

Case study

GAIA Technologies

Collaborates with HPFS to Leverage Flexible Solutions that Meet Evolving Customer Needs



Organization

GAIA Technologies

Country

United Kingdom

Industry

Education

Company Size

60-100 IT 110 employees professionals

HP Financial Services

HP Accelerated Migration



“At GAIA Technologies, providing customers with the resources they need to effectively manage their IT assets efficiently is critical. Our customers need to feel confident that they can develop their schools over time and remain competitive. HPFS has helped us ensure those needs are consistently met and provides us with the flexible investment solutions we require to meet our customer’s needs.”

– Anas Mawla, Managing Director



Organization profile

GAIA Technologies is a leading provider of Information Communication Technology (ICT) solutions to schools in the UK, delivering advanced innovation and technology services for the region. Their goal is to provide schools with the resources needed to effectively manage their IT assets and customize requirements. Through the company’s IT professionals, they are able to assist schools in maintaining their technology systems to ensure they are continuously functioning properly and to their full educational potential.

Business situation

As a leading ICT solution provider in the UK, GAIA needs to ensure its customers have access to the latest technology equipment required to meet their classroom needs. Providing customers with the flexibility to relinquish technology ownership, costs and management responsibilities while ensuring a migration path to newer technology was crucial for GAIA.

Solution

As an active and valued partner, HPFS helped provide GAIA's customers with the option of converting IT equipment from ownership to a flexible consumption model. Delivering the flexibility to migrate to newer technology while keeping technology performance optimized, GAIA was able to effectively help its customers maintain their existing environment and

increase cash flow while enhancing access new technology needed in the future. Additionally, GAIA is now able to provide customers with the assurance that all equipment will be responsibly recycled, keeping the company in line with their green initiatives.

Benefits

- High satisfaction amongst customers through increased flexibility to meet current and future needs
- Reduced complexity, costs and time required to maintain owned assets. Customers can upgrade their equipment.
- Built-in technology refresh options and global expertise to manage the full IT lifecycle process

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