

# HPE GreenLake Flex Capacity

Go hybrid and get the best of both worlds



**HPE GreenLake:  
Consumption-based IT**



In May 2018, Forrester found that HPE's consumption based infrastructure delivers real results: 65% shortened time-to-market to deploy global IT projects; 30% CAPEX savings by eliminating overprovisioning; 40% increased IT team productivity by eliminating the need to support the data centers<sup>1</sup>

## Why choose between on-premises and on-demand IT when you can have both?

### Hybrid IT is within reach with HPE GreenLake Flex Capacity

Capacity planning is difficult to get right. Many businesses overprovision IT in an effort to play it safe; others underestimate their future needs and find themselves in a bind. Both approaches require significant capital outlays and have long procurement cycles, limiting IT agility and restricting business operations. But there is an alternative: the public cloud—a fundamentally different model that changes IT from a capital- to consumption-based expense, so you can scale rapidly without predicting capacity. And it offloads much of the “undifferentiated heavy lifting” that comes with operating a data center.

If your business uses on-premises IT for reasons such as security, control, and governance, you may hesitate to move to on-demand IT. But good news—**HPE Pointnext** can remove the burden of choice. **HPE GreenLake Flex Capacity** combines the simplicity, agility, and economics of public cloud with the security and performance benefits of on-premises IT. You determine your own “Right Mix” of **Hybrid IT** and workload placement without having to choose.

With its agile pay-per-use service, HPE GreenLake Flex Capacity can help your IT organization:

- Avoid IT expenses stemming from overprovisioning
- Improve time to market by maintaining a safe buffer of capacity, ready for use when you need it
- Keep capacity ahead of demand with regular monitoring—and a simple change order to replenish
- Pay for only the capacity used, not the capacity deployed
- Reduce IT risk with tailored support

### How HPE GreenLake Flex Capacity benefits IT

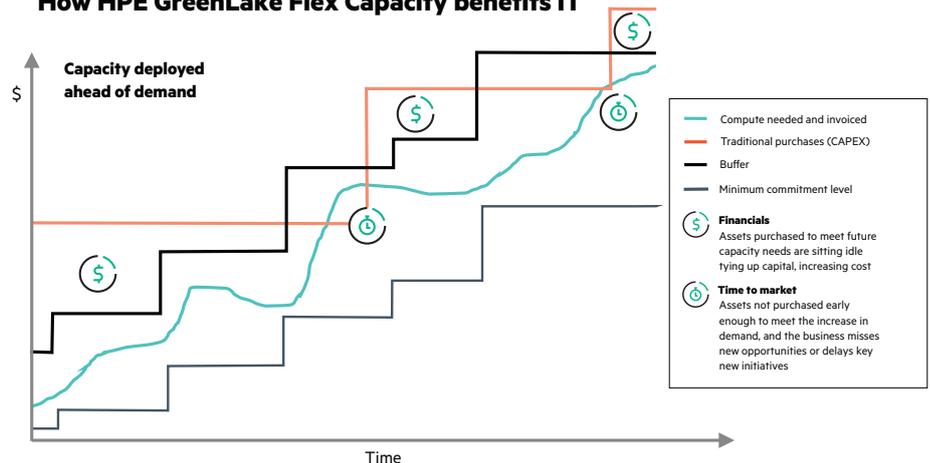


Figure 1. HPE GreenLake Flex Capacity for cost savings and speed

<sup>1</sup> A commissioned study conducted by Forrester Consulting, The Total Economic Impact™ of HPE GreenLake Flex Capacity, May 2018. Results are for a composite organization based on interviewed customers.



- Cloud-like speed and flexibility
- On-premises control and performance
- Pay-per-use economics

## Combine the benefits of public cloud with on-premises IT

With HPE GreenLake Flex Capacity, your organization gains the agility, pay-per-use billing, and rapid scalability of the cloud service delivery model. Surges in demand are easy to manage, so you get to market faster without wasting capital on overprovisioning IT capacity for peak loads. But the technology resides in your own data center, so you maintain control of security, data privacy, compliance, and performance.

With HPE GreenLake Flex Capacity, your actual metered usage is billed monthly as a service. This helps you track costs, and includes the infrastructure, software, and support needed to run on-premise workloads with confidence.

Include Microsoft® Azure and Azure Stack services in your HPE GreenLake Flex Capacity service, and you gain:

- Pay-per-use for Hybrid IT; the cost for your IT usage is based on actual metered consumption of resources on-premises or in Microsoft Azure
- A single contract for your HPE ProLiant for Azure Stack system and certain Microsoft Azure cloud services and, with HPE as your CSP, for Microsoft Azure Stack services
- A single monthly invoice that includes usage of resources in your data center and in Microsoft Azure and Azure Stack
- A unified usage portal that reports on both services used and capacity consumed, so you can understand your usage and plan for the future; it also provides the data you need to be an IT services broker for your organization
- An enterprise-grade support experience that provides support and guidance for your IT environment—and can be extended to include Microsoft Azure, giving you one accountable partner for Hybrid IT

### Provide stable, reliable, efficient services

With HPE GreenLake Flex Capacity, you can stop worrying about your capacity: you have a compute resources buffer in place, ready to use when needed without lengthy procurement processes. You benefit from:

- Maximized business agility—increase capacity in minutes, not months, from the pre-provisioned buffer.
- Lower risk of underprovisioning and missed business opportunities. Our account support team works with you to monitor usage and suggests actions to replenish capacity before it is needed.
- Reduced business risk, because key workloads can be kept on-premises to meet security, privacy, latency, compliance, and control requirements, complemented by public cloud services as appropriate.
- Enterprise-grade support, making it simpler to operate your Hybrid IT. With one contact for your IT environment, backed by extensive global resources and 24x7 coverage.
- Simpler transitions to new technology. **HPE Synergy**, for example, delivers a dynamic IT environment; and HPE GreenLake Flex Capacity can provide the needed room to grow that environment, because you still only pay for actual metered use.

### On-premises IT consumption is new

Consuming IT on-premises in the style of the public cloud is a new option for IT—this lets you retain proper control, gain agility from elastic infrastructure, reduce IT costs with a pay-per-use model, leverage technology innovations quickly, and simplify IT operations to re-allocate resources where they matter.

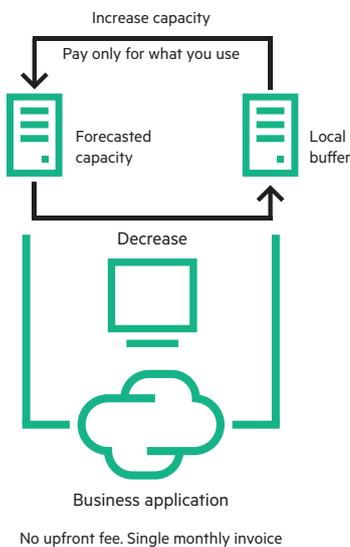


**Recent additions**

- Ability to include certain Microsoft Azure and Azure Stack services for a hybrid solution
- Inclusion of software-defined storage solutions and hyperconverged, with HPE SimpliVity
- Multiple payment options regarding virtual machines and container nodes
- Support for Container platform using Docker software
- Support for Hybrid HPC—elastic IT with Apollo or HPE ProLiant HPC architectures
- Support for HPE Synergy composable infrastructure

**Why choose?**

**With HPE GreenLake Flex Capacity, you can have it all.**



**Figure 2.** HPE GreenLake Flex Capacity

**A unique IT model**

Unlike product financing arrangements, HPE GreenLake Flex Capacity is an infrastructure service with variable payments based on actual metered usage, aligning costs to the business. The contract can be multi-year and can accommodate technology refreshes, monthly payments that vary up or down, an easy change-order process to add capacity at any time, and shared utilization risk.

Unlike other utility offers, HPE GreenLake Flex Capacity can include all the components needed to bring agility to your workloads: **HPE servers, storage**, networking, software, ConvergedSystem, containers, VM vending, Hybrid HPC, and even non-HPE equipment, as well as certain Microsoft Azure services.

The solution is especially well suited to service providers who need to align their IT cost with revenue, and who can benefit from a trusted IT partner to help operate the data center.

**What's new**

Modular, pre-packaged infrastructure choices help to get started faster, and evolve your infrastructure ahead of your needs. Unlike traditional infrastructure planning, with HPE GreenLake Flex Capacity, we start with what you need today. These pre-packaged options make that process easy—they cover a large range of needs, are pre-approved, easy to quote and deliver. Once your current needs are met, the active capacity planning takes over, helping us plan ahead of demand so that there is always a “buffer” of ready capacity in the data center, to handle growth. This cuts the cost of overprovisioning and eliminates the downtime and performance issues that result from lack of capacity.

Building on the success of GreenLake Flex Capacity, we are introducing HPE GreenLake, our next generation of on-premises consumption-based services, going beyond pay-per-use infrastructure—to pay-per-use outcomes. HPE GreenLake is a suite of consumption-based workload solutions available for your top workloads—such as Big Data, backup, open Oracle compatible<sup>2</sup> database, SAP HANA<sup>®</sup> which deliver IT outcomes in a pay-per-use model out of your own environment. Each solution comes with advisory and professional services options to further help you with solution design and integration into your environment.

**Financial flexibility**

Improve financial agility and capacity management by tracking public cloud and on-premises IT spending from one monthly invoice. Gain predictable cash flows and save the cost of unused IT capacity. Financial accounting rules are changing, meaning that leases for IT infrastructure will be carried on the balance sheet. HPE GreenLake Flex Capacity has more variability and flexibility to help meet your needs for accounting treatment.<sup>3</sup>

Optimized cash flows—no upfront capital needed—and monthly payments. Align your costs better to the business. Consumption-based cash flows provide a more accurate ROI measure, whether NPV, IRR, or payback.

**Pay for only what's used**

To reduce waste and control spending, you pay only for what's used. Customers overprovision for storage and for compute, money that you can save. And this flexibility can provide freedom to try new projects, fail fast without penalty, and support growth if they succeed.

Knowing exactly what you use and what it costs gives you tighter control over expenditures. And variable billing—by physical product or by number of virtual machines, physical cores, containers, used storage capacity, or network ports—offers clear insight into actual costs and drives better IT planning and management decision-making.

<sup>2</sup> EDB

<sup>3</sup> HPE does not provide accounting advice; please consult your financial advisors



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“Using on-demand HPE GreenLake Flex Capacity means that we no longer risk running out of storage capacity or having too much money tied up in unused storage.”

– Nico Drost, IT Director, Erasmus Medical Center

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## HPE Adaptive Management Services

By adding HPE Adaptive Management Services, you can leverage the skills, people, and processes of HPE’s global Operations Centers to monitor and operate your infrastructure and applications. HPE Adaptive Management Services enables you to focus on strategic initiatives by allowing the HPE team to take on routine infrastructure tasks and simplify the complexity for you.

## Getting started

Talk to your HPE sales representative about a HPE GreenLake Flex Capacity Discovery Workshop. HPE experts, with help from your key stakeholders, will scope out your requirements, align technology to business needs, and identify people, process, and technology improvements. Together, we’ll design your HPE GreenLake Flex Capacity experience.

*Contact the Experis team at [info@experistg.com](mailto:info@experistg.com) to learn more!*



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