

Case study

Sociedad de Prevención



HPFS helps Sociedad de Prevención de FREMAP build an investment strategy that supports transformation and drives business growth

Organization

Sociedad de Prevención de FREMAP

Country

Spain

Industry

Healthcare and Insurance

Company Size

- 13 regional offices
- 127 centres
- 2,190 employees

Deal Size

\$4 million annual volume

HP

- Desktops
- Laptops

HP Financial Services

- IT Lifecycle Management
- HPFS customer 7 years
- FMV Lease on all HP equipment (80%)
- Financing on non-HP equipment



“At Sociedad de Prevención de FREMAP, our top priority is ensuring we can deliver a consistent customer experience across all of our offices through the innovative services and solutions we provide. With HPFS, we have been able to build an investment strategy that helps us achieve this goal. Providing access to the latest technology advancements we’re now able to deliver the differentiated services our customers care about and gain the flexibility we need to keep pace with technology change. HPFS is a valued partner that has played a critical role in helping us grow our business and maintain our leadership position in the market. ”

– Julián Olmo, Director of Operations, Sociedad de Prevención de FREMAP

Organization profile

Sociedad de Prevención de FREMAP is the industry leader in occupational health and safety in Spain. With over 50 years of experience, the company has built a foundation around delivering quality, innovative research along with complete prevention advice and solutions that can adapt to their customers varying needs. Sociedad de Prevención continues to focus on innovation management to deliver new, enhanced services that meet their business goals. The company currently has 13 regional offices and 127 centres across Spain.

Business situation

Sociedad de Prevención de FREMAP recently spun off from FREMAP, requiring the company to quickly develop and implement a new IT environment from the ground up. Sociedad de Prevención required a partner that could help them scale their technology needs while ensuring innovation stayed in the forefront. Speed, efficiency, consistency and investment flexibility were critical elements to delivering the agility Sociedad de Prevención required for future growth.

Solution

Through active collaboration, HPFS helped Sociedad de Prevención de FREMAP build a long-term investment strategy that could effectively adapt to their evolving business needs while delivering on the innovation requirements they differentiate their services on. With a built-in refresh cycle,

the company could ensure technology was renewed and upgraded on a regular and predictable timeline while flexible investment solutions helped maximize the full potential of their IT environment. As a result, Sociedad de Prevención was able to quickly offer differentiated services and solutions to customers, improve network quality and continue to invest in innovative research needs.

Benefits

- Flexible approach to effectively manage infrastructure in line with business and customer needs.
- Quickly upgrade technology at any time, in a short timeframe and at minimal upfront costs
- Built in technology refresh options and expertise to manage the full IT lifecycle process

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