HPE GreenLake Hybrid Cloud
TODAY’S HYBRID CLOUD REALITY

The world is hybrid – and becoming more so

Choice and consistent experience

Hybrid cloud requires a new way
"We need the agility that the cloud model promises across all clouds - public and private - but CloudOps is difficult. Every cloud is siloed and run differently."

"I'm concerned about multi cloud visibility, and need help keeping my costs under control."

"Managing our clouds requires new skills and tools that we just don't have."

"I'm worried about maintaining compliance and security in our clouds."

...BUT MOVING TO HYBRID CLOUD ISN’T WITHOUT ITS CHALLENGES
HPE GREENLAKE HYBRID CLOUD

**One cloud experience**
Your right mix, with Cloud Ops for private and public clouds – multicloud, multi stack

**We operate your clouds**
Cloud native automation: Monitored, administered and managed

**We optimize your clouds**
Cost, compliance, security and performance monitoring and management

**Consumption enabled**
Enabling consumption on premises, managing your hybrid experience

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**Private**
Design, deployment, operations, cost and compliance optimization

AK8 Stack / Tina

Workload Optimized
Consumption-based IT

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**Public**
Design, deployment, operations, cost and compliance optimization

Azure

Managed public cloud
A simplified way to buy, consume, and manage your hybrid cloud

**HPE GREENLAKE HYBRID CLOUD**

*Hybrid Cloud Economics*
Consumption experience on and off-premises with cost visibility and controls

*Right Mix Advisor*
Optimized mix of public, private, and traditional workload placement

*Security & Compliance*
Policy-driven controls and security insights

**Managed Hybrid Cloud Operations**
One common cloud experience, Leveraging multi-cloud tools and skills

**Platforms**
Consume virtual machines and containers for speed and agility

**Infrastructure**
Software-defined flexibility with bare metal aaS

**Hybrid Cloud Economics**

**Right Mix Advisor**

**Security & Compliance**

**Platforms**

**Hybrid Cloud Economics**

**Managed Hybrid Cloud Operations**

**HPE Client Portal**

**Managed Hybrid Cloud Operations**
CONSUMPTION SERVICES ON PREMISES

- Infrastructure capacity that never runs out with active capacity planning
- Scalable – add capacity in minutes from buffer on site
- Pay only for what you use\(^1\)
- Align costs with usage monthly via advanced metering
- No upfront payment requirements
- Enterprise-quality support

\(^1\) Minimum commitment may apply
HPE GREENLAKE WITH TINA AND HPE INFRASTRUCTURE

**Faster Value**: The technology you need to power Tina, ready to deploy in minutes, not months. Shorten time to deploy global IT projects by 65%.

**Proper Control**: Find your right mix of cloud for your workloads, gain control over performance, compliance, data sovereignty, security.

**Cloud economics**: Pay for only what you use. Plan capacity ahead of use, to avoid overprovisioning, saving 30% on TCO.

1 minimum commitment may apply

2 A commissioned study conducted by Forrester Consulting, The Total Economic Impact™ of HPE GreenLake Flex Capacity, May 2018
HPE AS YOUR CSP

Indirect Reseller Incentives 12%-20%. Paid directly by Microsoft to Reseller/SP quarterly in arrears. Subject to change. Current rates and quotations available from HILS@hpe.com
A UNIFIED EXPERIENCE FOR PUBLIC AND PRIVATE CLOUDS

Risk Management
Cost, compliance mgmt

Managed Service
Close the Skills gap

Consumption Services
Consume on-premises IT

Service Management
Automated, Cloud Ops

One cloud experience

Simplicity
- Easy to use through one portal
- Common way to consume
- Common way to buy
- Common dashboard

Consistency in service interaction
- Integrated KPIs across services

Multicloud – public, private
NEXT STEPS

Engage our experts to...

- Fast track your move to public cloud
- Build a world-class private cloud
- Optimize your cloud deployments
- Free up capacity in your people and capital