



At a glance

- STI Infotech was facing the challenge of upscaling its resources and remaining relevant as an IT solutions provider in today's highly-disruptive business environment.
- Continuous learning has enabled STI Infotech to provide solutions customers care about and need, allowing them to become trusted advisors to customers.
- With industry-acclaimed HPE Partner Ready Certification and Learning, they have been able to better attract and retain the best talents.
- Active participation in the community has also given STI Infotech the know-how to address customers' business goals.

STI Infotech – building bonds that last

HPE Platinum Partner grows from strength to strength through long-term collaboration



STI Infotech's journey to scale up

Strategic partnerships that deliver results

From the onset, STI Infotech in India has embraced the belief that its sales team should stay attuned to market changes and needs. This mindset, coupled with a comprehensive set of HPE technical certifications in Server, Storage and Networking has supported their status as a HPE Platinum Partner. By aligning its business strategy with HPE's areas of focus, STI Infotech has been able to grow alongside HPE.

Its 18-year partnership with HPE has given STI Infotech opportunities with customers, helping them to sign more deals, attain better margins and gain deeper trust from their customers.

"STI Infotech has been a very consistent partner in Server, Storage and Networking, with steady growth in revenues over the years. Their ability to service large global accounts has been very impressive." Rajesh M. N., Partner Business Manager at HPE enthused.

About

Based in Bangalore, STI Infotech offers end-to-end IT solutions in networking, data center optimization, software and security. Since its inception in 1988, it has built expertise across manufacturing, government sectors, telecoms, real estate, software development as well as in the small and medium enterprises.

The 136-people strong company aims to bring a fresh approach to deliver real business outcomes. Their key solution pillars include:

- **Networking:** Connecting employees to boost productivity outcomes and build organizational strength.
- **Data center optimization:** Optimizing infrastructure and creating a robust foundation for the delivery of critical services.
- **Software:** Licensing and implementation of various software suites.
- **Security:** End-to-end solutions ensuring compliance and protection of corporate assets.

“Attaining HPE certifications has helped us add tremendous value to our customers. It gives them the confidence that the solution proposed by us comes with validation from HPE. They rely on our technical expertise in aligning their IT strategy to mitigate risks and solve complex business problems.”

– Pradeep Danthi, Lead Technology Consultant

The people difference

Gurunath Prabhu, CEO of STI Infotech stated, “In the IT industry, employees are important resources. A limited supply of quality talent and staff retention has always made it difficult for STI Infotech to scale up. However, being a Platinum Partner has helped us to attract and retain talent. The training from HPE Partner Ready Certification and Learning instills our employees with the confidence to excel in their jobs.”

Today, STI Infotech is helmed by trained and certified talents who deliver effective and efficient solutions for their customers. As a part of the company’s upgrading and training program, STI Infotech has 10 staff who have achieved 38 certifications between themselves. To those who are part of this effort, the benefit and difference is huge.

Pradeep Danthi, STI Infotech’s Lead Technology Consultant shared, “At a personal level, my HPE certifications have helped me to get noticed and move forward quickly in my career. They have also given me the confidence to speak to customers in a manner that shows them my understanding of their business goals, constraints and deliverables. My expertise helps me create solutions that provide real value to my customers.”

“Acquiring the certifications has been a rewarding experience for me – especially my HPE Master ASE - FlexNetwork Solutions V2 certification,” Apoorv Banerkar, Network Security Engineer at STI Infotech concurred. “Apart from technical skills, I have also developed a strong business acumen which has aided me in becoming a trusted advisor to my customers.”

Understanding customers’ needs

With a strong employee core, STI Infotech works with customers to understand their business problems and align IT solutions to their business goals. The human touch to their solutions has set STI Infotech apart from their competition. Prabhu further disclosed, “Certification is important in this knowledge-based economy and it has helped us in our conversations with clients. It allows us to move beyond proposing the right solutions, to having more meaningful and in-depth discussions about what our customers care about.”

To that end, STI Infotech has applied their expertise across many industries with a fresh approach to how people, technology and ideas are deployed.

For instance, a large real estate developer in India looked to STI Infotech for a complete data center and disaster recovery solution as its team was able to articulate and conceptualize the entire architecture not just from a product point of view, but also in terms of deployment. The complete end-to-end solution addressed complex challenges and was delivered with a robust foundation.

CERTIFICATIONS ACQUIRED

Gold Cloud Builder Specialist

- HP ASE – Data Center and Cloud Architect V2
- HPE Sales Certified – Enterprise Solutions [2016]

Gold Networking Specialist

- HP ASE – FlexNetwork Architect V2
- HP ASE – FlexNetwork Integrator V1
- HPE Master ASE – FlexNetwork Solutions V2
- HPE Sales Certified – Enterprise Solutions [2016]

Gold Server Specialist

- HP ASE – Server Solutions Architect V2
- HP Product Certified – HP OneView 1.20
- HPE Sales Certified – Enterprise Solutions [2016]

Gold Services Specialist

- HPE Sales Certified – Enterprise Solutions [2016]

Gold Storage Specialist

- HP ASE – Storage Solutions Architect V1
- HPE Sales Certified – Enterprise Solutions [2016]

Likewise, in a half a million USD deal with a service provider for a large telecommunications company providing shared services, STI Infotech managed the complete design and implementation of a solution – from the consolidation of legacy servers into a single platform to the implementation of backup strategies to the deployment of data center solutions.

Focusing on business outcomes, STI Infotech understands the need to embrace continuous learning and certification to stay ahead for its customers and itself.

Growing with other partners

Being a HPE partner also means being connected to the wider HPE partner community. An active member of India's HPE Presales Partner Community, STI Infotech has played a role in the exchange of ideas and solutions for years.

“We see value in the community as it helps us to help customers achieve their business goals.” Prabhu said. “Our participation in the HPE Presales Partner Community since its inception has provided us with a positive association. It has also enabled us to keep up-to-date, learn and grow.”

The learning-and-sharing approach taken by STI Infotech has worked to their advantage, utilizing the full suite of tools provided by HPE to deliver the right cultural and financial fit to their customers' business needs.

Looking forward

Businesses are facing unprecedented changes today. Customers demand that STI Infotech possesses both strategic solutions and tactical skills. As such, STI Infotech is committed to consistently upgrading themselves with HPE Partner Ready Certification and Learning.

“As a solution-centric company, we need to keep updated and align ourselves to new ways of doing business,” Prabhu also said. “We are planning to get certified and provide solutions in the area of Hyper Convergence, Big Data and IOT. This is a great opportunity for us moving forward.”

Learn more at
certification-learning.hpe.com

HPE Partner Ready Certification & 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, networking, 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



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