



Intensity Global's Stellar Growth

Achieve strategic growth paths with
HPE Partner Ready Certification and Learning



Businesses want not only to grow, but also to sustain that growth. In order to attain that, Intensity Global Technologies Pvt Ltd. understood that they needed to raise the bar in the way they serve their customers. The first step for this was to think and act strategically - by transforming from within.

The vision

Director of Intensity Global, Aditya Narain Kakkar shared, "Digital transformation is the business game changer today. I saw the potential of growing with our current customers and prospects. To do this meant making a commitment to our people, which in turn benefits our customers and our business.


"At Intensity Global, our people recognize and value the importance of HPE Partner Ready Certification and Learning. Our team blends upgrading technical skills with on-the-ground experience to serve our customers and prospects better."

Intensity Global's edge

Intensity Global focused on investing in training through HPE Partner Ready Certification and Learning. The reason is compelling. In just a few years, the company leaped from Silver Partner level in the HPE Partner Ready program to achieve the Platinum Partner status – the highest membership level for partners that meet HPE's annual technical competency and revenue requirements.

With HPE Partner Ready Certification and Learning's structured offering, there is a progressive learning approach that allows the company to develop and nurture its staff into highly trained and qualified individuals. As such, Intensity Global is able to field a competent and confident best-in-class team in a highly competitive market.

In addition, the prestige of HPE Partner Ready Certification has given customers greater confidence in Intensity Global. This has allowed the company to stay true to its values of forging relationships with clients based on transparency and trust.



"Being a certified expert has helped advance my career. Aside from technical training, I've benefited from the sales training too."

- *Sumit Dua, GM Sales*

At a glance

- As a mere transactional provider, Intensity Global found its business growth stifled.
- A decision was made to develop the skills of employees to tap into their potential for growth.
- Sales, technical certifications and trainings across HPE's enterprise portfolios allowed Intensity Global to become a top-class end-to-end solutions provider.
- With the HPE Partner Ready Platinum Partner status supported by certified skills, Intensity Global has received greater confidence and trust from clients, resulting in an outstanding year-on-year growth.

“With the HPE Partner Ready Certification, our staff see themselves learning, growing and contributing to our business. That sense of purpose drives satisfaction and is a win-win model for all.”

- Aditya Narain Kakkar, Director

Transforming with HPE

External Recognition

While technical certifications like HPE's Network Infrastructure and Server Solutions Architect certifications were important in upgrading Intensity Global's offerings, their success is proficiency in HPE Sales and Advanced Sales certifications. This has enabled Intensity Global to become a one-stop shop offering HPE's portfolio of solutions.

With critical skills and tenacity, Intensity Global has since transformed from their early days of being a transactional provider into a system integrator, with networking, storage, servers and cloud solutions under their list of offerings. Their year-over-year growth of 25% is testament of their competency and success with HPE Partner Ready Certification and Learning.

“Our HPE partnership has been mutually rewarding. HPE not only understood our ambitions across Enterprise and SMB spaces, but also recognized our commitment to HPE Partner Ready Certification and Learning. They respected the work we delivered,” stated Kakkar.

Internal Growth

Intensity Global's outstanding growth is underpinned by a backbone of excellent staff. Kakkar shared, “Our high staff retention rate supports our success. While our long term relationship with HPE has been our winning ticket, the staff loyalty quotient has been equally important.”

About Intensity Global

The company provides customized business solutions to help customers

- Accelerate revenue growth
- Increase market penetration
- Optimize operating cost
- Increase employee productivity

Customers benefit from “end-to-end” solutions with facilities that integrate best of breed products. With a turnover of over INR. 90 crores, the company is a single window interface for telecom and network solutions and system integration. Industries of specialism include education, entertainment and electronic products.

Intensity Global is headquartered in New Delhi, with branches in Mumbai, Bangalore and Jammu. They have a staff strength of 45.

Intensity Global's HPE Platinum Partner Specializations



Gold Server Specialist



Gold Networking Specialist



Gold Services Specialist



Gold Storage Specialist

About HPE Partner Ready Certification and Learning

HPE Partner Ready Certification and Learning can open doors by providing professional certifications as well as continuous learning activities and plans for the most sought-after IT disciplines and top IT Transformation areas—including convergence, cloud computing, networking, servers, and storage. You get the hands-on experience you need to start quickly. And you learn how to design solutions that deliver business value.

HPE Partner Ready Certification and Learning gives you:

- A focus on the knowledge and skill-building activities in the leading technology Transformation Areas, products, and solutions that drive the greatest number of business opportunities
- A full range of certifications for all skill levels, from foundational to master
- Personalized learning plans that are customized to your level of expertise and technology areas of interest
- Respect from earning advanced HPE certifications and the technical knowledge and know-how that comes from them
- A supportive global community of IT professionals
- A learning curriculum of unprecedented breadth and depth that capitalizes on HPE's long-standing, world-leading IT solution expertise

For more information about **HPE Certifications**, visit **certification-learning.hpe.com**



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