

News



Shining Light on Recent Changes

Wondering about some of the recent changes at the company? Get a behind-the-scenes look at what prompted these important transformations. [Read more >](#)



Premiering the Jive Mobility Video

We're providing employees with better mobile support. Watch this exciting new video to learn how our Jive collaboration tool is making that possible. [Watch it now >](#)

Tips & Tricks



How To Use SAMs

Too often sales teams waste precious time and energy struggling with tasks that SAMs can do in their sleep. Don't let it happen to you. Learn the top five ways SAMs can make your life easier. [Read more >](#)



How To Sell Consulting Services

Selling consulting services requires different strategies than those you'd use for products. To increase your service sales, check out these straightforward tips for making that transition. [Read more >](#)

Success Stories

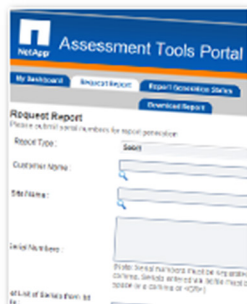
Winning with Consulting Services

When the Community College needed to replace its old Hitachi NSC55 earlier this year, company team members Oliver Drake and Kevin Oaks recommended a new Hitachi Virtual Storage Platform. But despite the eleven-year relationship, the college had never before engaged our consulting services. Read how Kevin quickly persuaded the college to purchase the necessary data migration services from us rather than a vendor. [Read more >](#)



Success through Collaboration (and the NetApp ATP)

During a recent meeting with their long-time client Doone and Robert, LLP, Doug Lehere and Jonathan Drenas convinced the company that it was time for a NetApp Health Check. However, shortly after the assessment started, the company's CIO was dissatisfied—he'd been expecting a much more sophisticated process. Learn how some quick collaboration between our engineers led to a helpful new NetApp assessment tool and another customer win. [Read more >](#)



Equal Parts Patience and Persistence Pay Off

When Major Music needed to reduce storage costs for its digital media content, the IT team turned to Adam Ehrains for help. Adam contacted Quantum, and together they recommended a cost-saving centralized storage solution. The music company responded well to the proposal, but competing business objectives pushed aside any discussion of the solution for two years. Find out how Adam changed his strategy and eventually won the deal. [Read more >](#)

