WCAOEM

DELLTechnologies
PLATINUM PARTNER

COMPANY CASE STUDY
INDUSTRY: VIRTUAL SOLUTIONS

BUILDING A SUCCESSFUL SETUP

HOW CAN PARTNERING

WITH

WCAOEM

HELP YOU TO
OPTIMIZE
YOUR BUSINESS?

"For over 40 years, we've been developing new technology for enterprises of all sizes.

At WCAOEM, we are committed to providing the best products and services to our customers. Our team can help you seamlessly manage all facets of your business needs, from inventory management to product customization and everything in between. Contact us today to learn more!"

DAVID STANLEY
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BACKGROUND

Our client's main focus is exclusively on developing products and solutions to manage, store and archive enterprise level data.

Through their solutions clients can accelerate transformation of their storage and cloud infrastructure and resolve a range of IT and business challenges. Using the most stringent international standards they tackle compliance in things such as multi-cloud data management, data protection, storage optimization, and data archiving.

OBJECTIVE

They came to us concerned that partners and distributors were not installing the software on the recommended hardware and were subsequently having a lot of issues. This had our client fielding a lot of questions surrounding performance issues. They needed a way to offer the recommended hardware to their partners & distributors to reduce the number of issues flooding their support teams and deliver on a better customer experience.

SOLUTION

The Virtual OEM program would allow them to control the hardware being purchased, but not have to touch the hardware itself. WCA installed a custom image, PCIe cards, cables, and their software on every server purchased by their partners and distributors.

MOVING FORWARD

As we continue to work with our client, we will always find the right avenue to set them up for success. Technology is ever changing and we are continually adapting with it.

Thanks to our collaboration, our client is more than eager to continue to expand our reach into other many solutions. Today we found them the best technology to uplift their software. Tomorrow can open up endless possibilities.