



U.S. Healthcare Provider Modernizes Its Network Without Increasing Budget Pressure

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Solution: FMV + Flip the Switch and Save and Smarter Networks, Smarter Economics Promotions

Industry: Health and Life Sciences

Country: USA

A major U.S. healthcare provider set out to modernize its network to support growing clinical demands, but like many organizations in the sector, it was constrained by tight annual budgets and the need for predictable operating expenses. With aging equipment making operations inefficient, the team wanted to move to a more advanced, scalable networking platform but large upfront costs and budget sensitivity stood in the way.

As they evaluated options, two realities became clear: they needed a financial model that preserved capital, and they needed a more agile, cost-efficient network than what their incumbent vendor could offer. That's when HPE Networking and HPE Financial Services (HPEFS), alongside a trusted partner, introduced a solution that reshaped the decision entirely.

HPEFS designed a tailored financial structure that delivered the latest HPE Networking and Juniper technologies at a predictable monthly cost eliminating the need for any upfront expenditure. To strengthen the proposal and drive down total cost of ownership, HPEFS packaged two high-value promotional offers: "Flip the Switch" for the hardware portion, reducing early-year costs; and "Smarter Networks, Smarter Economics" 0% financing for the software portion, allowing the customer to adopt advanced capabilities without added cost.

This combination proved decisive. They were able to replace its aging competitive networking infrastructure, improve network performance, and streamline operations all while gaining cash-flow certainty and lowering long-term TCO.

Outcome: A modern, high-performance network supported by a financing model that reduced total cost of ownership, stabilized cash flow, and enabled the healthcare provider to refresh critical infrastructure in a fiscally responsible way.