Case Studies

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CASE STUDY

ABOUT THE CUSTOMER:

PRGX

A long-time loyal customer, PRGX is an Atlanta-based global leader in source-to-pay data analytics solutions and software.

The Problem

PRGX had Unity and Netapp storage arrays that they were looking to find better service and lower their current third-party provider. They needed a trusted vendor with high-level engineering.

The Solution

PRGX chose Balata Data because of our engineering bench and our ability to lower their overall spend. We provided better support options through our AI platform, quick response times, a flexibility within their contract.

The Results

The customer saved 35% more than they would have with their third-party provider, and provide an 85% discount from the OEM. Their access to high-end, level 3 and 4 engineers helped support their Unity 650's and Netapp FAS8060's.

35%

SAVINGS

with Balata Data vs. previous provider

85%

SAVINGS

with Balata Data vs. the OEM

CASE STUDY

ABOUT THE CUSTOMER:

Global MSP

A large Global MSP, our partner handles all managed services for the end customer. End customer offers the world's largest portfolio of building technology, software, and services.

The Problem

The partner and end customer were not happy with their current third-party provider. The customer was looking for a similar cost savings but higher engineer capabilities with better customer service. Their assets needed support, including models Netapp V3140, VNX5600's, VNX4500, Vblock, UCS servers, Dell R820's, Isilon SX410's, Unity 650F's, Vmax 40k, 80k, and 200k, Vmax 250F, Superdoms, Quantum Iscalar I150.

The Solution

We were able to provide support for all assets within monthly reviews of any ticket escalations. They were provided access to our high-end engineering bench of level 3 and 4 engineers, with the efficiency of our AI platform.

The Results

We were able to save them 25% more than what they were saving with their third-party support provider, and provide an 85% discount from the OEM.

$900K

Total Contract Value

with Balata Data

25%

SAVINGS

with Balata Data vs. previous provider

85%

SAVINGS

with Balata Data vs. the OEM

CASE STUDY

ABOUT THE CUSTOMER:

IT Partner

This partner provides IT solutions and helps integrate solutions to divisions of the U.S. Government. End user is high-level division of the U.S. Department of Defense.

The Problem

This customer wanted to lower their overall spend on IBM server maintenance, but maintain the same quality and level of support.

The Solution

Balata Data was able to come up with a flexible contract and coterm all of their assets to end at the same date.

The Results

Our customer was delighted by the increased flexibility they received with Balata Data and the high-end engineering we provided. The VAR liked that we have a high-level PM from the beginning that carries through renewals. They also liked that there were no concerns with us working directly with their end user. We were able to save them $400,000 from their current spend with the OEM.

$400,000

SAVINGS

with Balata Data vs. their previous spend with the OEM