



# HPE GreenLake-As-A-Service: Multi-Cloud and Digital Transformation Done Better

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Cloud Portal, Hybrid Edge-To-Cloud,  
Agility, Scale, HPE Expertise, Pay-  
As-You-Go and Subscription Pricing

HPE GreenLake combines the power and benefits of Hybrid IT with the expertise of Hewlett Packard Enterprises (HPE). Synergy, SimpliVity, InfoSight and other solutions are delivered as on-premises installations owned and maintained by HPE, resulting in a powerful, flexible, pay-as-you-go hybrid IT solution that's easy for your customers to use and easy for you to sell.

# Qualifying Questions for Your End-Customers

1. Is there a requirement for your business to be more agile and transform?
2. Is your requirement infrastructure growing and are new procurement models being considered?
3. Is your infrastructure unpredictable and would you like simplicity and/or asset management?
4. Are you overprovisioning and do you have sustainability plans?
5. Is controlling cost important?
6. Would flexible capital expenditures or operating expenses choices appeal to your business?

Benefits	Features
Cloud Experience With On-Premise Control	Agility, Security, Compatible With Multiple Vendors, Data and Application Performance
Pay-As-You-Go	No More Overprovisioning, Use-Based Costs, Flexibility
HPE GreenLake Edge to Cloud Platform	Provides an intuitive, secure, self-serve portal and management console
Added Capacity in Minutes, Not Months	Faster Time to Value, Ability to Focus on Innovation
Profitable Sale	Up to 20% for Channel Partners + monthly reoccurring revenue

## Your End-Customer Target Profile

- 10% growth year-over-year
- Overprovisioning issues
- High operational costs
- Fluctuating workloads
- Scaling needs and AI focus
- Wants increased agility
- Wants lower costs
- Wants to retain control
- IT department needs to focus on innovation
- IT needs to bring products/ services faster to customers

### Questions?

Contact your TD SYNEX GreenLake representative at [HPEGreenLake.US@tdsynnex.com](mailto:HPEGreenLake.US@tdsynnex.com).