Services provider keeps data protection at its peak with Dell Technology Rotation

With Dell Payment Solutions, Harbor ensures that data security and recovery are always optimized for customers using the latest technology.

Business needs

To meet a growing number of business opportunities, Harbor looked for a solution that helped ensure that the servers behind its data protection solutions always delivered peak performance while the company protected its cashflow.

Business results

Builds security and recovery solutions that customers trust.

Avoids upfront costs for current-state technology.

Protects cash flow to drive growth.

Drives innovation by reducing the costs of development.

Lowers TCO by improving refresh cycles using server technology that is 83% more energy efficient.[1]

Solutions at a glance

- Dell Technology Rotation
- Dell PowerEdge servers

1 https://www.delltechnologies.com/asset/en-nz/products/servers/briefs-summaries/poweredge-sustainability-overview.pdf

Data protection and recovery are a growing concern for companies in the face of tougher legislation and increasing ransomware attacks. As a result, businesses are spending more money on data security solutions and the services of companies like U.K.-based Harbor, whose products help organizations keep data protected and constantly available.

To realize the growing market opportunity, Harbor wanted to provide customers with solutions that operated at peak performance throughout their lifecycles. As such, it looked for a way to regularly refresh the servers behind its technology while maintaining liquidity to invest back in the business.

Avoids upfront costs

The company achieved its ambitions through the Dell Technology Rotation lifecycle management solution, which helps companies protect cash flow and use current-state technology. Chief Operating Officer Nick Barron, at Harbor says, "Dell Technology Rotation aligned with our technical and financial needs. It helped us overcome the double whammy of purchasing hardware and software upfront. With Dell Technology Rotation, our costs are spread out over the lifecycle of the hardware."

Drives innovation by reducing costs

Harbor is expanding its range of products as a result of Dell Technology Rotation. Through access to current-state technology without the capital costs, the company has developed a data protection solution for underserved smaller companies. "We have created a product that answers the needs of businesses by using Dell Technology Rotation," says Barron.

Refreshes improve performance

With payment predictability, Harbor can budget to routinely refresh the Dell PowerEdge servers behind its solutions. This ensures both optimal performance and lower energy consumption, with latest-generation servers 83% more power efficient than previous generations thanks to engineering advancements.[2] Barron says, "Customers gain solutions with Dell Technology Rotation that meet their changing requirements while operating at a lower TCO."

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>
> **Nick Barron,**
> Chief Operating Officer, Harbor

Ensures rapid customer support

By underpinning its products with the latest Dell PowerEdge servers, Harbor provides customers with technology they can trust. What's more, Dell Technologies has the same high level of customer focus as Harbor, so customers get the rapid support they need if assistance is required.

Helps meet environment goals

With sustainability shaping many business decisions nowadays, Harbor tells its customers how its solutions are contributing to the circular economy. Dell Technology Rotation ensures that hardware is refurbished, remarketed and recycled in a secure environment at the end of its lifecycle. Barron concludes, "We can promote a responsible approach to IT, and Dell Technology Rotation's focus on refurbishing old servers helps us deliver that message."

2 https://www.delltechnologies.com/asset/en-nz/products/servers/briefs-summaries/poweredge-sustainability-overview.pdf

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