Fast Capacity Planning System Integration Sized Right for Quick Results

Tallgrass Technologies

Julie has a 93% conversion to purchase on her Try and Buy Trials.

"Don't give up on prospects where you think Sun is the right platform. Sun's Try and Buy program makes a difference to get prospects to try Sun."

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The perfect way to introduce Sun

Tallgrass Technologies' Julie Jeffries uses Sun's Try and Buy program to introduce Sun Microsystems into accounts that do not have Sun equipment in their datacenter. The Sun Free Product Trial Program is a big plus in the sales conversation. "With Try and Buy, prospects experience Sun in their environment without risk. The Try and Buy process is simple. Sun as a new vendor and the new equipment can be tested before initiating the procurement process to add a new vendor into their system."

Capacity Planning tool

Julie's installed base customers choose Sun's Try and Buy program for capacity planning. Try and Buy allows them to try new Sun equipment in their software environment.   Her customers see for themselves how the server and software work together in the correct size before they make their purchase decision.
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Processors make a difference

Julie has found that her customers are fascinated by the system processors. They want to know how the processor functions compare to others on the market. They are interested in the design of the processor and how it moves data.   Sun's Try and Buy program offers AMD, Intel and SPARC processors so there is variety of choice for those who are interested at the processor level.

Landis+Gyr

Landis+Gyr (www.landisgyr.com) ranks as the worldwide leader in electricity metering with a preeminent position in advanced or "smart metering systems" – an essential component in global efforts to upgrade energy distribution systems and enable power to be distributed more efficiently and reliably.

Smart metering provides utilities with a two-way flow of data required to manage energy use, efficiency, demand response and network protection. Customers benefit from lower energy costs due to controlling peak demand through time-based pricing programs and automated devices. Everyone benefits from a reduced carbon footprint.

Julie introduced Sun's Try and Buy Program to Erich Oberle, System Administrator Supervisor, at the Datacenter for Landis + Gyr located in Lenexa, KS. Sun's Try and Buy Program helps Erich's team respond to business situations quickly. "With the Try and Buy program, we can order what we need and get the hardware quickly. If the size isn't right, we can return and get the right size; the Try and Buy Program removes that pressure."

In one situation, a new client to Landis + Gyr needed lots of data very quickly. Erich ordered the new Sun Fire™ X4540 Server on the Try and Buy program. The Try and Buy program gets equipment into his datacenter more quickly than normal processes which was very beneficial in this situation. The Storage Server was a new product for him. He was able to try it out while doing real work. Try and Buy definitely helped Erich deliver satisfaction to this new client.

In another situation, Erich used Sun's Try and Buy program to try the Sun SPARC ™ Enterprise T5240 Server on an internal project. The traditional process would have been to do a pilot then roll-out after the solution was tested. With Sun's Try and Buy Program, Erich ordered what he believed he needed to do the actual job. He was able to "start" the project as production rather than pilot with significant savings for Landis + Gyr.

Erich Oberle, System Adminstrator Supervisor,Customer Operations
Landis + Gyr