

Shift to a smarter cloud consumption model

HPE GreenLake Hybrid Cloud, on-premises with Microsoft Azure Stack

Until now, hybrid cloud systems have been complex, slow to implement, expensive, and labor intensive. Hewlett Packard Enterprise is changing all that.

Get more value from your cloud

- Provision capacity in minutes instead of months with the buffer ready on-site
- Pay for only the capacity you use¹
- Start quickly with no upfront capital outlay
- Speed your time to market
- Offload hybrid cloud operations to HPE Pointnext
- Maintain control with IT on your premises

Put a consumption-based cloud platform to work for you with HPE GreenLake Hybrid Cloud for Microsoft® Azure Stack®. You get the simplicity, agility, and economics that you expect from Microsoft Azure and the security and performance benefits of on-premises IT. Now you can determine your own Right Mix of **Hybrid IT** and workload placement without an either/or choice.

The solution comes with tailored services from **HPE Pointnext**, the services organization of HPE, to design, implement, operate, and support your cloud environment for you—taking away the “heavy lifting” so that you can focus on strategic IT priorities.

Hybrid cloud, simplified

With HPE GreenLake Hybrid Cloud, you gain a consumption-based cloud solution that delivers:

- Faster time to value with a pre-integrated solution on industry-leading **HPE ProLiant for Azure Stack**
- Simplified IT, with implementation, monitoring, operations, support, and administration
- Convenient pay-per-use billing that includes hardware, software, and services from HPE Pointnext, as well as certain Azure Stack services in one invoice
- Automated controls to help customers meet data sovereignty and other compliance requirements on-premises or at the edge

Pay for only what's used

To reduce waste and control spending, you pay for only what you use. Customers overprovision on average by 59% for compute and 48% for storage,² money that could be used to support other strategic initiatives within your organization.

Knowing exactly what you use and what it costs gives you tighter control over expenditures. With HPE GreenLake Hybrid Cloud, you can leverage pay-per-use billing for your complete Azure Stack solution, including hardware, software, and services³—all with a simple metric based on virtual machines. Variable billing offers clear insight into actual costs and drives better IT planning and management decision-making.

By 2018, private cloud (on-premises, hosted) will be the deployment venue for the majority of workloads in 28% of organizations; by 2020 this will increase to 38%.

– 451 Research, “Workloads and Key Projects 2018,” May 2018

¹ A minimum commitment may apply.

² 451 Research Advisory, “Best of Both Worlds: Can Enterprises Achieve Both Scalability and Control When it Comes to Cloud?” November 2016.

³ Terms and conditions apply. Certain types of project work may be charged at a fixed rate across the duration of the agreement.



Key benefits

Consider these essential reasons to simplify IT and achieve faster time to value by moving to HPE GreenLake Hybrid Cloud.

Faster time to value	Pay-per-use	Simplified IT	Proper control
Pre-installed on industry-leading HPE ProLiant for Azure Stack	Pay-per-use solution includes hardware, software, and services	Operated for you, with tailored services for monitoring, maintenance, and optimization	On-premises to help address data sovereignty and compliance requirements
Faster design and implementation with expert services from HPE Pointnext	Instant scalability with an on-site buffer of capacity	Single vendor support for Azure Stack and certain Microsoft Azure services	Compliance monitoring of over 1500 IT, corporate, and regulatory controls
Best practices approach with Minimum Viable Cloud (MVC) methodology	Up to 40% ⁴ lower costs with automated cost controls	Workload portability with Azure-consistent services	24x7 remote monitoring and active capacity management

The HPE Pointnext advantage

Your cloud program is one of the most significant technology shifts you'll face over the next decade. The sheer complexity of operating cloud services demands a new set of skills for both building and operating a secure, scalable, and compliant **hybrid cloud**. To help customers meet these requirements, the following services are incorporated into every HPE GreenLake Hybrid Cloud solution.

- **Minimum Viable Cloud (MVC) methodology**—The MVC methodology is unique to HPE Pointnext and is intended to demonstrate the viability and value of cloud services to an organization. The MVC methodology is designed to address security, operations, automation, resource management, cost control, compliance, and tooling and has been refined by Cloud Technology Partners, now an HPE company, in over 400 customer engagements.

- **Simplified CloudOps**—Expert services are included with HPE GreenLake Hybrid Cloud to help customers execute an effective CloudOps practice. With processes and tools that are cloud-native, agile, and automated, the experts from HPE Pointnext help you achieve continuous delivery and operations of cloud computing infrastructure, nonstop service, competitive performance and usability, and the scalability and security required to support your business.

- **Compliance monitoring**—Continuous Compliance provides a single source of truth across governance, risk, and compliance (GRC)—enabling real-time monitoring and remediation. With automated monitoring of more than 1500 controls and dashboard access to real-time results, you can protect your business and reduce the time, cost, and complexity of audit preparation.

- **Cost visibility and control**—Continuous Cost Control provides a holistic view of enterprise financials as you migrate to and operate in the cloud. Gain visibility across all your accounts and costs, with an infrastructure as code (IaC) approach that maps actual spend and reconciles costs back to business cases. Use monitoring and alerting features to analyze cost optimization and see potential savings.

and flexibility while also driving down costs. With the addition of tailored services from **HPE Pointnext**, you can also minimize risk and resolve problems fast.

Customers who rely on services from HPE Pointnext benefit from

25% more efficient IT management⁵

44% less time keeping the lights on⁵

70% fewer unplanned outages⁵

67% less revenue lost due to unplanned outages⁵

HPE Adaptive Management Services

HPE Adaptive Management Services are included with HPE GreenLake Hybrid Cloud, delivering tailored services to support your entire solution. With HPE Adaptive Management Services, you can rely on the skills, people, and processes of HPE Global Operations Centers to monitor and operate your infrastructure and applications. These services enable you to focus on strategic initiatives by offloading routine infrastructure tasks to the experts in HPE Pointnext and simplifying complexity. Using the practices and tools implemented under the MVC process, HPE Pointnext provides services to run, scale, optimize, and support your production applications in the cloud.

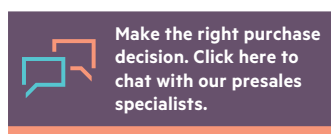
Services from HPE Pointnext

Implementing HPE GreenLake Hybrid Cloud for Microsoft Azure Stack is an excellent choice for driving up innovation, scalability,

Learn more at hpe.com/greenlake

⁴ Based on CTP—now an HPE company—customer experiences from 2016 to 2018.

⁵ IDC White Paper, sponsored by HPE, "The Business Value of HPE Datacenter Care," February 2018.



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