

Customer

Delivery and Supply Chain Executives
at a global IT Services company.



Situation

Manufacturer (IBM) ending support for Netezza products still in heavy use in data centers.



Customer Need

Customer needed a global partner with proven expertise on IBM platforms and the ability to seamlessly support the Netezza product as soon as IBM support expired.



Curvature Solution

Curvature was able to provide a **12-month contract** that started as soon as IBM support expired, **with options to extend for any term length needed.**



Also, **flexibility of terms was required** to allow the customer to control the timing of any changes in their data center.

Results

Customer was able to own the timing of change in their data center and **reduce the cost of maintaining their infrastructure** while working with one provider for maintenance of their post-warranty gear.

