



HPE GREENLAKE SALES CHEAT SHEET

HPE GreenLake benefits for service providers



HPE GreenLake brings the cloud experience to wherever apps and data live, with a pay-per-use¹ model which eliminates overprovisioning, while helping to conserve capital and better align costs to business outcomes.

With HPE GreenLake, service providers can:

- Get fast access to the computing, storage, and networking capacity they need
- Easily ramp resources up and down in response to their internal needs and end-customer requirements
- Meet customer requirements for control
- Rapidly deploy a broad portfolio of cloud services such as machine learning operations, containers, storage, compute, HPC, virtual machines, data protection and more
- **All on a pay-per-use basis¹**

With HPE GreenLake, service providers can power into the future confidently thanks to:

- Rapid speed to provision, payback and market
- Flexible costs, provisioning and operations
- Freedom to focus, grow and innovate

¹ Reserve may apply.

CONVERSATION STARTERS

How are you meeting the challenge of getting infrastructure provisioning right—neither over- nor under-provisioning?

- Are you planning to launch any new offerings soon?
- Would you like to accelerate your speed to market?
- How would it benefit your business, if you could align the timing of your spending and your revenues?
- Do you support a single or multi-tenanted environment?
- How are you dealing with IT complexity?
- Do you have a streamlined way to oversee usage and cost information across your hybrid estate?
- What are your IT transformation goals?
- Are you struggling with legacy IT?
- What is your biggest IT challenge?
- What bottlenecks or lags are you facing?
- How are you future-proofing your IT strategy?
- How are you dealing with competition from hyperscale cloud providers?
- Are you able to provide IT services to end customers at a cost they will accept?
- Do you want to eliminate the need for upfront capital?
- Do you want to make environmental and cost savings from your legacy IT?
- Do you need assistance from HPE Financial Services to help fund your transformation?



KEY BENEFITS

Faster value

Accelerate app and service deployment
75% shorter time to deploy IT projects²

Simplified IT

Frees up staff time to focus on work that adds value
40% increase in IT staff productivity²

Cloud economics

No upfront payment
Costs scale up and down, based on actual metered usage, billed monthly²

Better control

Optimized performance, latency, risk and cost
85% less unplanned downtime³

² Forrester Research, "The Total Economic Impact™ of HPE GreenLake: Business Benefits and Cost Savings Enabled by HPE GreenLake". Forrester Total Economic Impact™ Study commissioned by HPE, June 2020.

³ IDC, "The Business Value of HPE GreenLake Management Services". IDC White Paper sponsored by HPE, January 2020.

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a00116696enw, July 2021