



Sigma Group grows service portfolio and boosts IT agility

Expansion in sight with hybrid cloud

Objective

Pursuing a path to a hybrid IT service model to increase customer agility

Approach

Offer infrastructure and services enabled by HPE Cloud Service Automation and HPE Operations Orchestration

IT Matters

- Enable customer self-service for creating and managing infrastructure
- Integrate with traditional IT systems
- Speed provisioning while decreasing staff time required

Business Matters

- Enable a flexible provisioning and pricing model
- Simplify management across the entire service lifecycle
- Support hybrid cloud expansion for managing third-party cloud workloads



Managed services provider Sigma Group wanted to offer its small and medium-size business customers more control over their IT environments. To migrate to hybrid cloud, Sigma chose HPE Cloud Service Automation and HPE Operations Orchestration over Cisco, VMware®, Microsoft®, and IBM solutions.

Boosting customers' IT agility

France-based Sigma has served customers in the retail, insurance, and IT services industries for more than 40 years. To boost customers' IT agility, Sigma leveraged HPE Helion Cloud products and services to launch infrastructure-as-a-service (IaaS) and platform-as-a-service (PaaS) solutions, providing customers with the flexibility of a pay-as-you-go model.

"In less than six months, we went from design to go live," says Yann Meguire, Sigma's hosting and managed services offering manager, describing the build-out of the cloud platform and services.

Customer at a glance

HPE Helion Cloud Solution

- Hybrid Cloud

Hardware

- HPE BladeSystem c7000 enclosures
- HPE ProLiant BL460c server blades
- HPE 3PAR StoreServ storage

Software

- HPE Cloud Service Automation
- HPE Operations Orchestration
- HPE OneView
- HPE Cloud Optimizer

HPE Services

- HPE Software Services

“The advanced capabilities of HPE Cloud Service Automation and HPE Operations Orchestration for managing the service catalog and creating and maintaining new services were the key features that made us select HPE.”

– Yann Meguire, Hosting and Managed Services Offering Manager, Sigma Group

Adding services seamlessly

A large part of Sigma’s business is migrating customers’ existing VMware resources into its data center. “HPE Cloud Service Automation and HPE Operations Orchestration enable us to run on VMware,” says Meguire.

After starting its cloud journey with Hewlett Packard Enterprise, Sigma was able to replace manual IT processes and automate the provisioning of infrastructure that integrates with VMware.

Sigma chose HPE because of its superior lifecycle management capabilities and software services expertise. “The collaboration between Sigma and HPE Software Services was a really good way for us to learn more about the HPE solutions,” says Meguire.

Impressive return on investment

With the HPE solutions in place, productivity soared. “We shifted some workload from the expert team to the system admin team for a more fluid process and freed up the experts for higher-value projects,” Meguire says. Working with HPE Software Services, Sigma cut the time needed to deploy a virtual machine from 2 days to 13 minutes—220 times faster. Staff time required went from 4 hours to about 15 minutes.

“The HPE team understood the customer business objectives,” says Meguire, “and helped us implement new and existing services in the cloud platform.”

Self-service expansion plans

Sigma plans to deploy a portfolio of new self-service options via hybrid cloud in 2016, freeing customers from the need to use managed services and enabling them to customize their environments with backup and additional monitoring, security services such as firewall protection, and load balancing to increase stability.

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