

CIOReview

ISSN 2644-237X

CIOREVIEW.COM

AUGUST - 2020

The Navigator for Enterprise Solutions



Awarded by CIOReview

ACHIEVE ONE

LEADERSHIP TO ADAPT. EXPERTISE TO ACHIEVE.



Awarded by CIOReview

The annual listing of 10 companies that are at the forefront of providing Dell Partners solutions and transforming businesses

ACHIEVE ONE

LEADERSHIP TO **ADAPT**. EXPERTISE TO **ACHIEVE**.

Maximizing Business Efficiency through Digital Transformation

Today, what determines an organization's success is its capability to manage data and adapt to the rapidly evolving technology landscape. As such, architecting a Hybrid Cloud Platform to maximize the value of data and enhance operational efficiency takes a great deal of business strategy. To achieve their objectives, enterprises need an optimized, hybrid, multi-cloud strategy and a technology integrator to execute on that strategy.

Founded as an integrator of technology-based business solutions, Achieve One designs, architects, and deploys optimized Hybrid Clouds that facilitate digital transformation and enhance operations by leveraging a suite of products that Dell Technologies and VMware brings to bear. "We have an extensive network of strategic partners that provide us direct access to cutting-edge technology, leveraged to simplify complexities and evolve the way enterprises store, access, and protect data," says Shane Pierce, VP, Marketing and Business Development at Achieve One.

What makes Achieve One unique is its ability to develop calculated, strategic solutions that support an enterprise's digital transformation and cloud journey. The company's expert team collaborates with their clients' management teams (C-level executives) to understand their business objectives, workflow, and technology requirements. Achieve One then designs and architects the best strategy to maximize their business efficiency by adopting a step-by-step approach, which is comprised of four components.

First, Achieve One provides end-to-end cloud consulting that includes planning, application assessment, implementation, and managed services. With its C-level IT leadership and experienced cloud architects, Achieve One transforms clients from traditional IT delivery

methods to an agile, multi-cloud operating model. Achieve One leverages its Cloud Assessment Framework (CAF) to build technology strategies that maximize multi-cloud capabilities and deliver an optimized experience to businesses. Secondly, Achieve One consolidates and standardizes physical infrastructure, allowing enterprises to manage siloed IT components—networks, computers, and storage—at a single point.

Further, Achieve One delivers workforce and security transformation services with which it builds and implements strategies to enable a secure, flexible, and agile end-user experience by leveraging industry-standard software solutions. Finally, the company helps clients to switch from legacy network strategies to next-gen networks, supporting their growing needs for speed, performance, and cost savings. In a nutshell, Achieve One ensures that all components of a clients' architecture are modernized by leveraging its strategic partnerships with Dell Technologies and its subsidiary, VMware alongside Microsoft Azure, and AWS.

To further elaborate on Achieve One's value proposition, the company recently collaborated with a leading healthcare provider to help them deconstruct their Picture Archiving Communication Systems (PACs). With the advancements in imaging technology within healthcare and their growth through acquisition, the client ended up with an environment made up of multiple PACs vendors. This environment became complex to manage, resulted in decreased operational efficiency and very costly to maintain. Therefore, the client approached Achieve One to deconstruct their disparate PACs into a single, vendor-neutral archive operating under one PACs vendor. By leveraging its expertise and strategic partnership with Dell technologies, the company architected



We have an extensive network of strategic partners that provide us direct access to cutting-edge technology, leveraged to simplify complexities and evolve the way enterprises store, access, and protect data

a Deconstructed PACs solution running on Dell Technologies' Isilon Generation 6, overlaid by the Faction Software package. Faction added enterprise cloud data services to the solution making it cloud-enabled and provided a platform that would give them the ability pay by consumption. Post collaboration, the client was able to reduce their management cost,

complexities, and data center footprint. Most importantly, implementing a deconstructed PACs solution provided the best possible delivery of service back to the physicians and clinicians, directly improving the patient care experience.

Owing to many such success stories, Achieve One has established itself as a prominent player in the

market, catering to a diverse set of clients from an array of industries. In partnership with Dell Technologies, the company is now on a drive to minimize the impacts of the recent COVID-19 outbreak. They are currently offering complimentary technical assistance to support the increase in remote work force and are also providing flexible financing to enable our customers the ability to continue to build their business. "Our goal is to enable our customers business outcomes by architecting strategic, technology frameworks that map directly to the needs of the business, maximizing their competitive advantage in the market. Today, a key priority is helping our customers support the remote workforce. With our valued partnerships in Dell, VMware, and Microsoft, we are able to provide a number of different end user compute solutions that maximize our customer's ability to support the remote workforce," concludes Pierce. 