

Gain cloud flexibility and on-premises control with HPE GreenLake

Outcome-based Flexible IT consumption from HPE Pointnext



HPE GreenLake: Consumption-based IT

- Free your IT resources
- On-premises solutions
- Pay-per-use flexibility

As public cloud services gain popularity, business leaders are putting pressure on IT to deliver consumption-based experiences. At the same time, demands for security and control remain high. For IT teams, it's a catch-22. Building IT on-premises serves compliance, control, and security purposes, but takes a lot of time and effort and up-front capital. Consuming IT from the public cloud enables speed, scale, and convenience, but at the expense of on-premises control.

Bottom line, different workloads have different requirements, which is why hybrid solutions are so appealing. The reality though is that Hybrid IT is complex, requiring time, resources, and skillsets that are not always available when you need them. It's a well-known fact that the majority of IT resources are still devoted to day-to-day operations, leaving little time to focus on delivering technology innovation to meet business demands.

This raises the question: how do businesses tap into the flexibility and convenience of the cloud, still maintain security and control, and alleviate the operational burden on IT? HPE has found an answer by delivering consumption-based IT on-premises. It's called HPE GreenLake.

Introducing a new way to consume IT

Gain the flexibility of the public cloud on-premises and under your control with **HPE GreenLake**—a set of consumption-based IT solutions. Choose from a catalog of complete, curated solutions that deliver IT outcomes with hardware, software, and expertise on-premises in a pay-per-use model. HPE Pointnext, the services organization of **Hewlett Packard Enterprise**, will implement and operate these solutions for you, enabling you to focus your own IT resources where they add the most business value. Or you can consume the technology of your choice, also using the pay-per-use model, in a manner suited to how you operate IT.

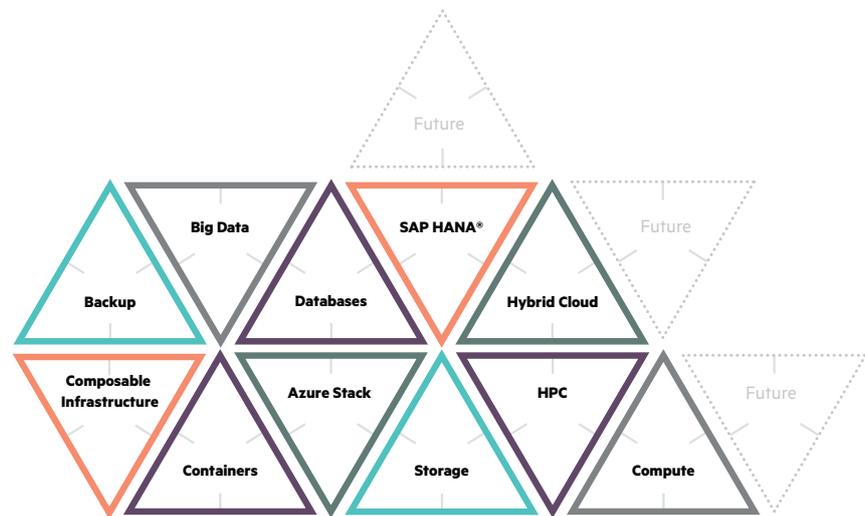


Figure 1. HPE GreenLake Solution portfolio: workload solutions (top row) and infrastructure solutions (bottom row)

Outcome-based IT consumption from **HPE Pointnext** builds upon the HPE GreenLake Flex Capacity offering, providing an outcome-oriented metric for each solution. Depending on your needs, level of expertise, and in-house IT resources, you can choose between:

- Preconfigured, end-to-end HPE GreenLake Solutions that deliver the fastest time-to-value for outcomes such as Apache Hadoop, backup, open source database platform, and SAP HANA.
- Modular HPE GreenLake Flex Capacity solutions that offer infrastructure choice like containers, Microsoft® Azure Stack, storage, VMs, high performance computing (HPC), or other technologies from HPE.



The HPE GreenLake Solutions—preconfigured workload solutions that are ready to go

The **HPE GreenLake** suite includes complete, curated solutions designed for specific workloads or needs. Each solution comes with advisory and professional services options to further help you with solution design and integration into your environment. The current portfolio includes:

HPE GreenLake Big Data: With HPE GreenLake Big Data, you can put your data scientists' right to work with a Hadoop data lake that is pre-integrated and tested on the latest HPE technology, the Enterprise Hadoop architecture, using Cloudera or Hortonworks. Accelerate time to value with symmetrical and asymmetrical configurations. No need to re-engineer the datasets; no security or repatriation risk associated with shipping your data off to someone else's data center.

HPE GreenLake Backup: HPE GreenLake Backup delivers on-premises backup capacity that is operated for you; and you pay by how much you backup monthly—simple as that. The solution includes Commvault software, pre-integrated on the latest HPE technology—your choice of **HPE StoreOnce** or **HPE 3PAR Storage**—with HPE's metering technology and management services to run it for you. Gain instant backup capacity, with the control and security of your own data center.

HPE GreenLake Database with EDB Postgres: Simplify operations and substantially reduce TCO for your entire database platform with a solution that enables you to truly focus on applications and data insights. Maintain security on-premises and avoid platform lock-in with this Oracle-compatible¹ open-source database platform.

HPE GreenLake for SAP HANA: HPE GreenLake for SAP HANA offers a fully managed, on-premises appliance with the right-sized SAP®-certified hardware, operating system, and services to meet workload performance and availability objectives. Designed, implemented, and managed by HPE, the leading supplier of SAP infrastructure, HPE GreenLake for SAP HANA delivers the performance, security, and control required for the most demanding mission-critical apps.

HPE GreenLake Hybrid Cloud

HPE GreenLake Hybrid Cloud delivers a turnkey cloud environment for Amazon Web Services (AWS) or Microsoft Azure that automates cloud operations, with controls for performance, cost, security, and compliance. And we can provide the same experience to extend the cloud on-premises with Microsoft Azure Stack.

HPE GreenLake Flex Capacity—customize with the technology of your choice

In addition to the preconfigured solutions described above, you can consume your choice of technology in customized solutions called HPE GreenLake Flex Capacity. The next generation of HPE Flexible Capacity, HPE GreenLake Flex Capacity delivers a more modular, streamlined, and cost-competitive experience for HPE customers. Variable payments based on actual metered usage, rapid scalability using an on-site buffer of extra capacity, enterprise-grade support, and flexibility on terms to meet your needs deliver a cloud-like experience for infrastructure on-premises.

With a wide range of choices from HPE and partners, such as Microsoft, VMware®, and Docker, you can design your infrastructure solution and consume it with HPE GreenLake Flex Capacity, supported and operated the way you need it. Some of the solutions offered today are:

Containers: Build a platform using Docker container software and your choice of server, storage, and networking from HPE, all in a pay-per-use model with HPE GreenLake Flex Capacity. Give your developers and operations the right technology and pay per container node. Add the right support, or turn over the operation of your platform to HPE.

¹ enterprisedb.com/database-compatibility-technology-oracle



Microsoft Azure Stack: Using the HPE ProLiant for Azure Stack platform with HPE GreenLake Flex Capacity delivers consumption-based economics and scalability for Microsoft Azure Stack infrastructure. HPE GreenLake Flex Capacity provides active capacity management with variable monthly payments based on metered usage of on-premises Azure Stack. Include both Azure and Azure Stack services and have one partner, one invoice, one contract.

HPC: Combine the power of industry-leading, **high-performance computing infrastructure** with HPE Pointnext services in a pay-per-use model that scales with your needs. Reduce risk by collaborating with specialists to help design, build, and deploy your HPC environment to allow for innovation and business growth while reducing operating expenses.

Experience the best of both worlds

Outcome-based **IT consumption** delivers a range of benefits that you can't get from solutions solely built from scratch or bought from the public cloud. HPE GreenLake delivers the best of both worlds, enabling:

- **Faster time to value** with complete, curated solutions that are ready quickly, and evolve ahead of your needs
- **Better economics** with a flexible, pay-per-use model that offers simplicity and financial clarity
- **On-premises** for proper control over compliance, performance, security
- **Simplified IT** that's operated for you, to free up resources and add business value

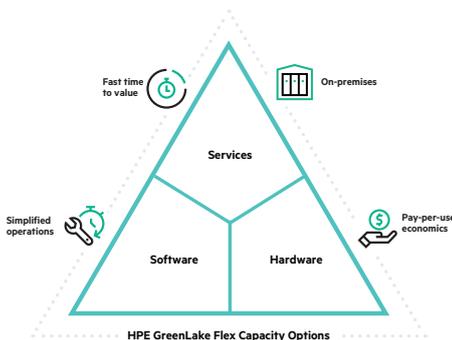


Figure 2. HPE GreenLake business value

Optimize your experience with HPE Pointnext expertise

Eliminate much of what is problematic with traditional IT, namely the time-to-design for a new solution, long procurement cycles, large up-front capital expenses, risky do-it-yourself implementation, and labor-intensive operations.

Instead, optimize your experience with a solution that does much of the work for you—and adds peace of mind. The HPE GreenLake Solutions offer HPE technology at its core. And because HPE Pointnext experts have already designed the complete solutions, they know exactly how to implement them quickly. They operate it for you, delivering top performance and value. Over time, and as the business grows, they will evolve your solution as your policies, procedures, and technical requirements change, staying ahead of growth—and enabling long-term agility and investment protection.

Why HPE Pointnext

HPE Pointnext, the services organization of Hewlett Packard Enterprise, brings you the expertise needed to help you make Hybrid IT simple. Combined with HPE heritage and leadership in consumption-based IT, strength in infrastructure, and partner ecosystems, HPE Pointnext professionals can help you deliver better outcomes faster.

Learn more at hpe.com/greenlake

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