Today’s hybrid cloud reality

The world is hybrid – and becoming more so

Choice and consistent experience

Hybrid cloud requires a new way
…but moving to hybrid cloud isn’t without its challenges

“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.”
HPE GreenLake Hybrid Cloud
A simplified way to buy, consume, and manage your hybrid cloud

- 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
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

HPE Client Portal
HPE as your CSP

HPE as CSP Indirect Provider enabling Reseller/SP to offer Azure Public/Stack subscriptions, billing and support to end customers

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
Consumption services on premises

- Increase capacity
- Forecasted capacity
- Pay only for what you use¹
- Decrease capacity
- Local buffer

- Infrastructure capacity that never runs out with active capacity planning
- Scalable – add capacity in minutes from buffer on site
- Pay only for what you use¹
- Align costs with usage monthly via advanced metering
- No upfront payment requirements
- Enterprise-quality support

¹ Minimum commitment may apply
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
Thank you

Contact information
One window to your hybrid cloud services

HPE Client Portal

Core services
- Identity
- Service catalog
- Marketplace
- Consumption Services

Infrastructure services
- Bare metal aaS
- VM aaS
- Containers aaS
- Block store aaS

App infrastructure services
- Data science services
- App Dev services
- Traditional apps

Hybrid services
- Cost analytics
- Governance
- Workload placement
- Compliance
- Data fabric
- Traditional apps

Composability

Workload-optimized Infrastructure
- Edge
- Datacenter

Public cloud
- API
- API
- API
- Google Cloud
- AWS
- Cloud28
- Azure

HPE POINTNEXT
HPE Right Mix Advisor

Discover
Auto-discovery

Assess
Core engine

Plan
Roadmap
Managed hybrid cloud operations

**Plan**
Cloud planning and design based on CTP cloud methodologies including app analysis and selection, security requirements, architecture design

**Deploy**
Cloud deployment utilizing automation framework; migration using infrastructure-as-code templates

**Monitor**
24x7 remote monitoring of infrastructure, capacity, costs, and compliance

**Operate**
Single point of contact for problem identification and resolution, and proactive updates

**Administer**
Infrastructure and network administration, patching, access control, security updates, backups, performance and capacity management

**Optimize**
Compliance and cost controls, security, and performance optimization; new service advice

HPE Adaptive Management Services

- Consume resources on-premises or off
- pay as you go economics
- elastic IT
- enterprise-grade support

1 Minimum commitment may apply
Managed compliance control services
Monitor and enforce compliance

Continuous monitoring of over 1,500 controls in areas of:
IT compliance
– Corporate governance
– Regulatory compliance
Infrastructure as Code approach
Real-time monitoring and alerting for remediation
Continuous synchronization with regulatory orgs
Reduced time, cost and complexity of audit prep
Ongoing recommendations to help with remediation and cloud compliance
Managed cost control services
Gain visibility across all accounts and costs

Align your cloud costs with business groups for financial accountability
– Infrastructure as Code approach
– View of cloud program costs
– Mapping of actual spend, for owner accountability
– Reconciliation of actual costs back to business case
– Monitoring and alerting, with recommendations for cost optimization
– Expertise to find and implement cost savings
Experience counts

9 years experience
from Flexible Capacity

Global scale
Over $2.8 B under contract

Hybrid IT expertise
4000 trained experts

Customer satisfaction
Over 90% retention

9 years experience
in cloud analytics

Trusted advisor
Public and private cloud usage and spend

7 years experience
in cloud transformation

Global scale
1000+ moved to the cloud

Leading cloud vendor
AWS, Azure, and Google premier partner

Industry recognized vendor

Strong experience
in Microsoft Azure consulting

Azure expertise
Microsoft Azure premier consulting partner
Benefits of HPE GreenLake Hybrid Cloud

By 2020, organizations that lack cost optimization processes will average 40% overspend in public cloud¹

40%

44%

Shorten time to deploy global IT projects by²

65%

Move at cloud speed
Apps in the right place, deploy fast, leveraging HPE multicloud skills & tools

Simplified: Operated for you
Managed service with modern cloud operational methodologies and tools

Keep proper control
Continuous Compliance, Cost and Security Controls

Pay for what you need⁵
Clear visibility and control of usage and cost

Less time spent “keeping the lights on³”

Users of best practices are

3.7X

more likely to mitigate risk quickly⁴

¹ Predicts 2018: The Cloud Platform Becomes the Expedited Path to Value Gartner Feb 2018
² A commissioned study conducted by Forrester Consulting, The Total Economic Impact™ of HPE GreenLake Flex Capacity, May 2018
³ IDC White Paper, sponsored by HPE, Business Value Enabled by HPE Datacenter Care Service, September 2017
⁴ Secrets of the Cloud Leaders, CloudHealth technologies, 2018
⁵ Minimum commitment may apply