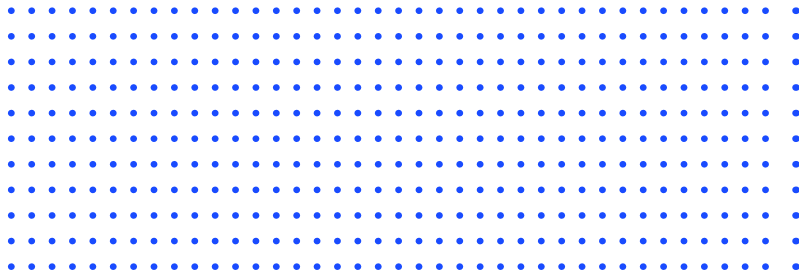


Solution Brief

HPE GreenLake: Storage-as-a-Service

**Accelerate Digital Transformation with
Pay-as-You-Go Storage**





The Data Imperative

Modernizing IT, infrastructure, and storage are critical to driving digital transformation initiatives, but for many organizations, obstacles such as IT complexity, skills shortages, and overprovisioning hinder transformation and create inefficiencies.

Outdated infrastructure, storage limits, and IT maintenance create waste that make it difficult for IT to meet the performance demands of modern businesses.

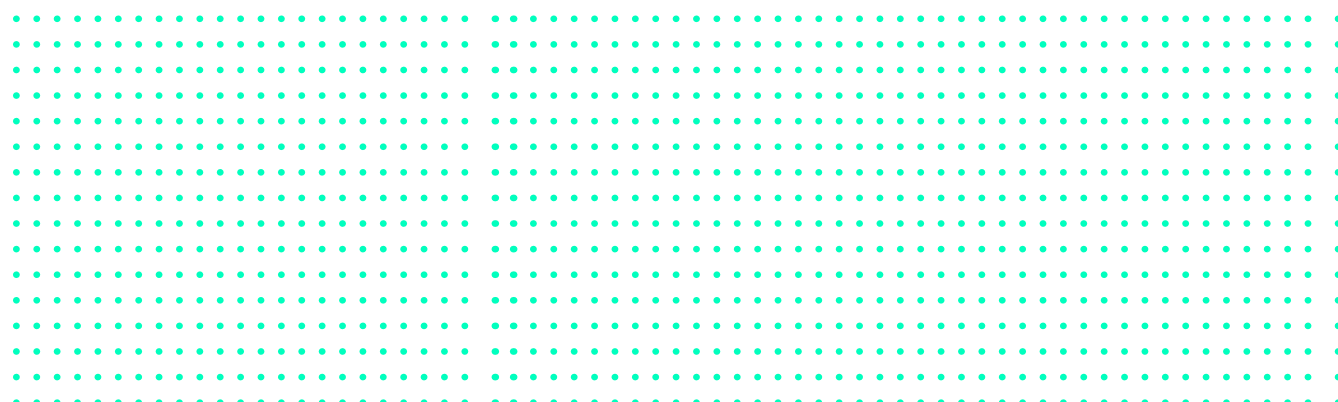
While the cloud delivers speed, scalability, and financial flexibility, a number of factors prevent organizations from going all-in on the cloud:

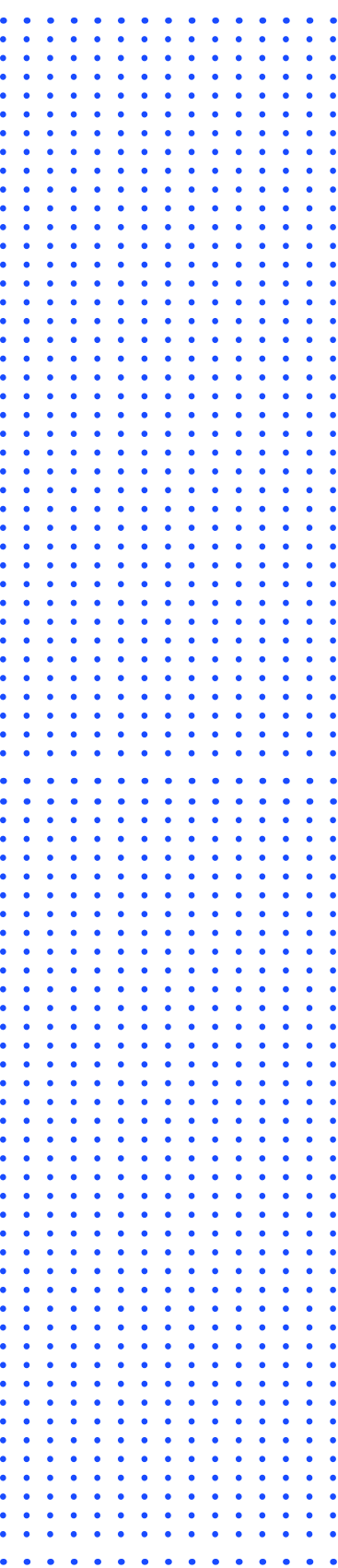
- Security and compliance concerns compel many companies to keep their data on-premises
- Certain applications use large amounts of data, making cloud-based data storage impractical
- The complexity of hybrid IT environments make storage and management a challenge

If your organization is undergoing digital transformation, accessing and harnessing data is critical to driving innovation and growth, but without the proper data infrastructure solution, you risk:

- Wasting IT resources on data storage maintenance
- Hitting storage limits
- Overprovisioning
- Disrupting service
- Missing out on data-driven insights

Minimizing complexity and running your IT infrastructure at peak performance are therefore critical, not only to improving service delivery, but also to achieving your business outcomes, aligning IT to your business needs, furthering your digital transformation goals, and outpacing digital change.





Make Your Data Infrastructure Invisible with HPE GreenLake Storage-as-a-Service

IT modernization and digital transformation require an approach to data storage that simplifies the hybrid IT environment, makes data infrastructure invisible, provides financial and IT flexibility, and frees up IT resources to focus on strategy and innovation.

HPE has developed and fully invested itself in a new business model that addresses this conundrum: **consumption-based IT**.

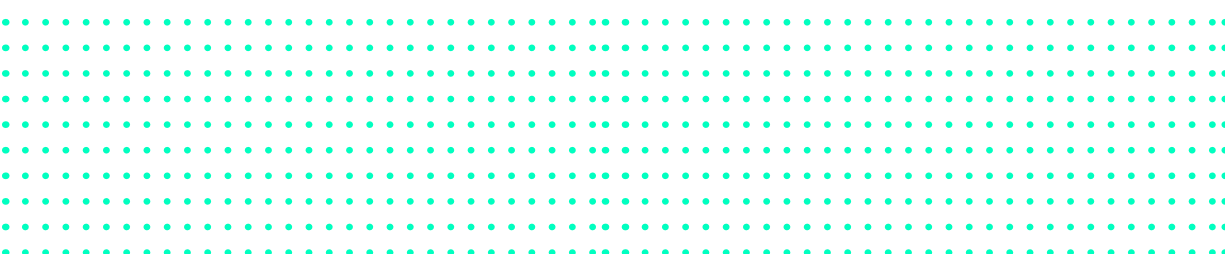
HPE GreenLake is an enterprise-class, consumption-based solution that delivers “everything-as-a-service,” including data storage, enabling cloud-native, software-defined, edge-to-cloud data management. Delivered on-premises, but offered through a pay-per-use model, storage-as-a-service is able to provide the simplicity, scalability, economics, and agility of the cloud, with the security, control, and performance of on-premises environments.

HPE hardware is integrated with software-defined infrastructure and applications that are kept up-to-date and future-ready. The result is a single, compelling as-a-service offering that enables unprecedented levels of agility and IT flexibility.

Full adoption of HPE GreenLake’s as-a-service storage can:

- Reduce unnecessary upfront purchases and overprovisioning
- Enhance business agility and adaptability
- Lower the risk of investing in technology that becomes obsolete
- Increase the opportunity to adopt technologies that deliver business outcomes





Statistics¹

47% of enterprises say they've run out of storage capacity

55% of procure storage with upfront capital purchases (as opposed to pay-per-use)

53% of those organizations overprovision by 10-25%

44% overprovision by **25%+**

42% of compute or storage shortages take **1-6 months** to fix

39% take 3-6 months to fix

Organizations that leverage this solution to modernize their data storage will gain access to a range of features, benefits, and use cases, including:

A one-stop dashboard for data operations

Data Service Cloud Console is a single application that unifies data operations and insights across the hybrid IT environment, with features such as the HPE Data Ops Manager, a service that enables global management and monitoring of HPE's cloud-native infrastructure.

Automated infrastructure management

HPE Data Ops Manager enables teams to deploy, manage, and automate infrastructure quickly and at scale.

Predictive analytics

HPE InfoSight, AI-powered analytics, integrates with HPE storage hardware to enhance data management, predict and prevent problems, and minimize service disruptions.

Backup and disaster recovery

Solutions such as HPE StoreOnce and Zerto offer backup and disaster recovery for easy data archiving and protection against data-related threats.

Mission-critical storage

HPE Primera and HPE Alletra 9000 use future-ready NVMe for mission-critical, ultra-low latency, and high-availability workloads with high performance requirements.

Business-critical storage

HPE Alletra 6000 and HPE Nimble's all-flash storage deliver fast, consistent performance for business-critical and general workloads.

General-purpose storage

HPE Nimble's adaptive flash arrays offer 99.9999% availability, along with flexible scalability, to power a range of general-purpose applications.

All of these solutions simplify, automate, and integrate data storage management across hybrid IT environments, regardless of their scale or location, enabling IT teams to shift from "managing infrastructure" to "managing data." They also accelerate provisioning and streamline application execution. Having storage available on demand allows teams to quickly spin up infrastructure and run workloads on premises, in the cloud, or anywhere in between.

HPE's storage-as-a-service solution brings a cloud operational model to on-premises and hybrid environments, helping organizations to move more quickly on their digital transformation journey and focus on business outcomes, rather than day-to-day maintenance, technical support, and "firefighting."

¹Source: <https://www.hpe.com/us/en/collaterals/collateral/a00110462enw/The-Pulse-of-Storage-and-Compute-Consumption.html?rpv=cpf&parentPage=/us/en/greenlake/storage>



Statistics²

81% of IT decision makers say that they need external technology-specific expertise to help their internal IT succeed

74% feel that they cannot meet their organization's demand for IT expertise with internal resources only

72% say that IT service providers help them identify and adhere to best practices

71% say that IT service providers help reduce risk in the deployment of new technologies

Transform Your Data with HPE GreenLake

Storage-as-a-Service + Logicalis

An IT service provider can help you avoid many of the obstacles associated with data storage upgrades, such as overprovisioning and IT resource drains, while also delivering technology-specific expertise that allows you to take full advantage of HPE GreenLake, adhere to best practices, and spend more time on your core business.

Logicalis, a Platinum HPE partner, has the expertise, certifications, track record, and capabilities to guide you on your digital transformation journey. We work closely with you to develop a service and support strategy to minimize service disruptions, ensure that your digitally transformed IT environment runs at peak performance, and help you maximize the value of your technology investments so you can achieve your desired business outcomes.

We can help you leverage the full power of HPE GreenLake storage-as-a-service, as well as HPE's full portfolio of consumption-based IT services, accelerating transformation of your entire IT environment, from the hardware to application level.

When you partner with Logicalis, you can:

- Offload day-to-day storage and infrastructure tasks to our engineers and technical support staff
- Access robust, hard-to-find expertise to guide your decision-making
- Avoid lengthy, costly recruitment and training of new IT staff
- Spend more time on innovation and strategic business initiatives
- Maintain business continuity and seamless customer experiences
- Automate operational tasks with our Digital Service Platform

We can help you adapt to today's rapidly shifting digital landscape by acting as an extension of your IT team, filling in gaps and delivering the insights, capabilities, and support you need to maintain a modern infrastructure, achieve your targeted business outcomes, and stay successful in the digital world.

²Source: <https://www.dell.com/en-us/blog/it-leaders-tap-into-services-for-a-strategic-edge/>

What Can We Do for Your Organization?

Contact Logicalis today to see how we can help you leverage HPE GreenLake's storage-as-a-service solutions and run your IT environment at peak performance.

Visit www.us.logicalis.com

Call 866 456 4422

