HPE Flexible Capacity

Hasan Hohl
HPE Point Next
Client Principal

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Why cloud services are looking cool...
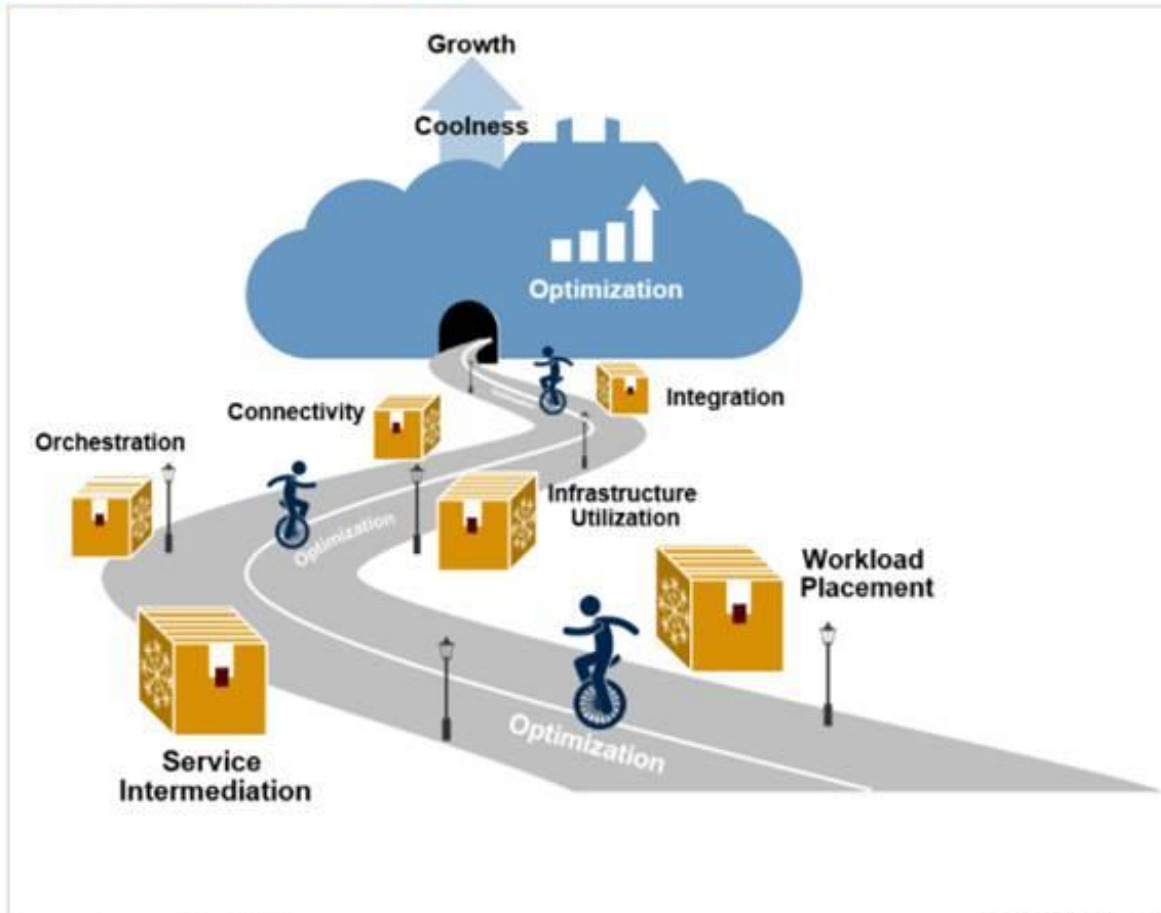
Source: Gartner (May 2017)

59% of enterprises wait three months or longer for new capacity

50% of enterprises have suffered downtime as a result of poor capacity planning

48% average amount by which enterprises overprovision storage capacity

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A dilemma for IT leaders
"I want a public cloud experience,[1] with the benefits of on-premises IT"[2]

Build on-premise infrastructure

Pros:
- **Choose your server, storage, networking, software**
- Manage your datacenter
- Control security, compliance

Cons:
- **Invest capital**
- Overprovision to handle growth
- Manage months-long procurement cycles

Consume IT from the cloud

Pros:
- **Rapid Scalability**
- Pay per use
- No up-front capital
- Use a service, not manage IT

Cons:
- **Less control**
- Not managing security, compliance
- Latency issues
- Data sovereignty issues

[1] Ease of start-up, several pricing models, variable payment, flexible usage for Compute, storage, and networking
[2] Control, security, legacy workloads, lower latency, data location, enterprise-grade SLA from HPE Technology Services

Why choose?

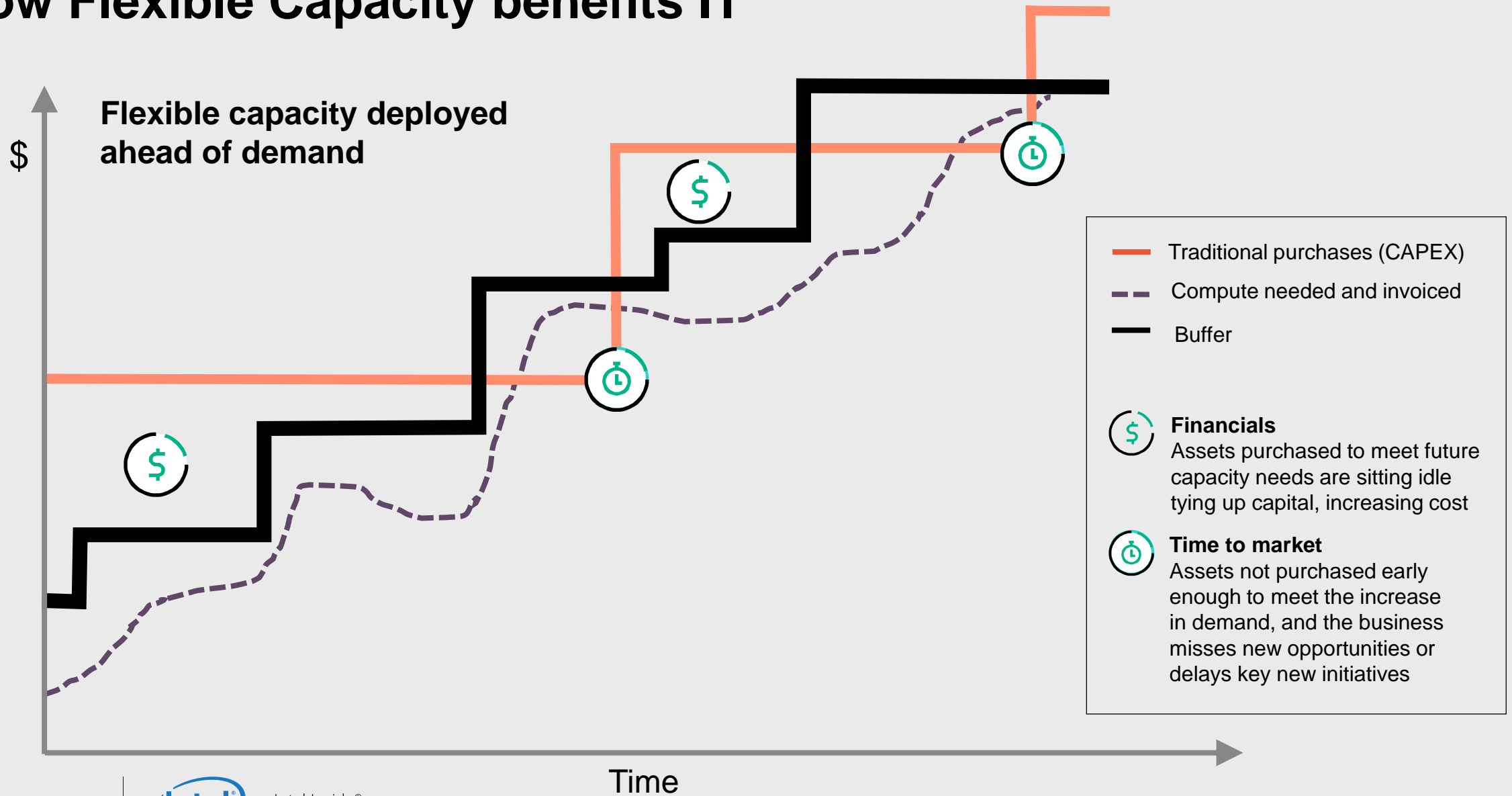With HPE Flexible Capacity, you can have it all.

Now you don't have to make the impossible choice between the pay-as-you-go scalability of the cloud and the reassurance of on-premise IT.

- ✓ Aligns costs with usage monthly via advanced metering
- ✓ No upfront payment requirements
- ✓ Infrastructure capacity that never runs out
- ✓ Enterprise-quality support
- ✓ Scalable – add capacity in minutes, not months
- ✓ HPE and multivendor support

Why choose, when you can have it all.

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How Flexible Capacity benefits IT

Flexible capacity deployed ahead of demand

$

Legend:
- Traditional purchases (CAPEX)
- Compute needed and invoiced
- Buffer

Financials
Assets purchased to meet future capacity needs are sitting idle tying up capital, increasing cost

Time to market
Assets not purchased early enough to meet the increase in demand, and the business misses new opportunities or delays key new initiatives

Time

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Even for Hybrid Cloud: Microsoft Azure / Azure Stack

Microsoft
Azure

On-premise – Flexible Capacity

Off-premise – Public cloud

Seamless computing

- Will support HPE | Microsoft Azure Stack solution

- Use Microsoft Azure for global presence, rapid expansion, extra storage, many use cases

- Optimal placement of workloads for hybrid IT

Seamless economics

- Pay per use[3] for hybrid IT

- Single contract

- **Single monthly invoice**

- **Single usage portal and reporting**

- One partner for support

Seamless support

- **Datacenter Care included with Flexible Capacity**

- Single vendor support for Azure public cloud and Azure Stack

- Certain Microsoft Azure services available with Flexible Capacity

[3] Subject to a minimum commitment for hardware and software

HPE Flexible Capacity: Agility and confidence

Reduce Operational Cost

– **No up-front payment**
– Pay for what you use[1]
– Optimize cash flows
– Eliminate the cost of overprovisioning
– Align IT cost to business demand

Speed time to value

– Increase available capacity in minutes, not months
– Unlimited—refreshed as it is used with simple change order
– **Avoid long procurement process**

Reduce Risk

– Improve IT delivery
– Be able to react quickly to market demands
– Share utilization risk with HPE
– **Free up IT staff to focus on innovation**

Scale to the cloud

– Scale using certain Azure services
– **One contract, one invoice, one usage portal**
– Monitor & Manage Azure services

[1] Subject to minimum commitment for hardware and software

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Get started with HPE Datacenter Care Flexible Capacity

Schedule a Datacenter Care Flexible Capacity Transformation executive workshop
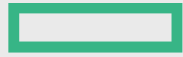
Scope your coverage

Align to business needs

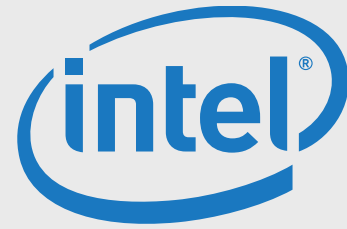Identify people/process/technology improvements

Together, we can design your Datacenter Care Flexible Capacity experience
For more information, please visit www.HPE.com/services/fc

Thank you

Hasan Hohl, Client Principal
hasan.hohl@hpe.com

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