

Reliant beats OEM delivery by 9 weeks to earn Aerospace customer



12 to 3

Reliant beat the OEM's 12 week delivery estimate by delivering in 3 weeks, potentially saving the customer hundreds of productivity hours.



When you need hardware ASAP

A potential aerospace customer of Reliant's was in dire need of a data center hardware provider that could deliver more quickly and consistently than their current networking gear provider.

While looking for new providers, one of the customer's IT admins found Reliant's website and submitted a request for a quote on Cisco gear they quickly needed to replace.

After fielding their request and having the items they needed, one of our storage consultants reached out and discovered the OEM usually takes 12-20 weeks to deliver the items.

Our storage consultant told them we could get them the

items in 3-5 weeks, and we delivered on that promise.


This conversation occurred in 2009, and that company has been a Reliant customer ever since, placing several orders for networking switches per year.





50%

**The average savings
on similar orders
compared to cost
of the OEM**


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Think you might be missing some savings and performance in your data center? **Connect with one of our storage consultants** to find out!