulted in a high-performing virtual desktop that’s easy to use with an overall lower total cost of ownership.”

Shelter-in-place mandates due to COVID-19 increased the need for remote working. To help enterprises transition to teleworking environments, ComputerVault certified the 1U HPE ProLiant server platform to host the ComputerVault Hyper-converged Infrastructure enterprise software. ComputerVault reports that the HPE ProLiant server exceeded all performance and uptime benchmarks. The ComputerVault engineers performed numerous tests over four months, including one in which they created multiple virtual desktops running 500 YouTube videos simultaneously for 48 hours. “There was no buffering or pausing. Each video ran as if it was the only one running,” Zarrella says.

ComputerVault’s software license includes on-site solution deployment and ongoing software administration performed by the company’s network operations center.

SOLVING PERFORMANCE, SECURITY ISSUES

ComputerVault entered an HPE OEM partnership in April 2021 to use a tier-one hardware supplier. Having access to HPE’s supply, logistics, and channel partner networks will help the firm deliver solutions across the globe.

“In addition to the technology, we chose this partnership because of the way HPE collaborates with their partners to bring technology products to market,” Zarrella notes. “It’s a natural fit for us. ComputerVault, HPE, and the channel are equal partners in deploying the solution.”

ComputerVault recently deployed its virtual desktop solution at a large certified public accountant (CPA) firm, whose clients include corporations and individuals. Data breaches for CPA firms are especially harmful because these companies maintain sensitive, private financial information for their firm and many clients.

Engineers at ComputerVault created virtual machines for hosting applications and virtual desktops for each user. They gave each user an Active Directory-authenticated, individual login and password with multi-factor authentication. Users access their virtual desktops either with a web browser or by downloading a soft client that can be installed on any Windows, Linux®, Android, or iOS device.

According to Zarrella, ComputerVault orchestrated cybersecurity within its software-defined perimeter and zero trust security model. “It’s designed to stop malware, ransomware, and phishing attacks,” he explains.





Customer at a glance

Solution

ComputerVault Virtual Desktop
Infrastructure

Hardware

- HPE ProLiant servers

Software

- ComputerVault Hyper-converged
Infrastructure enterprise software

HPE services

- HPE Pointnext Tech Care

HAVING PEACE OF MIND

Although the CPA firm uses several resource-intensive financial applications, employees noticed the speed was significantly faster than before. “The president of the CPA firm said they are running a number of tax software products which are clunky, and his team can’t believe the difference in performance. Our customers are saying their people are happier.”

The HPE hardware comes with HPE Pointnext Tech Care. “When it comes to big enterprise purchases, C-level folks want the peace of mind of knowing if something does go wrong, HPE will be behind it,” Zarrella says.

In addition to high performance and top-level support, ComputerVault customers also capture savings by not needing to hire or train software administrators. “We have a simple product that solves a challenging problem. That’s a key differentiator for us and why we partnered with HPE. It’s so refreshing that HPE people are so easy to work with and have a vested interest in this partnership working for both our benefit and our customers’ benefit,” Zarrella concludes.

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