



Thanks to IBM
Power Systems,
Pantheon can
offer affordable,
tailor-made
cloud services

PANTHEON

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Pantheon is growing.
As an independent software vendor (ISV), based in the Netherlands, they provide new clients with information and communication technology (ICT) services that are a perfect fit for their needs. Reliable, stable, and affordable.

That is the reason why they expanded their server park with two IBM Power Systems™ servers. These powerful, scalable turnkey servers are financed by IBM Global Financing, which enables Pantheon to pay a fixed amount every month. As a result, the ISV has financial headroom to innovate, develop new customer applications and grow further.



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Hans Siekerman, Commercial Director of Pantheon.

About Pantheon

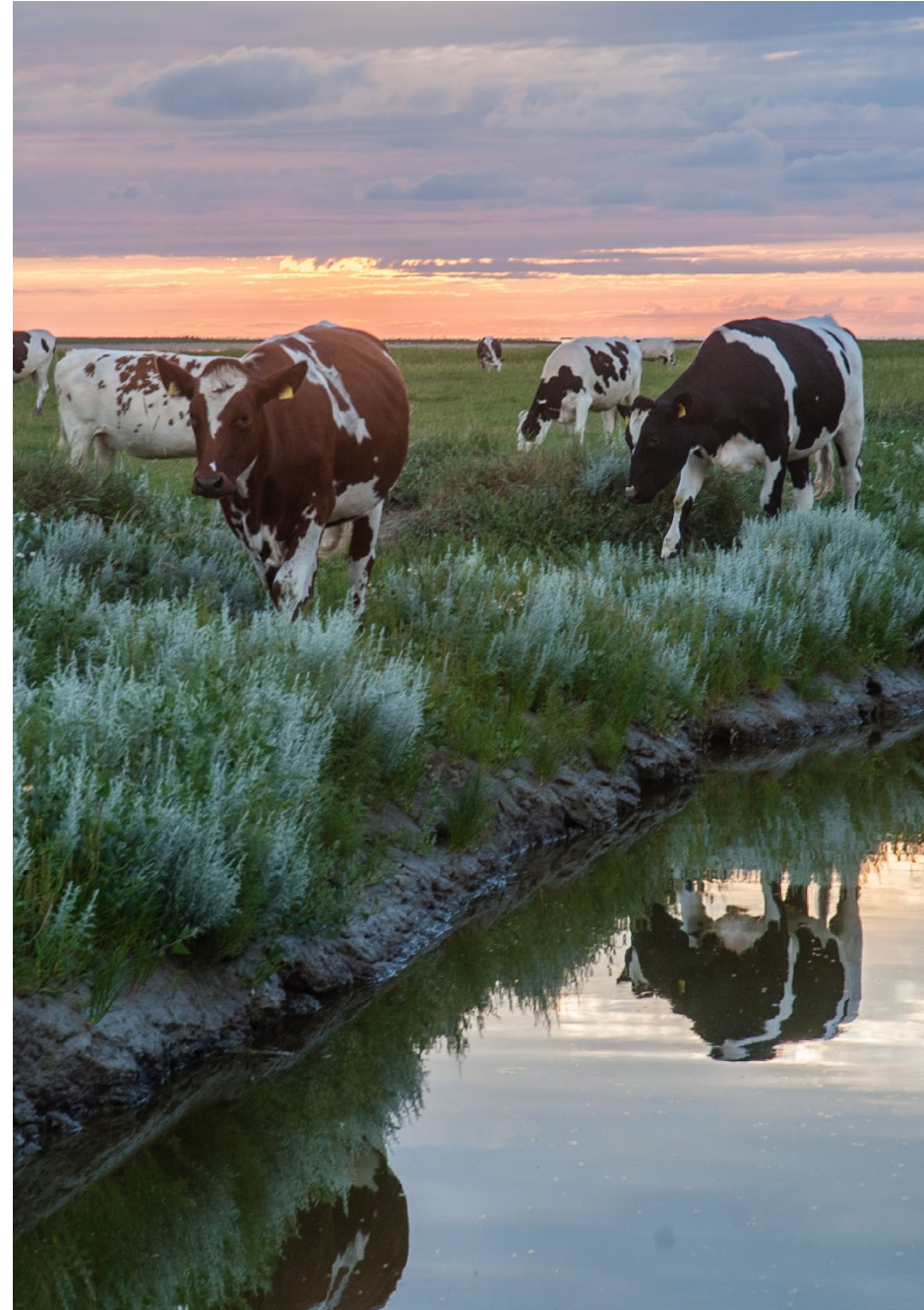
[Pantheon](#) is a provider of custom ICT solutions. An ISV through and through, with particular strengths in enterprise resource planning (ERP), human resource management (HRM), and customer relationship management (CRM) software for wholesale and manufacturing companies. The service provider often delivers these solutions as cloud services and always at market-competitive prices.



Customers purchase the ICT solutions as-a-Service with a pay-per-use subscription model. Pantheon supplies both standard and customized applications. The customized solutions are developed by the service provider itself to meet customers' wants and needs.

Pantheon's head office is located in Heerenveen, the Netherlands and has branch offices in Weesp, Deventer and Son en Breugel. From these locations, the company serves approximately 500 customers throughout the country.

As an IBM Business Partner for many years, Pantheon supplies ICT solutions that run and are developed on IBM servers. "We have been part of the IBM Partner Ecosystem for 45 years. This means that we often also collaborate with other Business Partners to innovate and to jointly provide various companies and organizations with suitable as-a-Service solutions based on IBM servers", says Hans Siekerman, Commercial Director of Pantheon.



Business challenge

More organizations are moving to a cloud or hybrid cloud infrastructure. This is also true for small and medium enterprises. Pantheon experiences that themselves, too. After all, the company has many of these small and medium enterprises as their customers. “After years of preparation, we see that the demand for cloud and hosting services has been really on the rise since 2015. Since then, we have delivered about 20 percent more cloud solutions every year”, says Siekerman. “That requires investments in the cloud foundation. For us, it means the purchase of new, scalable servers and accompanying software.”



Solution

To meet the growing demand for hosting and cloud solutions, Pantheon decided to use two new servers: one to develop the customer applications, and one production server to host cloud services for customers. The latter also functions as a backup and recovery server for applications that run on current servers. For production, failover and development environments, Pantheon opted for IBM Power Systems S922 servers.

Pantheon acquired the two IBM Power Systems servers by using a financing option available both for IBM customers and partners. IBM Global Financing settles the original invoice for the ready-to-use servers, and invoices Pantheon monthly over a period of two years until the servers are fully paid.

Choosing IBM was easy. “As an IBM Business Partner, we know that IBM is a reliable partner who continuously innovates its hardware and software. In addition, the IBM Power Systems servers provide us with the required computing power, capacity, and scalability”, Siekerman explains. The financing solution was an additional incentive to use IBM Power Systems servers. “This allows us to keep working capital, which we would otherwise invest in the purchase of new hardware, free for our core business: developing custom applications and innovations for our customers.”

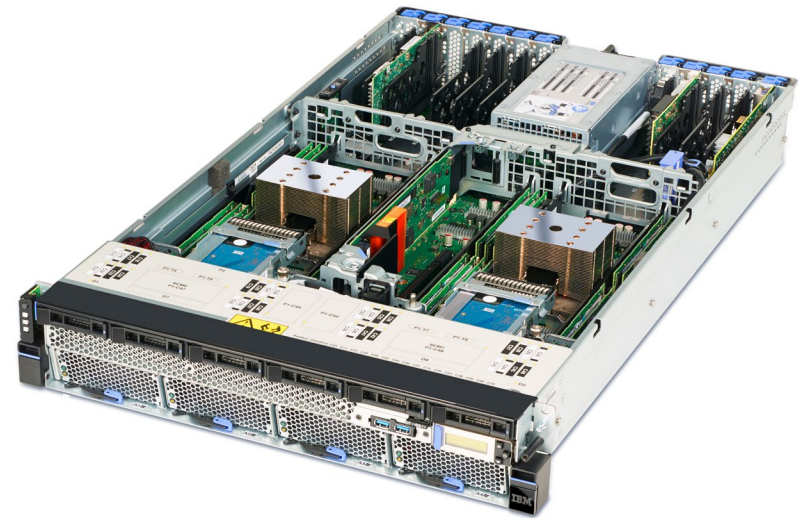


Results

In addition to the benefit of freeing up cash for innovation and application development, the financing solution provides another important advantage. Siekerman explains: “The expenses for our cloud solutions are in line with the income. In other words, customers pay a monthly subscription fee for the use of our cloud services. From this source of income, we can pay IBM Global Financing every month for the servers on which these cloud services run”. In addition, a payment solution helps ensure financial predictability. Pantheon knows exactly when and what amount they will spend per month, quarter, or year to pay for the servers.

The IBM Power Systems servers provide Pantheon with the flexibility it needs to deliver customization. “It is a real growth platform for us because we can organize the servers ourselves. This means that we can run up to 50 different customer environments on one server.

Each with the desired security options at different levels”, says Roel Krikke, Manager Hosting and Research at Pantheon. “In this way we strengthen our distinctive character: we can offer tailor-made SaaS solutions in a safe, stable environment at a competitive price.”



“Because of the wide range of IBM Power Systems servers, we can always add a suitable server when needed; with the desired capacity and computing power.”

Roel Krikke, Manager Hosting and Research at Pantheon.

Scalability is also an important advantage of the new servers, according to Krikke: “Because of the wide range of IBM Power Systems servers, we can always add a suitable server when needed; with the desired capacity and computing power”. In addition, the computing power is scalable per server. “We pay license fees only for the processors we use. When we reach the limit, we can switch on processors. Only then do we pay for the license”. The additional license costs are not included in the payment solution.



Krikke mentions another advantage of the IBM Power Systems servers: “Our new servers are very reliable. This converts into extremely low management and maintenance costs. And that in turn enables us to provide our customers with stable, competitively priced cloud solutions”.

Solution components

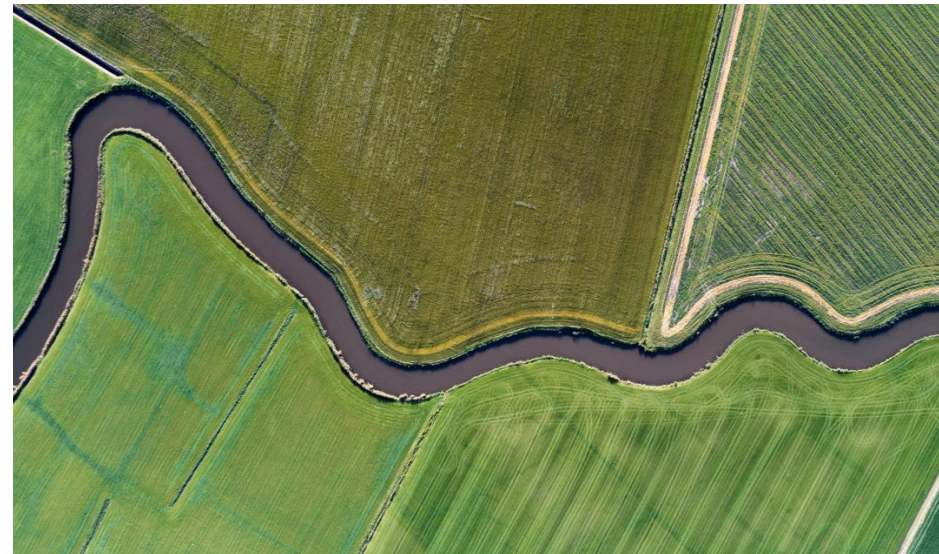
[IBM Power Systems S922](#)

[IBM Global Financing](#)

Take the next step

IBM Power Systems is an extensive series of servers for various application areas, from powerful, watertight secured enterprise servers to scale-out servers with built-in visualization software and accelerated servers for fast AI applications. The servers are available with different amounts of processors. No matter how much computing power an organization needs, there is always a suitable IBM Power Systems server. The servers can also be scaled up by activating processors only when the need arises. As a result, owners do not have to purchase associated software licenses until they start using a processor.

IBM Global Financing offers flexible payment solutions for credit qualified IBM customers to help them acquire IT solutions without up-front cash outlays. Our payment solutions are available for server and storage solutions, IBM and Red Hat® software and services, and can help start projects sooner, improve cash flow, and enhance business results — including return on investment (ROI) and total cost of ownership (TCO). Payment plans can help align infrastructure investments with workload needs to provide increased flexibility and agility. IBM can manage the complete lifecycle of leased IBM hardware including several end-of-lease options.





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