

HPE GreenLake

Consumption-based services
from HPE Pointnext

Zbigniew Beisert
HPE PointNext Solution Architect



Consumption-based IT offers a better approach



By 2020,
consumption-based procurement
in datacenters will account for as much as **40%**
of enterprises' IT infrastructure spending¹

Faster value

Accelerate app and
services deployment

Fuel innovation

Free up your people
to do their best work

Cloud economics

No upfront capital, no
overprovisioning,
variable cost

Proper control

Manage performance,
latency, risk, and cost

Balancing control and flexibility

How do I give the business the solutions they need while retaining control and security of our apps and data?



HPE GreenLake consumption-based services

HPE GreenLake Flex Capacity

Servers, storage, network,
vm, containers, and more

Choose the technology you want
and pay only for what you use¹

HPE GreenLake Workload Solutions

Backup, SAP HANA,
Database, Big Data

Accelerate business outcomes
with complete curated solutions,
operated for you

HPE GreenLake Hybrid Cloud

AWS, Microsoft Azure,
Azure Stack

Get a complete managed
cloud with continuous cost
and compliance based controls

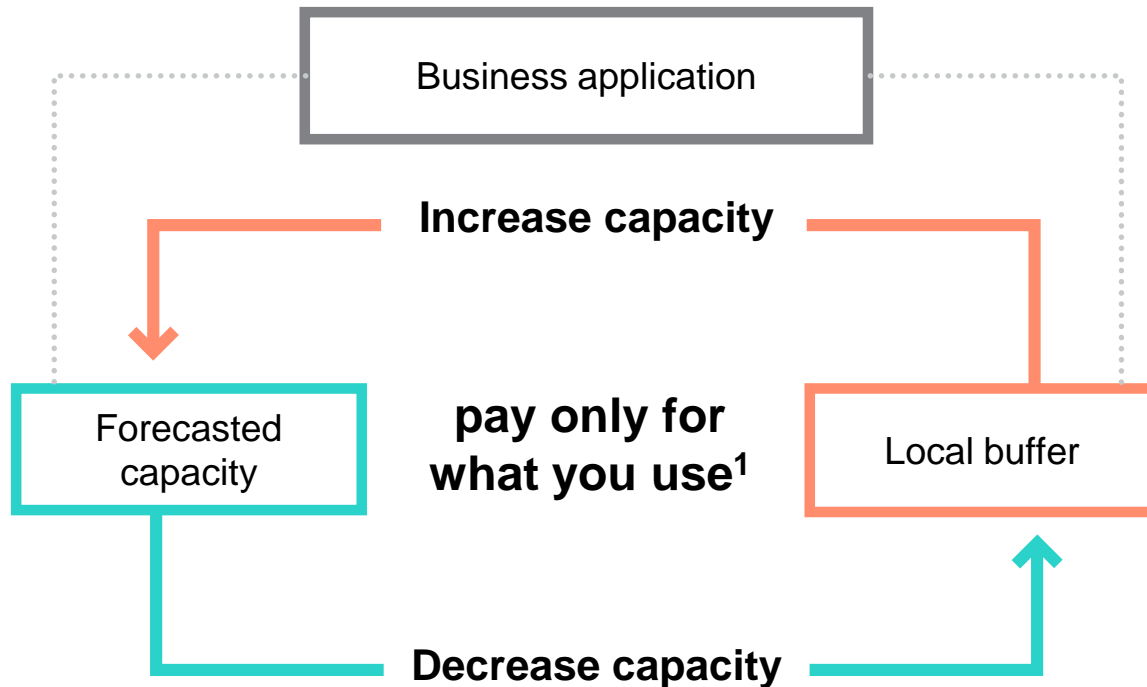


HPE GreenLake

Flex Capacity

HPE GreenLake Flex Capacity: Consume Infrastructure

Strong foundation for HPE GreenLake solutions



Choose the technology you want

Select from a wide range of HPE and third party technologies
– either customized or pre-packaged for faster deployment

Align services with your business needs

We support, meter, and manage the capacity of your installed hardware -
add additional services as needed to operate any or all of your IT stack

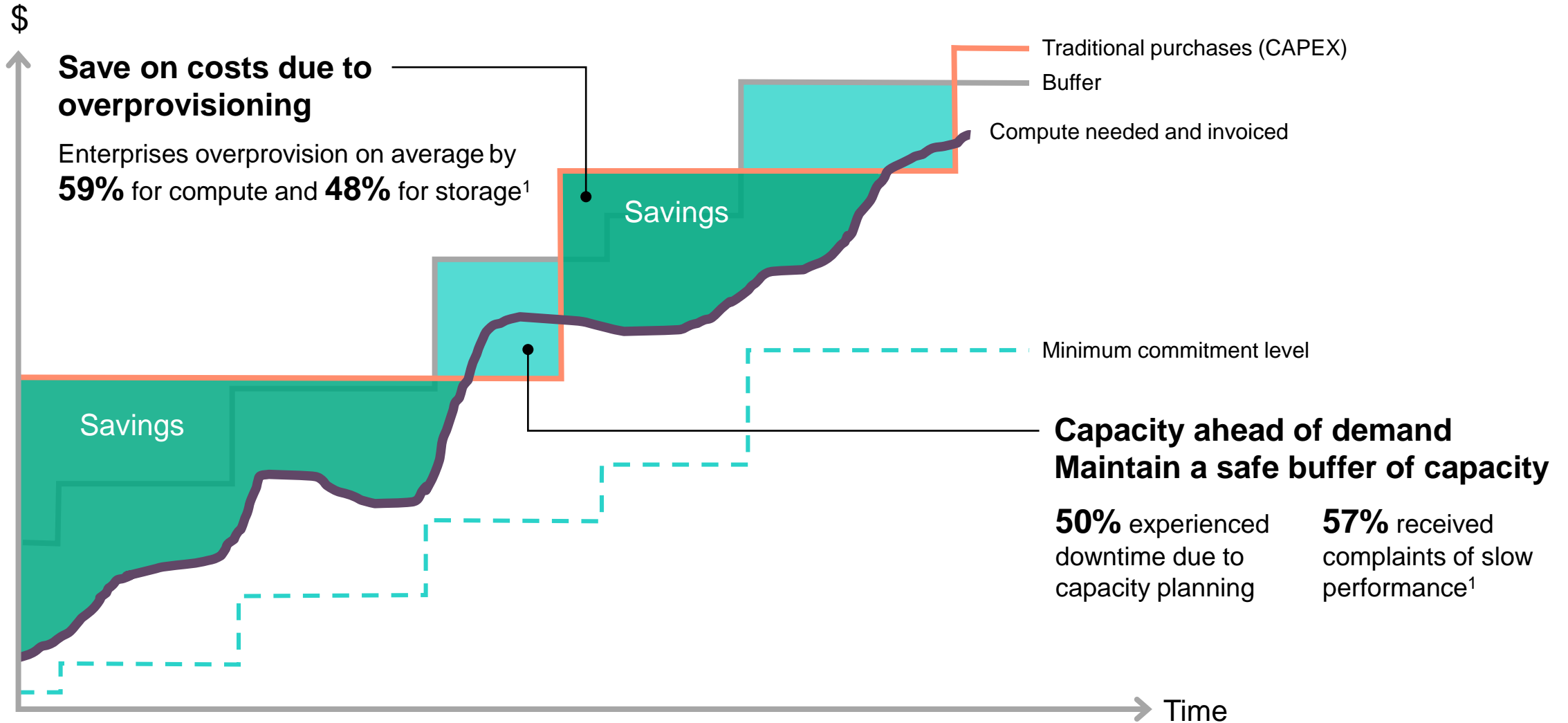
Pay only for what you consume

We meter your usage and you pay monthly for what you use¹

Always have capacity ahead of demand

We install a buffer of capacity and actively monitor, manage, and
deploy capacity ahead of business demand

How HPE GreenLake Flex Capacity benefits IT



Benefits of HPE GreenLake



Faster value

Accelerate app and services deployment



Simplified IT

Free up your people to do their best work



Cloud economics

No capital, no overprovisioning, variable cost



Proper control

Manage performance, latency, risk, & cost

65%

shorter time to deploy global IT projects¹

44%

less time spent “keeping the lights on”²

30%

CAPEX savings due to eliminated need for overprovisioning¹

40%

increased IT team productivity by reducing the support load on IT¹

Thank you

