



# SALT BRINGS AZURE STACK HUB SERVICES TO THE CAYMAN ISLANDS AND BEYOND

The innovative technology solutions company further establishes itself as the region's leading cloud provider with Azure Stack Hub

## Objective

Offer Microsoft Azure Stack Hub hybrid cloud solution to companies

## Approach

Implement HPE ProLiant for Microsoft Azure Stack Hub hybrid cloud solution to offer Azure services within key markets for the first time.

## IT matters

- Delivers a scalable, flexible solution to handle future growth
- Reduces electrical consumption cost by 30% to 60%
- Reduces workload costs with software-as-a-service (SaaS) by up to 80%

## Business matters

- Delivers first-ever Azure Stack Hub solution to key markets in the Caribbean
- Establishes the company as the region's innovative technology leader
- Expands SALT's ability to serve new customers
- Provides high availability and geo redundancy in locations where data sovereignty is a concern
- Enables low-latency access to Microsoft Azure Stack Hub cloud services



**With the HPE ProLiant for Microsoft Azure Stack Hub hybrid cloud solution, SALT Technology Group Ltd. is able to provide innovative, cost-effective cloud solutions and Azure services to its customers while maintaining their unique leadership position as subject matter experts (SMEs) on the Azure Stack Hub environment.**

## STARTING SMALL, THINKING BIG

Headquartered in the Cayman Islands, SALT is a cloud and technology solutions provider dedicated to bringing the latest tech innovations to their clients. With locations in the Cayman Islands, as well as Bermuda, Canada, and South Africa, SALT embraces its position as SME who guides customers into improving their IT infrastructure and operations, and helps improve business intelligence through data capturing and analytics.

SALT has been a Microsoft-centric company since its inception over three years ago. "We are a Microsoft shop through and through," confirmed SALT Owner and Founder, Blair S. Lilford. "We built our company off of having expertise in areas like

## “With HPE ProLiant for Azure Stack Hub, we can serve any customer in any vertical market, so we’re well-positioned for growth.”

– Blair S. Lilford, Founder and CEO, SALT Technology Group

### With HPE ProLiant for Microsoft Azure Stack Hub, SALT Technology Group:

- Slashes electrical consumption cost by 60%
- Reduces workload costs by up to 80%

What’s more, it now delivers first-ever Azure Stack Hub solution to key markets in the Caribbean.



Microsoft Identity Manager (MIM), System Center Operations Manager (SCOM) and System Center Configuration Manager (SCCM), which require more complicated skill sets within Microsoft.”

The company built its first cloud platform on HPE ProLiant DL380 Gen10 servers, which they operated for nearly two and a half years. Eventually, they earned the Azure Stack Hub only exception from Microsoft—the first company to provide Azure services to customers throughout the Cayman Islands and Bermuda.

It was not an easy process, as Lilford shared, “Our regional Microsoft rep asked questions for almost six hours—what are you doing on managed services? Who is your staff? What is your training platform? What have you got in the data center? Microsoft was very tenacious on ensuring they are partnering with the people that have the skillset to be able to operate Azure Stack Hub. We were elated they chose us.”

### BRINGING HYBRID CLOUD TO THE MASSES

HPE ProLiant for Microsoft Azure Stack Hub provides an integrated Azure hybrid cloud that incorporates computers, storage, and networking. For SALT, offering a hybrid cloud solution to their clients solidified their position as a forward-thinking, innovative company.

SALT’s solution consisted of an HPE hybrid SSD optimized Azure Stack Hub. SALT has provisioned their block of public IPs and it is the only cloud service provider to offer Border Gateway Protocol (BGP) peering in the Cayman Islands. SALT also provides redundancy by offering services in multiple

data centers across several geographical locations.

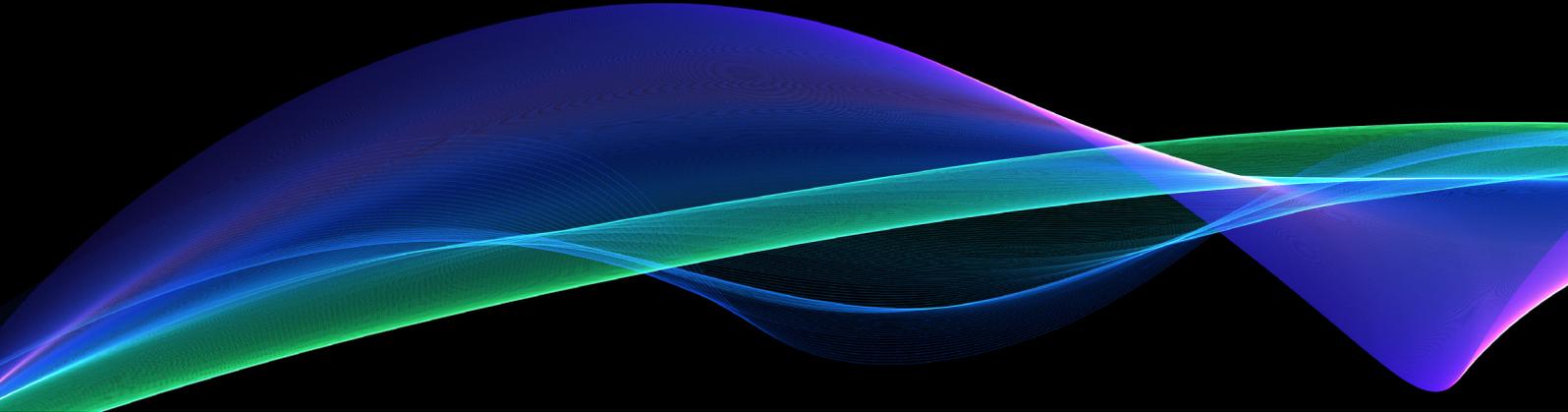
HPE GreenLake is also part of the solution, delivering consumption-based, metered IT services that allow SALT to scale their services up or down as necessary—providing a better way to manage capital expenditures. “As a small tech startup, HPE GreenLake allows us to manage our CAPEX more effectively. It’s more of an OPEX model rather than a CAPEX model, which works very well for us. As we expand and grow, we just pay for what we consume, which makes us more agile and lets us more easily allocate funding where needed.”

Though the company is only a few years old, Lilford is well acquainted with HPE. “I have worked with HPE for 20 to 25 years in the Caribbean,” he said. “They are typically the only ones that have on-island parts depots, which is important from a support standpoint.”

His familiarity with HPE products and solutions made HPE ProLiant servers the natural and reliable choice for building their Azure Stack Hub solution, which HPE ProLiant DL380 servers as its core system.

Familiarity is also part of what makes Azure Stack Hub attractive to SALT’s clients, “Azure Stack Hub is really just an extension of Microsoft Azure,” said Lilford. “The interface, the layout, the subscriptions are all the same. It’s all billed via the Microsoft CSP billing model. You access all your resources via the Azure Marketplace as you do with Azure. This is the consistency that Microsoft brings to us with a real, true cloud platform that offers unprecedented security and compliance, which is what everyone wants nowadays.”





To implement the solution, SALT utilized HPE Pointnext Services to ensure a smooth transition and provide resources that can scale as they grow. “The team that came down here were very professional,” said Lilford. “They did a great job, and we continue to engage with them.”

“HPE is obviously one of our bigger partners. Becoming an Azure Stack Hub provider would not have happened without them.”

### **ADDRESSING CHALLENGES**

As with any growing company, SALT has faced its share of challenges—including unique challenges due to its primary location in an island nation. “Electricity is really expensive within the islands,” Lilford detailed. “With this solution, we see a cost savings substantially higher than what you would typically see in North America—anywhere from 30% to 60% in cost savings once the solution is optimized.”

HPE ProLiant for Microsoft Azure Stack Hub has also simplified and streamlined app deployment for SALT and their clients. “A good example is SQL,” said Lilford. “If you take your SQL Server and you just move it into Azure, it can be quite expensive. But if you use the SQL workloads and consume that as a service within Azure, you probably save 70% to 80% compared to if it was

running through your own SQL Server. This is exactly the same for Azure Stack Hub. We offer the full range of PaaS and SaaS services on top of the traditional IaaS offerings.”

### **GROWTH IN THE FORECAST**

Today, SALT employees 15 employees, but are quickly adding staff and expect to top 20 employees throughout their network in the next year.

“The original plan when I started the company was to be the top cloud provider in the Caribbean,” said Lilford. “I still have that vision. The amount of work with new clients that are coming in, and the things that need to be done can be very overwhelming, but we have a great foundation, and with our channel partner model it provides us with the additional support we need to grow at a healthy rate.”

The company has already experienced significant success and recognition. It has twice been recognized as the Microsoft Partner of the Year—in 2017 and 2018—that honors partners who have demonstrated business excellence in delivering Microsoft solutions to multiple customers. They were also awarded the 2017 Business Excellence Award for Innovation from the Cayman Islands Chamber of Commerce—a prestigious



**Case study**

SALT

**Industry**Cloud/Technology  
Solution Provider

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### Customer at a glance

**Solution**

Hybrid cloud solution that allows SALT to provide Microsoft Azure Stack Hub services to its customers

**Hardware**

- HPE ProLiant for Microsoft Azure Stack Hub

**Software**

- Microsoft Azure Stack Hub
- HPE GreenLake

**HPE Pointnext Services**

- HPE Installation and Startup Services

honor given to the company who has best utilized innovative techniques and strategies to enhance their business and adapt to modern techniques.

“From a customer perspective, we are agnostic,” Lilford continued. “In Cayman, for example, we have financial services clients. In Bermuda, we work with insurance. But in general, with HPE ProLiant for Azure Stack Hub, we can serve any customer in any vertical market, so we’re well-positioned for growth.”

Blasser concludes, “With the efficiencies of the HPE Composable Infrastructure, we are able to focus on more strategic activities and turn our ideas into important business value, growing and expanding our educational offerings for students.”

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