

BUILD A MORE SECURE CLOUD WITH HPE GREENLAKE WITH VMWARE

Modernize with the cloud and optimize security and performance via a flexible, pay-as-you-go model.

- **The cloud is transforming business:** 90% of companies are in the cloud, and 60% of workloads are now cloud-based. 80% of organizations are planning to move to hybrid cloud within two years.¹
- **Virtual environments move to the cloud:** Within the next two years, 45% of businesses are planning or considering moving their entire server virtualization environment to the cloud.²
- **A secure edge-to-cloud platform increases efficiency and agility:** Companies that leverage this solution experience 40% increased IT team productivity and a 90% reduction in support/professional services costs.³



MIGRATING TO THE CLOUD SHOULD BE SIMPLE

As businesses deal with rising customer expectations and growing competition, there's never been a more urgent need to innovate with the cloud.

The challenge is how to safely, securely, and cost-effectively modernize. Public clouds offer scalability and reduced costs. On the other hand, on-prem often leads to overprovisioning, added costs, and inefficiencies that compromise flexibility, agility, and innovation.

Organizations need integrated solutions and services that allow them to move away from legacy IT without a costly up-front investment—options that offer the scalability of public clouds combined with the security of on-prem in a flexible, consumption-based IT model.

With HPE GreenLake on VMware, customers can access all these capabilities, successfully transition to the cloud, significantly reduce costs, and reinvest in their business to drive true innovation.

WHY HPE GREENLAKE?

HPE and VMware are aligned on the benefit of delivering “everything-as-a-service.” HPE GreenLake offers VMware solutions in a consumption model to attain the public cloud economics of scalability with on-prem infrastructure.

With HPE GreenLake, customers can provide HPE infrastructure, including VMware licenses and proactive support as-a-service, with no up-front capital acquisition costs and without overprovisioning.

The Cloud That Comes to You

With HPE's edge-to-cloud platform, customers can leverage a private cloud with either HPE GreenLake or HPE GreenLake with VMware Cloud Foundation™ (VCF) or use a true cloud service to unify and simplify their operations.

HPE and VMware have a more than 20-year partnership, with solutions that span security, AI, VDI, hybrid cloud, storage, HCI, and more. Our integrated suite of flexible, scalable software, services, and solutions helps organizations build a truly digital business and deliver better customer and employee experiences.

USE CASES

AI
Application modernization
Overprovisioning
Budget constraints

VDI
SDI Strategies
Budget constraints
Public cloud
WFH infrastructure

Hybrid cloud

Simplified IT

With HPE GreenLake on VMware, customers can find the right mix of cloud for their workloads and gain control over performance, compliance, data sovereignty, and security.

Our “everything-as-a-service” approach enables customers—including existing VMware customers—to dynamically configure and deploy resources to effectively manage VCF workloads, with capacity delivered ahead of demand and fully managed services to support customers’ evolving business needs.

Greater Control and Pay-Per-Use Economics

With our flexible pay-as-you-go model, customers can scale their resources cost-effectively and based only on consumption. They can easily shift their resources up or down based on demand—without worrying about overprovisioning or wasting valuable resources.

Robust Security

HPE GreenLake on VMware offers access management and governance services that allow customers to optimize security, performance, and compliance across different environments. Customers also can access experienced and trusted experts within HPE who will offer support and guidance to better protect their infrastructure.

DELIVER SECURE EXPERIENCES, FROM EDGE TO CLOUD WITH HPE GREENLAKE WITH VMWARE

- **A proven partnership:** Selling more than 500,000 VMware licenses in the last five years, HPE is the global leader in server virtualization solutions based on VMware technology. HPE and VMware also share one of the largest joint channel partner communities.
- **Better performance:** With HPE GreenLake on VMware, customers benefit from accelerated deployments, greater reliability, and increased resilience. Customers who use the solution have reduced deployment time for digital projects by 65% and experienced 85% less unplanned downtime.
- **More financial flexibility:** Our flexible consumption-based IT model allows customers to better manage and optimize compute costs as their business grows, preventing overprovisioning and resulting in 30–40% CapEx savings.
- **Industry-leading experience:** The combined expertise of HPE and VMware delivers the industry’s most complete portfolio of integrated virtualization and cloud solutions and managed services. We also offer consistent support to help companies accelerate their digital transformation.

LEARN MORE AT OUR HPE AND VMWARE ALLIANCE SITE

<https://www.hpe.com/us/en/alliance/vmware.html>

Source:

1. Cloud Adoption Statistics for 2020, Hosting Tribunal, 2020.
2. The 2020 State of Virtualization Technology, SpiceWorks 2020.
3. The Total Economic Impact™ of HPE GreenLake Flex Capacity, a commissioned case study conducted by Forrester Consulting on behalf of HPE, May 2018.

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