

# Bespoke design, global procurement and support

## SUMMARY

- Accelerate time-to-market with a wide portfolio of leading solutions and support
- In partnership with HPE, Viadex help Original Equipment Manufacturers (OEMs) be more competitive by reducing R&D, testing, support, and operations costs
- Consolidate procurement and Supply Chain

## FEATURES

- Bespoke OEM hardware
- Extended lifecycle
- Extended warranty, and service offerings
- Collaborative development, between Viadex and HPE, and between Viadex and your own technical, operational, and business teams

## VIADEX HPE OEM SERVICES ARE IDEAL FOR:

- OEMs seeking the simplicity, consistency, and efficiencies of working with a single world leading hardware manufacturer supported by a global logistics, procurement, and deployment specialist
- OEMs requiring strategic vision in the form of visibility into product and technology roadmaps
- OEMs who would rather free up internal resources to focus on innovation, doing what they do best

Viadex, in partnership with HPE, streamline your strategic momentum. We enable you to focus on enhancing your intellectual property and not get side-tracked in the details and complexities of managing subsystems.

We'll help you select the right kit, and we'll design and configure to your specifications. With a global network of technology specialists, we'll also deliver and install if required.

### SINGLE POINT OF CONTACT FOR GLOBAL PROCUREMENT AND LOGISTICS

Viadex can also take care of delivery to any country, dealing with customs, import/export regulations, and local laws. Through the whole global supply and logistics operation, from sourcing and configuration, to delivery and installation, Viadex make it easy for you to run a geo-dispersed business in a streamlined, consistent, and compliant manner.

## THE SERVICE

### ELIMINATE COMPLEXITY AND REDUCE COSTS

No OEM can afford to lose time by developing systems that support and facilitate their products rather than define their innovation. The wheel, in many instances, has already been developed, refined, and perfected. Your strategy is about what it can help you do as opposed to what it is and how it functions. The Viadex HPE OEM service brings you easy access to leading solutions across the many areas of hardware for which HPE is an acknowledged global leader, including:

HPE is consistently ranked at the top for:



**HPE 1<sup>st</sup>**  
In Servers<sup>1</sup>



**HPE 1<sup>st</sup>**  
In Storage<sup>2</sup>



HPE is **Leader** in  
Modular Services<sup>3</sup>



HPE is **Leader** in  
Integrated Systems 2016<sup>4</sup>

### Reduce risk, improve efficiencies, drive out unnecessary costs, with Viadex

Viadex are one of only two HPE accredited partners in the UK who can deliver:

- Bespoke OEM hardware
- Custom build including re-branding bezel to your logo
- Extended lifecycle
- Extended warranty and service offerings
- Collaborative development.

### Choose from embedded, integrated, and private-label

HPE offers three OEM branding options to align with your go-to-market requirements:

- **Embedded** – Encapsulate HPE-branded hardware components within your own branded product.
- **Integrated** – Use HPE hardware systems as the platform for an appliance or a vertically integrated solution loaded with your intellectual property, and you can brand the turnkey solution with your brand or HPE.
- **Private label** – Simply rebrand and sell and HPE component 'as-is' to your own customers.

### A PARTNER ECOSYSTEM YOU CAN RELY ON

Viadex and our global partners provide expert guidance over the course of an IT asset's lifecycle, creating new operational efficiencies and simplifying the development and innovation process for OEMs.

<sup>1</sup> IDC WW Server Tracker by revenue, CQ2'16

<sup>2</sup> IDC WW Enterprise Storage Systems Tracker by revenue, CQ1'16

<sup>3</sup> Gartner Magic Quadrant for Modular Servers, May 2016

<sup>4</sup> Gartner Magic Quadrant for Integrated Systems, October 2016



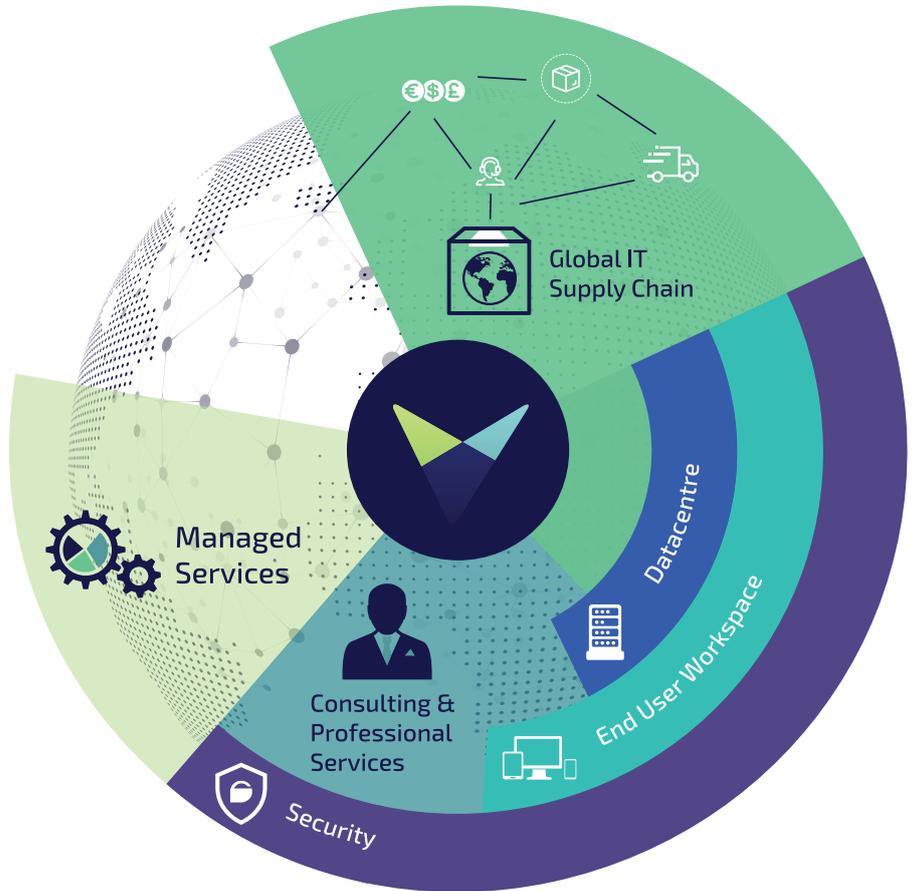
## About Viadex

**Focus:** Viadex help you to reduce overheads and improve efficiency by leveraging our scale, methodologies and high levels of standardisation to deliver world-class solutions enabling your business to concentrate on what it does best.

**Global capability:** Viadex have the technical and strategic ability to design, source, configure, deploy and support your technology solutions around the globe.

**Commercial advantage:** Our services help you create an infrastructure that is agile enough to adapt and grow with you across the globe. We take care of your infrastructure needs with the best commercial terms so that you can continue growing your top line and focusing on what matters to you.

**Track record:** Viadex have a proven track record working with leaders in their industry. We have valuable experience managing the consolidation of procurement and supply chain for some of the largest global businesses.



### Global Logistics

By partnering with our customers, we handle the process of manufacturer evaluation and selection, commercial negotiations and global support to make sure the technology solutions meet the necessary business requirements.

The Viadex Global Logistics Service helps you create an infrastructure that is agile enough to adapt and grow with you across the globe. The entire team work across all International time zones, no matter where you are based, offering a 24/7 emergency worldwide response.



### Consulting and Professional Services

An agile infrastructure designed to service end-user experience is both critical and indispensable in today's world.

Viadex Consulting and Professional Services follow our core methodology of Audit, Design, Deploy and Optimise, to help transform your infrastructure to directly support your business productivity goals and enhance end-user experience.



### Managed Services

Viadex has the global capability to provide a wide range of Managed Service solutions to help organisations with the operation of their technology environments.

Viadex provide 24x7x365 technical expertise, service consistency and flexibility across multiple vendors, technologies and geographies.

Every service is wrapped into our Global IT Service Desk, using IT Service Management and ITIL aligned frameworks, detailing set processes supported by highly skilled and trained people.



Datacentre



End User Workspace



Security