



“With HPE ProLiant for Microsoft® Azure Stack, we now have a solution for customers to run their Azure workloads in our local data centers with consistency and control. The HPE solution is flexible, which is important to us as a service provider serving customers with diverse needs.”

– Kar Wai Chin, Chief Operating Officer, Peering One

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Peering One is a leading cloud and data center services provider in the Asia-Pacific region. It offers a wide range of hosted solutions. In recent times, its customers are increasingly looking to optimize their operations by leveraging a hybrid of traditional and cloud infrastructures.

Challenge: Reach new markets with a hybrid cloud solution

Many Peering One customers started turning to mass-market public cloud services such as Microsoft Azure to augment their traditional infrastructure. However, this introduced potential risks for certain customers with privacy, data sovereignty, and compliance requirements. So, Peering One started looking for an Azure hybrid cloud solution to reach new markets while minimizing its investment risk.

Solution: HPE ProLiant for Microsoft Azure Stack—minimal financial risk

HPE ProLiant for Microsoft Azure Stack offers flexibility, which is important for a service provider serving customers with diverse needs. The solution is delivered via HPE GreenLake Flex Capacity—a scalable on-demand, consumption-based IT model. “HPE GreenLake goes beyond just a financial model,” Chin remarks. “We see a sense of teamwork and commitment that goes beyond our expectations in helping us adopt technology like Azure Stack in a very economical and flexible way.”

Results: Experience data sovereignty, high performance

With HPE ProLiant for Microsoft Azure Stack, customers meet data sovereignty and compliance requirements. Peering One enables customers to improve application performance by reducing latency. Along with HPE GreenLake Flex Capacity, Peering One can now onboard customers quickly and economically, a distinct business advantage when pursuing new markets.

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