



aruba.it

Supporting leading
web services

“We have been using Kingston as a partner in our servers for more than 10 years. The key to our long-term partnership is their reliability, 100% compatibility & scalability. This allows us to maximise and optimise our existing servers without having to replace with new servers.”

Diego Parasecoli

Manager of the Technical Operations Division

Founded in 1994, Aruba is now a leading company in Italy for data centre, web hosting, email, certified email and domain registration services. Aruba have 3 data centres in Italy - 2 in Arezzo and the Italian biggest technological campus near Milan, plus one coming soon in Rome - one in Czech Republic and data centres partners infrastructures in France, UK, Germany and Poland.

In 2018 Aruba managed over 2 million domains, more than 7 million email accounts, 5 million PEC accounts and more than 130,000 physical and virtual servers. They look after around 5 million customers offering hosting services, public and private cloud services, housing and collocation services, dedicated servers, digital signatures, digital preservation, e-billing, certified email, SSL certificates and smart-cards.



Challenge

Giving the best service to their customers is one of the most important aims for Aruba. They depend on the high level of support and flexibility from their hardware suppliers.

It is key for Aruba to have a reliable memory manufacturer who they count on as an expert in their own field. A partner that has extensive product knowledge, 24-7 technical support services and high quality products are fundamental for Aruba.

Reliability and compatibility aspects are integral for their Data Centre performance, but most critical aspects is the scalability which allows them to respond to the needs and requirements of their clients on demand.

Technology Solution

One of the main roles of the Technical Operations Team managed by Diego Parasecoli is supporting clients with remote services.

They have technical experts on site to support their servers if HDD, SSD or RAM require replacing and upgrading. They also have experts on hand to support calls that may require more detailed technical know-how.

Kingston is one of these partners. They provide support on technological structures which enables them to maximise the capabilities of their hardware.

"We are able to use Kingston as part of our proposition because they match our customer's requirements for quality and reliability."

Results

Thanks to the service levels, quality, scalability and flexibility of Kingston's cost-effective solutions, Aruba have seen an increase in the quality of service to their clients.

"Our future goals are to continue to maintain the expansion and the growth of our services. Kingston are helping us do this by producing reliable memory and SSDs that utilise the hardware architecture that major producers (OEMs) are continuing to develop and bring onto the market."

"Kingston technology is pleased to have partnered with Aruba for over 10 years. They are a well-established Data Centre brand across Europe. We have worked closely with Aruba over the years to ensure that we can support their technological requirements to enable them to continue offering the best in class hosting & mailing services to their ever-growing customer base."

Laurent Sirgy – Regional Director
SEMEA Region

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