

## Customer

Senior Director of Infrastructure Design, Senior Manager of Delivery  
of a global food manufacturing company



### Situation

Storage arrays coming off  
of OEM Warranty staggered  
end dates.



### Customer Need

The Customer needed a  
trusted, single provider who  
could be flexible with contract  
terms so that they could work  
within the constraints of  
budgets and planning cycles.



### Curvature Solution

Curvature was able to provide  
custom contract terms, simplify  
contract maintenance by  
aligning end dates, and  
extend the customer's  
budget with new software  
support capabilities.



They also needed a partner who  
would proactively introduce new  
capabilities that gave them  
choices on supporting their  
IT environments.

### Results

Customer simplified contract maintenance  
by consolidating support agreement end dates  
and saved hundreds of thousands on storage  
and software support.

