



MICROWARE'S SUCCESS CASE

CLIENT:

Abengoa Construção Brasil

SEGMENT:

Infrastructure and
Construction

BUSINESS AREA:

Workplace

REQUEST:

Optimize the employees'
work devices and enhance
the management of the
service's contracts

SOLUTION:

Microware provided all the
new desktops structure for
Abengoa and increase the
employee's productivity.
Also, the management of
their contracts became more
simplify.

CONQUESTS:

- + 45% reduction in
hardware's costs;
- + Simplifying the ICT
contracts management;
- + Employee's productivity
increased.

Managing a I.C.T. structure in a simpler and more productive way

Abengoa renewed their I.C.T structure in Rio de Janeiro
with the support of Microware.



**With the acquisition of these new
devices and new contracts with
Microware, there were costs
saving approaches 45%**

Gustavo Moraes
Abengoa's Brazil I.C.T. Responsible



ABENGOA

A NEW PROJECT

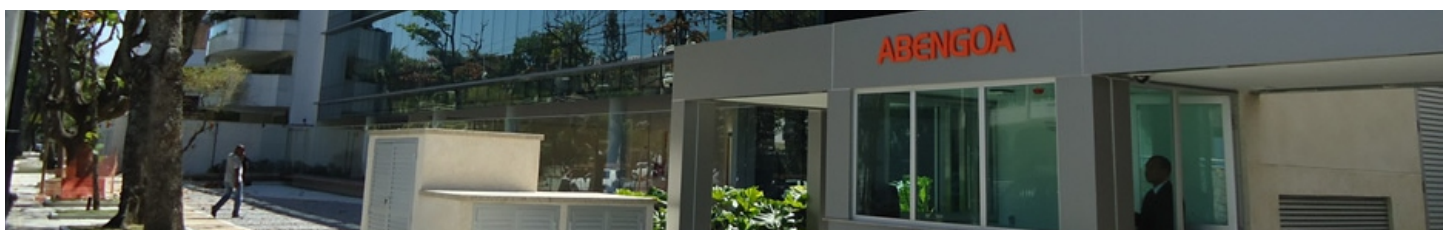
On a daily basis, we follow reports, research and investment aimed at the intelligent use of the planet's natural resources. The global concern regarding waste, applicability and preservation of the reserves used by mankind is urgent and are growing fast.

Abengoa is one of the companies that invests most in sustainable technology around the world. Its subsidiary, Abengoa Brasil, is focused on infrastructure engineering, construction, operation and maintenance for the energy and environment sectors. The company maintains a business model based on sustainable development and revolves its activities and strategies around this.

Abengoa Brasil recently underwent a process of physical change with regard to its installations. With the construction of a new head office in the Barra da Tijuca district, developed entirely with green technology, the company seized the opportunity to develop a new hardware project for its employees.

RENEWED ENERGY

The Microware Workplace and Professional Services team strove to develop a solution that met the demands of Abengoa. To this end, equipment was selected from HP since the company offers the most extensive line of products with self-sustainable technology and is recognized for its sustainability, having received awards in the area. Abengoa's confidence in Microware is the result of a longstanding relationship during which Microware has provided and assisted the company in various successfully developed and implemented projects.



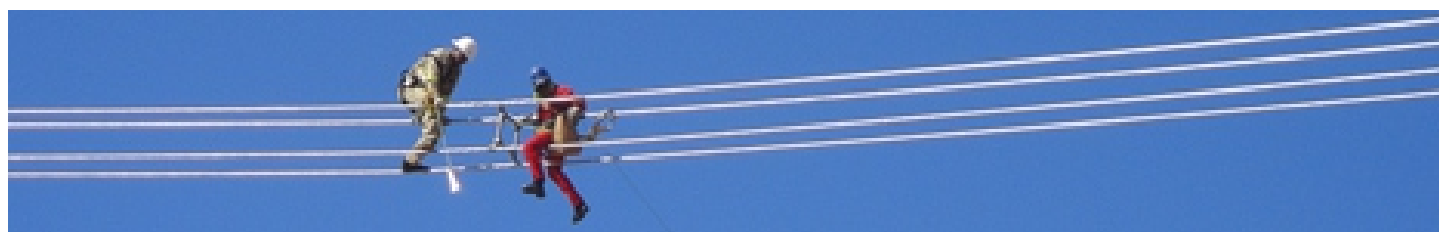
Due to the various equipment leasing contracts between Abengoa and Microware, Abengoa had to deal with a large volume of periodically issued invoices. The fragmentation of this management created difficulty in logistics for the company administration. According to Gustavo Moraes, Abengoa Brasil Director of ICT, “there were various invoices, making administration difficult as a result. Most of the equipment was leased and not our own.” With the new workplace, employees were also to receive new equipment and in this new phase of the company, leasing contracts would be unified and therefore simplified.

The presented project comprised the following items:

+ HP Compaq Elite 8300 AiO - Meeting today's and tomorrow's business needs with an intelligent multifunctional PC, made for ultra-performance and rich in multimedia features. Offers the intuitive and optional touchscreen feature, designed to save space and ideal for business applications and very busy areas. Increases productivity with the latest PC technologies and simplifies your IT environment with remote management and enterprise-class security.

+ HP 2570P Notebook - Decreases your workload. Optimized for Windows 8 Pro, this ultraportable notebook attracts attention with its small size and rugged design for business. Start working with a standard voltage processor, wireless connectivity and an optical drive.

+ HP 6470b Notebook - Tailor made for business. Optimized for Windows 8 Pro, this configurable notebook features a 14-inch screen and UMA or discrete graphics. From the professional design to Intel® technology, you will be ready for business.





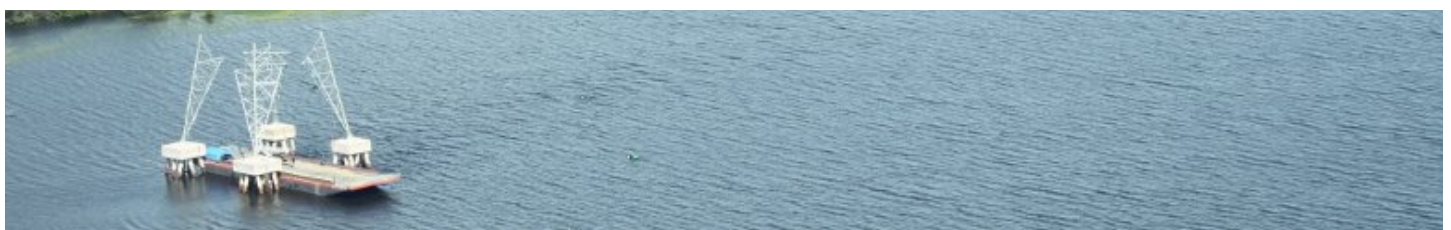
+ **HP LA2202X LCD MONITOR** - Change the way you view your work with the recently redesigned, energy efficient HP Compaq 22-inch Widescreen LCD Monitor, helping to increase productivity and reduce costs through advanced user comfort and an environmentally friendly design.

+ **HP Z400 Workstation** - With its new and revolutionary architecture and power that will redefine your concept of multi-tasking, the HP Z400 Workstation helps you accomplish more with every minute of your time and every cent of your investment. With a new easy to maintain smart chassis, employing liquid cooling and offering silent operation, the HP Z400 Workstation discretely adapts to your work environment, revealing HP innovation on the inside and the outside. Take on greater computing challenges with the new Intel QuickPath Technology and your choice of the latest Intel Xeon processors.

SUSTAINABLE DEVELOPMENT

In addition to HP technology, the products offer energy saving features, reduced use of workspace and a series of improvements specifically designed to save natural resources.

With these new devices, the company experienced a substantial increase in productivity. According to Gustavo Alberto, "With the acquisition of the new equipment and contracts, there was a cost reduction of approximately 45%." As a result of these new features, the company also saw benefits in easier management of its inventory and a new and much more organized work environment thanks to all-in-one devices. "The service provided by Microware was what we expected. Within the deadline for supply and installation of the new park", Gustavo concluded.



SOLUTION'S DATASHEET:

Desktop HP Compaq Elite 8300 All-in-One

Features

An all-in-one changes everything

Create an ideal environment that fits your needs with a versatile all-in-one PC. Adjust the brilliant, 58.4 cm (23-inch) diagonal Full-HD display to portrait or landscape orientation, or mount to a wall – perfect for kiosks, lobbies and tight spaces.



Business performance

Boost productivity with the power of a 2nd and 3rd generation Intel® Core™ vPro™ family processors and bring presentations to life with integrated Intel® HD Graphics. Support more demanding graphics with optional MXM discrete graphics cards.

Control the fleet

Customize your level of data protection and control PC deployment functions with HP Protect Tools a comprehensive portfolio of security features built into the hardware and software.

Maximize your investment

Help lower your company's utility costs with a 90% energy-efficient internal power supply, and extend your PC's lifespan with HP Power Assistant. Control inherent energy profiles, customize low-power state schedules and enable S3 sleep settings.

HP EliteBook 2570p Notebook PC

Ultraportable and polished

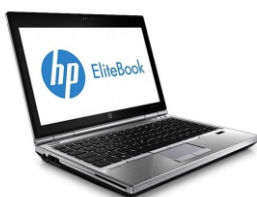
Starting at 3.60 lb (1.63 kg), this ultraportable laptop blends modern design and precision engineering. Slip this beautiful, light-weight laptop into your carry-on and you're ready for business on the go.

Powered for business

Tackle daunting tasks with the powerful processing capabilities of Intel's latest technology. This notebook offers a standard voltage processor so you don't trade power for its petite size.

No compromises

This premier notebook combines small size with uncompromised performance so professionals stay a step ahead. Gain the convenience of an integrated optical drive for additional storage and easy access to data.





SOLUTION'S DATASHEET:

HP Notebook 6470b

Constructed for business on the go

From the bead-blast aluminum display enclosure to the wear-resistant tungsten-colored finish, this mainstream business notebook polishes off your professional look. Accidents happen. HP 3D DriveGuard5 helps protect your notebook's hard drive against impact, bumps and drops so your data has enhanced protection. The 14.0-inch diagonal HD3 or HD+3 display provides a crisp view while remaining highly portable. You'll easily carry this notebook to meetings down the hall and around the world.

It's good to have options

Choose between UMA or performance discrete graphics to create impactful visuals that'll impress the boss and co-workers. Plug into additional monitors for a total of four displays to gain an immersive graphics and computing experience with AMD Eyefinity technology. Boost security and simplify access to your computer with the optional Smart Card Reader. Easily navigate your screen with the optional pointstick. Is lighter weight or longer battery life most important? Configure your notebook with the battery options that work best for you.

Rely on a notebook truly built for business

Intel® Core™ processors with vPro™ Technology help reduce IT maintenance costs by enabling remote configuration, diagnosis, isolation, and repair of infected PCs.

When your workload ramps up, your PC keeps up with added processor performance, thanks to Intel Turbo Boost Technology 2.0. Access the Internet and email in more places than ever, thanks to various wireless technologies that help keep you connected—from Wi-Fi CERTIFIED™ WLAN to optional HP Mobile Broadband featuring 3G and 4G1,15 and optional Bluetooth connectivity.

HP EliteBook 2570p Notebook PC

Ultraportable and polished

Starting at 3.60 lb (1.63 kg), this ultraportable laptop blends modern design and precision engineering. Slip this beautiful, light-weight laptop into your carry-on and you're ready for business on the go. See crisp images on the 12.5-inch diagonal HD1 display without adding cumbersome size to the notebook. Its business rugged design protects your laptop against the bumps common with mobile use so your laptop looks as good as you do.

Powered for business

Tackle daunting tasks with the powerful processing capabilities of Intel's latest technology. This notebook offers a standard voltage processor so you don't trade power for its petite size. Whether you're across the street or around the globe, HP's extensive wireless technologies have you covered. With optional WiFi and optional integrated HP Mobile Broadband featuring 3G and 4G LTE, you can conveniently access the internet, corporate networks, email and mission-critical information in more places around the world. Enhance presentations, reports and more with impressive visuals, using UMA graphics.

No compromises

This premier notebook combines small size with uncompromised performance so professionals stay a step ahead. Gain the convenience of an integrated optical drive for additional storage and easy access to data. Engage in video conferences, web-based trainings, or streaming videos with smooth audio quality that'll surprise you coming from a notebook. SRS Premium Sound PRO also allows you to share crisp, powerful sound directly from your notebook. Forget the extra speakers during your presentations.



ABOUT MICROWARE

Our mission is to excel in providing I.T. solutions for business and organizations objectively, securely, and in a creative way. We are specialists in supporting companies to develop and implement effective I.T. project.

We strive to be the best technology architect, applying it intelligently to your business needs. This way we help you focus on your priorities and contribute to the expansion, to the productivity improvement, to the reduction of total costs and to the mitigation of risks of your business.

We specialize in the areas of Datacenter, Networking, Workplace, Imaging and Printing and Professional Services. We have one of the best trained team of professionals in Brazil, able to identify needs and align investments with business goals. Our work also counts with and is supported by the main global I.T. developers, manufacturers and providers.

Established in 1984, we are located in São Paulo and Rio de Janeiro, with sales forces, service centers and distribution centers covering the entire Brazilian territory. We are also a member of global networks of I.T. solution providers, and through them we help our clients with their international expansion.

We operate under a total quality system certified by the ISO:9001 standard, having our processes and procedures regularly audited, and therefore enhancing the consistency and reliability of projects developed and services rendered.

And You?

Does your business spend energy in right activities and actions that brings benefits to your company?

The Microware is available to support you on your demand of
Information Technology and Communication solutions

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