

**Objective**

Provide highly flexible core network solutions for mobile network operators and mobile virtual network operators to enable cost-effective startups and seamless growth

**Approach**

Build complete mobile network operations platform on HPE ProLiant DL380p Servers to deliver performance, scalability, and resilience critical to 24/7 telecommunication services

**IT Matters**

- Gained scalable performance to grow mobile services from a handful to a million subscribers
- Enabled continuous tracking of server status and health through HPE Integrated Lights-Out
- Achieved zero server downtime in three years due to resilience of HPE DL380p Server architecture

**Business Matters**

- Enabled highly customized network operations platforms to meet the unique requirements of individual customers
- Created affordable “as-a-service” offerings with financing from HPE Financial Services, allowing customers to pay only for resources used
- Strengthened competitive advantage with highly resilient, continuously available platforms backed by HPE Foundation Care Service for rapid expert technical support

# JSC Ingenium connects mobile operators to niche markets with HPE

## Core network provider enables highly flexible mobile service platforms with HPE ProLiant



An innovative provider of core network platforms for mobile operators, JSC Ingenium needed a highly flexible server infrastructure to support diverse customer needs. The company also needed a cost-effective way to support customers from startup through ongoing growth. By building its network operations platform solutions on HPE ProLiant DL380p Servers, JSC Ingenium gained highly scalable performance to seamlessly handle a handful to more than a million mobile subscribers. Plus, HPE Financial Services made the solutions affordable with a creative financial package so customers only pay for the resources they use.

JSC Ingenium is a global provider of core network infrastructure to enable mobile network operators (MNOs) and mobile virtual network operators, enablers, and aggregators (MVNO/E/As) to quickly startup and grow their businesses. The company offers a flexible portfolio of solutions—complete, on-premises platforms for MNOs that own their own network infrastructures, as well as “as-a-service” solutions hosted by JSC Ingenium for MVNOs sharing network infrastructure.

“The HPE DL380p Servers provide more than enough horsepower and scalability to grow with our customers. They can start with a very small footprint, growing from thousands to millions of subscribers.”

— Alejandro Gaspar, Head of Customer Solutions, JSC Ingenium

Many MVNOs target niche markets with services tailored for groups that share special interests or connections, such as ex-pats, teenagers, university students, and more. When first starting up, these operators typically have very few subscribers, and consequently little revenue. Therefore, JSC Ingenium enables MVNOs to start up with little-to-no capital investment by providing a complete network operations platform and allowing them to pay only for the resources used.

This business model requires a hardware infrastructure with extensive flexibility, able to maintain high performance and availability as it scales to support growing MVNOs. That's why JSC Ingenium turned to Hewlett Packard Enterprise, relying on HPE ProLiant DL380p Servers as the platform of choice for its primary solution offerings.

### **Flexibility to meet diverse customer requirements**

JSC Ingenium is a long-time user of HPE ProLiant DL380 Servers with the Intel® Xeon® processor E5-2600 series because of their proven reliability and flexibility.

Alejandro Gaspar, head of customer solutions for JSC Ingenium, explains, “The DL380p Gen8 Servers bring all the resilience and high availability we've always valued from HPE, along with increased performance, capacity, and efficiency. They provide so much flexibility in type and number of processors,

memory options, storage controllers, and other components that we can match the exact server configuration to each customer's unique requirements.”

He adds, “The HPE DL380p Gen8 Servers provide more than enough horsepower and scalability to grow with our customers. They can start with a handful of subscribers and easily support a million or more on the same platform.”

### **Assured performance and affordability**

JSC Ingenium develops all its own software to provide everything from mobile calling, texting, and data services to billing and service management.

To also provide MVNO solutions at the best pricing for its customers, JSC Ingenium takes advantage of financing from HPE Financial Services. With the help of HPE Financial Services, JSC Ingenium is able to spread the cost of the DL380p Gen8 Servers across 36 months and provide MVNOs with graduated pricing. That allows them to fund the solution as an operating expense rather than a capital expense—a much more financially viable approach for small startups.

Larger MNOs also have the option of purchasing a network operations platform for use in their own facilities using their own hardware, but the server infrastructure must match JSC Ingenium's precise specifications.

## Customer at a glance

### HPE Hardware

- HPE ProLiant DL380p Gen8 Servers
- HPE ProLiant DL380p Gen9 Servers

### Software

- HPE Integrated Lights-Out Essentials

### Services

- HPE Financial Services
- HPE Foundation Care Services

“HPE DL380p Gen8 Servers are highly resilient with redundancy throughout. So even if a component fails the server keeps running. In three years, we haven’t seen a single HPE server go down.”

— Alejandro Gaspar, Head of Customer Solutions, JSC Ingenium

## Continuous availability for competitive advantage

A critical aspect of JSC Ingenium’s total solution is monitoring and managing network operations for its MVNOs and MNOs. Customers are all over the world, from eastern and western Europe, to North and South America, and across Africa and Asia. Therefore, the company has built a follow-the-sun network operations center (NOC) to support its customers 24/7 and maintain consistent service level agreements (SLAs) regardless of their geographical location.

The NOC is directly connected to DL380p Gen8 Servers deployed all over the world. JSC Ingenium uses HPE Integrated Lights-Out (iLO) to continually track the status of the

servers, and if a problem is ever detected, HPE Technology Services are ready to act. With HPE Foundation Care Services, JSC Ingenium is assured of 24/7 infrastructure monitoring and rapid expert technical support, providing component replacement within four hours of opening a case.

“HPE Technology Services provide everything we need,” says Gaspar. “Our departments work every day with HPE and are very happy with the quality and responsiveness of service.”

Thanks to HPE Foundation Care Services, JSC Ingenium has been able to maintain continuous availability of network operations for its customers—a must in the highly competitive mobile communications market. Gaspar attributes much of this success to the HPE servers. “HPE DL380p Gen8 Servers are highly resilient with redundancy throughout. So even if a component fails the server keeps running. In three years, we haven’t seen a single HPE server go down.”

He concludes, “Server hardware is a critical asset for our business. That’s why we invest in HPE quality because it makes our customers happy. And when our customers are happy, we’re happy.”

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