



# Simplified, Secure & Versatile IT Solutions

Mainline architects hybrid cloud, data management, and networking solutions with HPE.

Mainline's relationship-driven approach delivers solutions tailored to unique client needs. With over 30 years as trusted advisors and a team of 450 professionals holding more than 850 certifications, they're well-equipped to enhance your workflow with HPE solutions.

## Outcomes



**Prioritizes relationships over pushing sales**



**Customizes IT infrastructure solutions**



**Maximizes enterprise agility**

**High impact, customized solutions for enterprise growth with HPE Platinum Partner Mainline**

### Industry

Cloud services, IT services

### Region

U.S.A.

### Solution

Hybrid Cloud, ProLiant, Synergy

### Vision

Empowering businesses with cutting-edge HPE technology solutions that transform workflow.

### Strategy

Mainline provides cost-effective, advanced IT infrastructures that support scalability and innovation in dynamic business environments.

Faced with significant limitations to automation capabilities and API access with a previous OEM, the client came to Mainline because of their expertise and deep understanding of their operations. Not just a provider, but a trusted partner, Mainline addressed the unique needs and long-term objectives of their client to provide an innovative, comprehensive solution.

### **Tomorrow's Challenges Solved Today**

By proposing implementation of HPE Synergy and ProLiant, Mainline delivered a futureproof system, perfectly aligned with the client's need for flexible development and smooth deployment. Seamless integration and uninterrupted operations, delivered expertly.

### **Operational Efficiency That Doesn't Break the Bank**

By securing improved pricing and support with HPE, Mainline boosted economic and operational efficiencies. Predictable costs allowed for solid financial planning, freeing up cash for new innovations and growth.

### **Trusted Advice, Tailored Results**


Mainline's commitment to unbiased, tailored advice solidifies their reputation as trusted advisors. They deliver optimal solutions perfectly designed to meet each client's unique requirements, ensuring excellence with every implementation.

### **Sustainable Success & Forward Vision**

Leveraging HPE solutions has enabled substantial growth, streamlined technology, and enhanced operations. Mainline's dedication to tailoring effective solutions is a testament to the power of their deep knowledge, strategic integration, economic savvy, and the value of their strong focus on relationships. Mainline sets a solid foundation for continued success and future growth.

Since 1989, Mainline Information Systems has been revolutionizing business operations with agile, customized IT solutions. Through lasting client relationships, they gain deep insights into specific needs, effectively tailoring tools for success in a digital-first world. As an HPE Platinum Partner, Mainline stands out for its expertise in implementing HPE's comprehensive technology solutions, from compute and intelligent storage to hybrid cloud systems.

Their commitment to modernizing IT infrastructures enables businesses to stay secure, cost-effective, and competitive. The Mainline team holds over 850 certifications, staying ahead of technology trends and prioritizing continuous learning. Based in Tallahassee, Florida, they serve clients across the U.S. and Puerto Rico with over 450 skilled IT professionals.



**“ If you ask the customer, ‘Why Mainline?’, it’s because Mainline people work for them. ”**

**Dave Johnson**

Business Development Manager at Mainline

Mainline skillfully managed a significant IT transition for a long-standing client, moving their infrastructure from another OEM to HPE. The shift was driven by the client's need for more open and accessible management APIs to enhance their highly automated and containerized IT setup, which the previous vendor couldn't provide. With HPE's Synergy, they could continue using a bladed infrastructure that supports any workload within a hybrid cloud environment. Mainline's deep expertise and strong ties with HPE allowed them to craft a solution that met the client's current needs, and anticipated future ones, setting them up for growth and innovation.

The transition to HPE's Synergy and ProLiant platforms vastly improved the client's automation and API needs, sped up application development, and stabilized pricing, boosting the client's operational efficiency and streamlining their budgeting process.

Mainline's consultative style and technical expertise ensured a seamless transition, solidifying their reputation as a trusted technology partner committed to solving complex business challenges with precisely tailored solutions.





Mainline has been at the forefront of facilitating transformative IT solutions that align with the strategic needs of enterprises for over 30 years. Their work with a longstanding client to transition from an existing OEM to HPE technologies illustrates a holistic approach to transformation, integrating people, processes, economics, and technology.

### **People: Fostering Collaboration and Expertise**

The transition process was deeply collaborative, involving stakeholders from the client's team, Mainline's dedicated experts, and HPE. Mainline's professionals worked closely with the client to understand their operational and technical needs. Their long-standing partnership was essential for ensuring that the solutions implemented would resolve current issues and empower the workforce. HPE connected directly with the client to provide even more customization of services, creating a dynamic, collaborative process .

### **Processes: Streamlining Operations**

Mainline's approach streamlined the transition processes, ensuring minimal disruption to the client's day-to-day operations. By adopting HPE Synergy, the enterprise benefited from a composable, software-defined infrastructure that allowed them to manage, assemble, and reassemble resources dynamically according to workload demands. This flexibility significantly simplified the IT management processes, enabling the client to respond swiftly to opportunities and address technological challenges quickly.

### **Economics: Enhancing Cost Efficiency**

Economically, the shift to HPE technologies proved beneficial. The predictability of HPE's pricing models allowed the client to better forecast and manage IT expenses. Mainline facilitated the financial planning process, ensuring that the solutions provided were cost-effective and offered a high return on investment. The reduced operational costs and improved efficiency directly translated into better allocation of resources towards innovation and growth initiatives.

### **Technology: Leveraging Advanced Solutions**

The technological heart of this transformation was the implementation of HPE Synergy and HPE ProLiant servers. HPE Synergy provided a flexible and efficient platform that could support any workload within a hybrid cloud environment, vastly improving the client's operational agility. HPE ProLiant servers brought enhanced security and performance, imperative for the client's data-intensive operations. These technologies were chosen for their advanced capabilities and for their ability to integrate seamlessly into the client's existing digital ecosystem, extending the life and utility of previous investments.

### **Delivering Transformation**

This comprehensive transformation supported by Mainline and HPE has enabled the client to not just keep pace with digital evolution but to lead in their sector. The deployment of cutting-edge infrastructure has resolved previous scalability and flexibility issues, positioning the client to take advantage of emerging technologies and market trends. The strategic foresight of Mainline, combined with HPE's comprehensive solutions, has set a new standard within the client's operations for efficiency, security, and innovation.

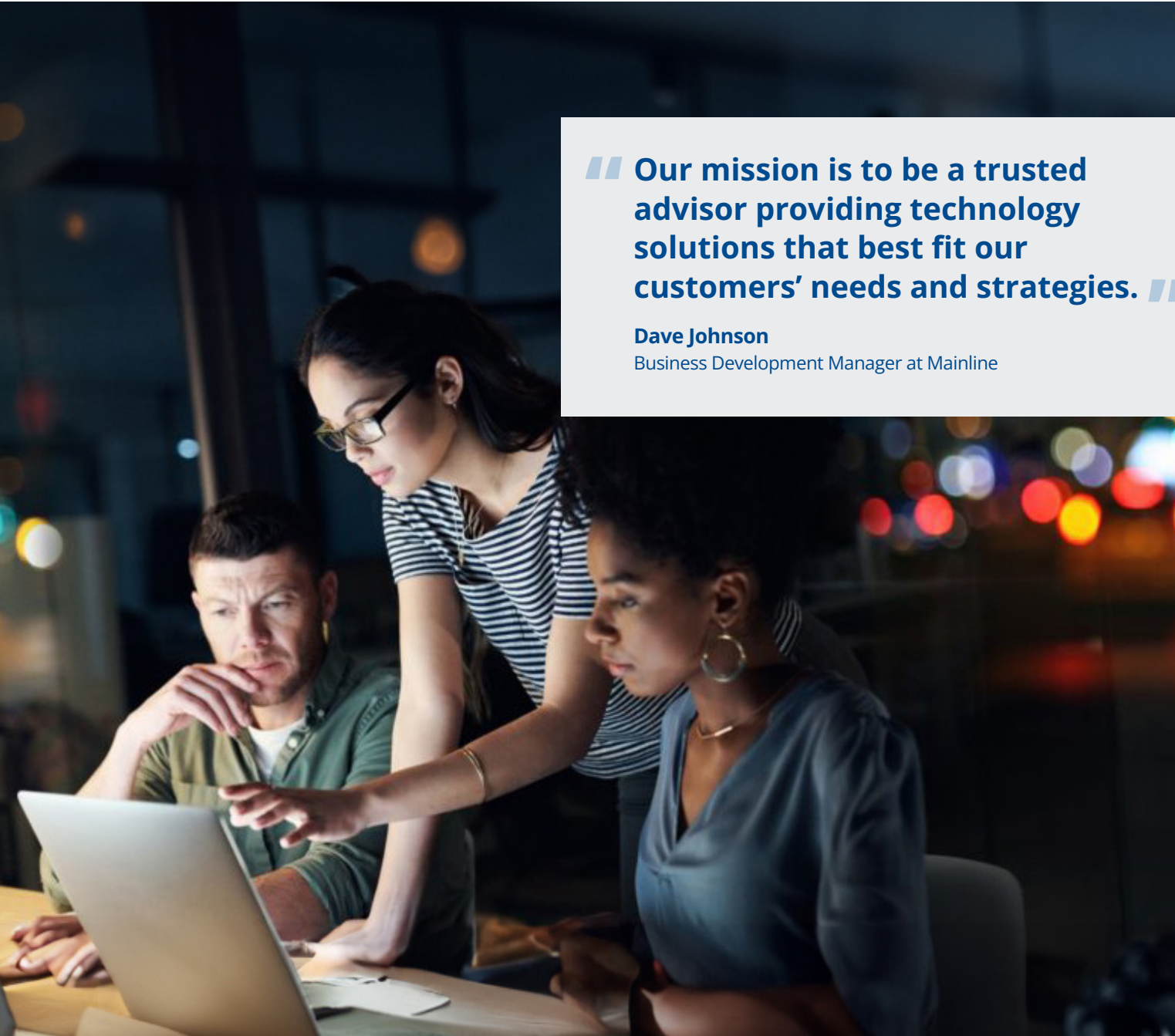
By addressing the key facets of people, processes, economics, and technology, Mainline has demonstrated that true transformation is comprehensive, involving more than just upgrading hardware or software. It encompasses a full alignment of organizational capabilities and resources, geared towards achieving operational success and strategic growth.

## Delivering Growth

Mainline's client, a large-scale enterprise with an extensive IT infrastructure with three data centers and over a thousand hosts, started with the need for more adaptable and advanced technological capabilities. Previously using another OEM, the organization struggled with limitations in automation flexibility and open API access, hampering their application development and deployment processes.

Seeking enhanced functionality and greater control over their IT environment, the client relied on their trusted advisors at Mainline who recommended HPE. Their strategic collaboration moved beyond hardware upgrades to fundamentally transforming their IT strategy. The transition to HPE's solutions, specifically the Synergy and ProLiant platforms, was geared toward optimizing automation, integration, and scalability—key attributes that the client's previous systems lacked.

This shift has provided significant enhancements in operational efficiency and automation capabilities. HPE's open APIs facilitate a more dynamic development environment, allowing the client to swiftly adapt to technological advancements and market demands. Economically, implementing HPE solutions has led to more predictable and stable pricing, streamlining budget management and improving cost-efficiency. Their upgraded infrastructure has positioned them for future growth and innovation, fully harnessing the potential of their IT resources.



**// Our mission is to be a trusted advisor providing technology solutions that best fit our customers' needs and strategies. //**

**Dave Johnson**

Business Development Manager at Mainline





## Make a Strategic IT Transformation

The decision to transition to HPE was driven by the alignment of HPE's advanced technological capabilities with the client's specific needs. HPE delivered cutting-edge technology, ensuring the solutions integrated seamlessly with the client's existing processes while being scalable and adaptable. These capabilities combined with Mainline's expertise in implementing complex IT solutions, created a robust framework that was perfectly tailored to the client.

HPE distinguished itself from the competition through its comprehensive portfolio of innovative products that specifically addressed the pain points the client faced with their previous vendor. The open APIs of the HPE platforms facilitated a level of automation and customization that was previously unattainable, significantly enhancing the client's application development and deployment processes.

Economically, HPE's solution brought considerable value to the transformation. HPE offered more predictable and stable pricing, benefiting the client's budget management and financial planning.

HPE and Mainline's blend of advanced technological solutions, dedication of the teams in providing solutions customized for the client, and the substantial cost savings made HPE not just a provider but a strategic partner in the client's ongoing success.

Mainline is proud to guide clients through the process of transitioning to more dynamic and responsive IT infrastructures with HPE technologies. Their partnerships have equipped them with advanced, scalable solutions that enhance clients' capacity for automation and application development.

Mainline is dedicated to helping their clients embrace the advancements HPE offers, ensuring they are poised for future expansion and innovation. Mainline sets industry benchmarks, demonstrating how strategic IT investments can significantly enhance business operations and impact the broader market.

“ At the end of the day, we don't work for mainline, we work for the customer. And we are a very relationship-based, value-added reseller. ”

**Nate Maurer**

Inside Solution Architect at Mainline

Learn more about streamlining your enterprise with game-changing solutions like **ProLiant** and **Synergy**, by reading client success stories from our **Digital Game Changers**

### Hardware

HPE ProLiant

### Software

HPE Synergy

### Key Partners

Mainline Information Services