

# Reliant Technology identifies critical system issues of museum & upgrades at half the cost of the OEM

## Helping to assess the situation

Managing a large data center is no easy task. With all the moving parts and necessary monitoring, it can be easy to lose track of all your assets and where they stand. That's what happened to one of Reliant Technology's customers.

A large public facing museum on the west coast reached out to us in need of post-warranty support on a Dell EMC VNX 5300 system. After requesting a quote

from us, one of our storage experts reached out to them to take a deeper look into their data center.

After checking the customer provided documents and asking the right questions, we discovered the customer actually had two VNX 5300 systems that needed support. One of them was running as a backup system and escaped notice.

## Getting back on track & saving money

Now that the picture was clear, our storage expert knew he could provide a solution that extended support and would save the customer quite a bit of money. Reliant was able to quote the customer less than \$50,000 for full support on both VNX systems and a full upgrade on all drives in one of the systems.

It was after the quote we discovered the OEM had quoted the customer over \$75,000 for an extended warranty plus fees for just one of the VNX systems.

Needless to say, the customer chose Reliant's services, saving quite a bit of room in their budget in the process.

## Planning ahead

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Think you might be missing out on savings and performance?

Speak to a Reliant expert to find out how you can optimize your data center and save 50% or more on maintenance.



Asking the right questions to find creative solutions.



Providing ideas for customer configurations that save money and increase performance.



Setting the customer up for future success by continuing to find ways to save in other areas of the IT environment

## CONTACT US

 1371 Southland Circle NW  
Atlanta, GA 30318

 (404) 551-4534

 [marketing@reliant-technology.com](mailto:marketing@reliant-technology.com)

 [reliant-technology.com](http://reliant-technology.com)

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