

Report

HP India and PC Solutions partnership



Why and how the association benefits our customers



“PC Solutions and HP, with their long-standing partnership and understanding, are able to deliver world-class solutions within our stringent timelines.”

— Anisha Khanna, Assistant Vice-President, Mahindra Comviva.

Greater government support, improved vendor offerings, and the emergence of proven best practices have resulted in continued growth of the cloud services market in India. The latest cloud research by International Data Corporation (IDC), India Cloud Market Overview, 2011–2016, estimates that the Indian cloud market will grow more than 70 percent this year.

¹ www8.hp.com/h20195/v2/GetPDF.aspx/4AA5-7125ENW.pdf, www8.hp.com/h20195/v2/GetPDF.aspx/4AA5-6837ENW.pdf

The two most recent Forrester Wave reports position HP as a leader in private cloud.¹ The HP Helion cloud portfolio is evidence of this. HP Helion is a developer-led, open source-based portfolio of cloud products and services, which can be deployed in hybrid IT environments. HP is committed to open source technology and hybrid delivery, offering choice across delivery models: public, managed (hosted), or private.

The HP cloud offerings focus on IT solutions for the New Style of Business—Agile, Lean, DevOps, Scrum, and SAFe. This new model of IT helps customers reduce CAPEX spend and shift from a CAPEX model to OPEX model by aligning expenses more closely to demand. HP is a Platinum Founding member of the OpenStack Foundation. HP’s commitment to OpenStack technology benefits customers by offering them an open platform, based on open source technology with open APIs, and by allowing for the provision of developer services with an integrated IaaS/PaaS platform. Security is another major concern for organizations as they look to cloud computing.

HP addresses this concern by deploying OpenStack technology using security best practices. With HP Helion, IT can increase agility by deploying new applications quickly and updating existing applications.

PC Solutions is one of HP’s key technology partners in India. Together, we enable organizations to deploy services on the right platform at the right time and at the right cost for their business. PC Solutions is a Platinum Partner under the HP PartnerOne program and is an active member of HP Helion C50, a leading community of 50 channel partners, system integrators (SIs), service providers, independent software vendors (ISVs), and developers working with HP to deliver open standards-based hybrid cloud services designed specifically for customer needs. A partnership of over 20 years, based on a strong understanding of HP’s technology offerings and mutual trust, enables us to drive growth and agility for our end customers as they adopt the new style of business.





As Anisha Khanna, assistant vice-president at Mahindra Comviva, a key PC Solutions customer, shares “Our requirements are often very dynamic, with tight turnaround times, depending upon the needs of our end customer.

PC Solutions and HP, with their long-standing partnership and understanding, are able to deliver world-class solutions within our stringent timelines. Their team’s availability across all levels of the hierarchy, as well as investment in building a long-term strategic engagement has helped HP gain significant momentum at Mahindra Comviva from a procurement perspective.”

“HP Helion is all about open technology, ultimately providing more choices for our clients. Our partnership with PC Solutions has helped us jointly fulfill our commitment to this philosophy. In the coming months, we look forward to working closely with PC Solutions to deepen existing customer relationships and better serve new customers who are embarking on their cloud journey.”

– Narayanan Chellappan, Country Director, HP Cloud, India.

Our solution partner



About PC Solutions

PC Solutions is an award-winning technology solutions provider, with over 25 years of experience providing customized, end-to-end IT services that accelerate business growth and increase organizational efficiency. Headquartered in New Delhi, PC Solutions has extensive experience in integrating various complex technologies to deliver solutions in multiple geographies, based on the unique needs of each client.

About HP

Hewlett Packard is an American multinational information technology company headquartered in the United States. It provides hardware, software, and services to consumers, small- and medium-sized businesses (SMBs) and large enterprises, including customers in the government, health, and education sectors.

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