

Driving Seamless Integration and Accelerating Growth for Platform Solutions

Company Name: Flexential
Industry: Technology Provider
Employees: 1,000+



Mission-critical priority

Mike Peterson, Senior Director of Product Management at Flexential, a leading provider of secure and flexible data center solutions, needed to accelerate the development of a fully interoperable platform to seamlessly integrate with diverse customer environments and address a broad range of needs.



How Gartner helped

Gartner provided Flexential with strategic guidance and actionable insights to define their platform strategy, and provided instrumental support for the successful launch of Flexential Fabric and other key products, focusing on:

- **Strategic Insight and Planning**
- **Accelerating Innovation**
- **Enhancing Customer Engagement**



Outcome

Gartner's expertise enabled Flexential to accelerate innovation, streamline product launches, and significantly improve time-to-market. Flexential successfully introduced five new products, including the flagship Flexential Fabric. These innovations have led to increased customer engagement, faster time-to-market and significant revenue growth.

Flexential has outpaced industry leaders in innovation and market presence, launching products ahead of competitors like 40 Gbps internet access and meshed data center interconnection.