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Enterprise



POWERLAND

HPE Hero Partner | Powerland

Powerland is an HPE Platinum partner and one of Canada's leading and fastest growing IT infrastructure providers.

Powerland, HPE, and Western Canada Lottery Corporation

The Story: Western Canada Lottery Corporation (WCLC) is one of Canada's leading lottery organizations, managing and operating lottery and gaming-related activities on behalf of the governments of Alberta, Saskatchewan, Manitoba, Yukon, Northwest Territories and Nunavut. WCLC was working with dated IT infrastructure and a lean team to address the needs of the business, and sought a new solution to bring their infrastructure up to date while improving performance.

The Solution: WCLC worked with HPE Partner [Powerland](#) in order to help drive its digital transformation. The focus was to become more agile, reduce capital IT costs, and redeploy IT staff to critical initiatives. The solution was comprised of:

- [HPE GreenLake](#) to modernize WCLC's corporate IT needs – from running day-to-day business, to managing HR resources, finance teams, and customer information.
- Within the HPE GreenLake service, WCLC deployed [HPE Synergy](#), [HPE Simplivity](#) and [HPE 3PAR](#), allowing the organization to support all its corporate workloads on the ideal platform of its choice:
 - Virtualization on Simplivity
 - Other critical applications like Oracle or SQL on HPE Synergy and 3PAR.

The Impact: HPE GreenLake was selected as the ideal choice for WCLC's needs, as it allowed the organization to optimize performance, monitor and control costs, maintain flexibility and scalability when the business needed it, and deliver a true cloud experience to WCLC employees everywhere.

With the new solution, WCLC avoided capital expenditures, deployed all the technology it needed on a pay-per-use basis and received white-glove services that supported WCLC's small IT team.

“HPE GreenLake’s operational model was a real differentiator for us. The ability to pay only for what we use, and to be flexible and add computing needs quickly for future changes to – and introductions of – applications is critical to Western Canada Lottery Corporation’s success. HPE GreenLake helps us create consistency and standardization for our infrastructure and helps streamline our budgets for it.”

Nicholas Douville, Director of Infrastructure and Operations of Western Canada Lottery Corporation

Q&A with Curtis Dery, VP of Sales and Strategy, Powerland

How does working with HPE compare to working with other technology vendors?

Our long-standing, 30-year partnership with HPE can be compared to being a member of our extended family. We know HPE intimately and deeply value our partnership with them. We consider the partnership with HPE an extension of our business.

How does partnering with HPE help drive innovative solutions to take to market?

As a strategic HPE Platinum partner, we are helping our customers unlock new efficiencies and discover new ways of achieving their business goals. We do that by leveraging HPE's infrastructure, protection, networking and hybrid cloud portfolio.

How does HPE help you win business and grow?

As a certified HPE Platinum partner, our longstanding partnership has allowed us to invest strategically in the right certifications to provide in-house expertise and a wealth of experience to help design, deploy and support our mutual customers, and help them be well-placed on their transformational journey.

How do the partner programs, trainings and executive support help you succeed?

By being strategically aligned with go-to-market messaging and strategy, as well as a regular cadence with their executive team, our partnership and relationship with HPE helps unify our message and bring successful outcomes with our clients.

How do you go above and beyond for your customers?

We help our clients transform their business, empower their workforce and provide a better experience for their customers. We do this by bringing human intelligence to technology solutions.

“Powerland is a long-time and trusted partner of HPE, and their work with Western Canada Lottery Corporation demonstrates their future-forward thinking when it comes to our customers. It’s clear they are dedicated to delivering transformative and timely IT solutions like HPE GreenLake that underpin organizations’ critical modernization needs while ultimately helping them save costs.”

Paula Hodgins, President, Hewlett Packard Enterprise Canada