

Public Sector Industry

Elevator Pitch: Public sector organizations are under increasing pressure to modernize IT environments while meeting strict security, compliance, and budget requirements. HPE delivers a secure, high-performance, and cost-efficient platform that enables government agencies to provide consistent digital experiences to employees regardless of where work is performed. Built on HPE ProLiant compute platforms with Silicon Root of Trust, confidential computing capabilities, and validated architectures, HPE helps public sector customers confidently support modern, high-density workloads aligned with Zero Trust initiatives, GPU-accelerated use cases, and broader digital workplace modernization goals. By centralizing applications and data within a secure, managed environment, HPE reduces risk, simplifies IT operations, and lowers overall costs while improving workforce productivity, resilience, and continuity of operations. For public sector organizations navigating regulatory mandates, aging infrastructure, and rising cyber threats, HPE provides a secure, scalable, and mission-ready foundation designed to support the future of government operations.

Trends

Digital delivery for citizen services : Citizens no longer want to stand in lines, repeat information, or deal with fragmented agency portals, they expect public services to function like modern commercial services.

Hybrid workforce: or public agencies, hybrid is no longer a temporary accommodation, it's a structural transformation affecting how work is delivered across citizen services, inspections, public safety, administration, and specialized functions.

Rising regulations to protect PII in the wake of AI and cyber warfare: As governments expand digital delivery (online IDs, benefits portals, digital licenses), more PII moves across agencies and cloud platforms, creating larger attack surfaces.

Why HPE over the competition?

Silicon root of trust: Every HPE ProLiant server includes a hardware-anchored root of trust that validates firmware integrity at boot, preventing compromised code from executing essential for meeting governmental security standards and Zero Trust mandates.

Proven TCO reduction: Leverage the [HPE ProLiant savings estimator tool](#) to quantify consolidation savings and demonstrate how virtualized infrastructure reduces hardware footprint, energy costs, and management overhead.

Simplify Compliance and Risk Management: HPE ProLiant's integrated management and automated compliance tools provide consistent auditability and governance, helping firms reduce regulatory risk and streamline reporting.

Target Segments	HPE Compute Customer References
Government	Florida Association of Clerks & Controllers
Government	County of Essex
Transportation	Harry Reid International Airport

Key Decision Makers	Conversation Starters
<p>Chief Security Officer- Focuses on overall cyber-risk and governance, protection of data systems and critical services</p> <p>IT Security Director- Prioritizes on simplifying security tooling,. Ensuring staff can operate tools effectively, Managing skills shortages and workload pressure</p> <p>It Ops Manager- Ensures the platform delivers consistent uptime and performance</p> <p>Infrastructure / Virtualization Architect- Primary focus is performance and scalability, resource efficiency and hardware and platform fit</p>	<p>Chief Security Officer- "Which data types are most sensitive for your organization, and where do you feel exposure risk is highest?"</p> <p>IT Security Director- "How much of your security posture depends on manual checks versus built-in enforcement?"</p> <p>It Ops Manager- "During peak demand periods, where do you see the most strain, compute, storage, network, or support?"</p> <p>Infrastructure / Virtualization Architect- "Which hypervisor/VDI control plane are you running, and what constraints does it impose on hardware choices?"</p>



Public Sector Industry

Customer Objections & Responses

“We’re concerned about security and compliance.”

- Security is foundational. HPE platforms are built with Silicon Root of Trust to verify firmware integrity at boot and help prevent compromised code from executing supporting Zero Trust initiatives and federal security mandates. By keeping applications and data within a secure, centrally managed environment, agencies can further reduce risk from lost or compromised endpoints.

“This approach is too expensive for our budget”

- HPE helps agencies build an evidence-based cost case aligned to public sector budget realities. Consolidation, higher infrastructure utilization, reduced hardware sprawl, and lower operational overhead can significantly reduce total cost of ownership over time helping agencies modernize responsibly without sacrificing fiscal discipline.

“We’ve tried similar solutions before and performance was an issue”

- HPE mitigates performance risk through validated architectures and sizing methodologies designed for predictable, scalable performance. These proven configurations help ensure consistent user experiences even for demanding, graphics-intensive or data-heavy workloads.

“We worry about long-term support and lifecycle risk.”

- HPE solutions are backed by enterprise-grade lifecycle services and expert support, providing agencies with confidence in long-term operability, continuity, and access to specialized expertise, an essential assurance for mission-critical public sector environments.

What to position

HPE ProLiant Compute Servers	HPE Compute Ops Management	HPE Services for Compute
<ul style="list-style-type: none"> • Security & compliance: silicon root of trust, iLO 7 with secure enclave, signed firmware, encryption and attestation to meet PCI, GLBA, GDPR and simplify audits. • Low latency & performance: faster CPUs, NVMe, PCIe Gen5 and NIC offloads for trading, market data and real-time transaction systems. • Efficiency & TCO: better performance-per-watt, density and validated designs to lower energy and integration costs. 	<ul style="list-style-type: none"> • HPE Compute Ops Management gives public sector agencies predictable, secure, auditable, and efficient control over their compute infrastructure, helping reduce downtime and operational risk, safely accelerate modernization, and meet strict security, compliance, performance, and budget mandates. • Enable secure, auditable patching and configuration management that helps agencies meet federal, state, and local compliance requirements, reduce cyber and operational risk, and maintain consistent security posture across distributed environments. 	<ul style="list-style-type: none"> • HPE Tech Care Service for Compute combines HPE technical expertise, proactive maintenance, rapid incident response and lifecycle management that public sector agencies need to keep mission-critical systems secure, compliant, and continuously available. • For security-conscious organizations Defective Media Retention (DMR) allows them to keep failed drives rather than returning them to HPE. If broader protection across all data-retentive components is required, HPE Comprehensive Defective Media Retention (CDMR) extends that coverage, keeping company data safe.

HPE VDI Solutions for Public Sector Modernization

[HPE architecture guide for sizing a secure and high performance VDI environment](#) provides public sector customers with a validated solution combining hardware-integrated security, confidential computing capabilities, and VDI sizing methodology. This approach enables organizations to confidently deploy a secure, high-density virtual desktops and analytics platforms while meeting stringent resilience, compliance, and performance mandates.

A well-architected HPE VDI solution delivers:



Enhanced Security: VDI solutions enhance security by centralizing data and applications, reducing risks associated with lost or stolen devices, and ensuring regular backups.



Reduced TCO: Lowers desktop management and support costs through virtualized infrastructure and flexible financial options.



Simplified operations: Enables centralized management of applications, data, patches, and policies reducing maintenance and improving IT efficiency.



Increased Productivity: Enables employees to access their work environments from any location, boosting overall productivity.

Public Sector Industry

Additional Key Solutions for VDI

- [HPE Solutions for Azure Local](#)
- [HPE GreenLake Flex solution built for Virtual Desktop Infrastructure](#)
- [HP Anyware virtual desktop infrastructure solution with HPE Morpheus VM Essentials Software](#)
- [VDI solutions on HPE Synergy](#)
- [Solution Brief - Innovate anywhere with HPE and Azure Local](#)

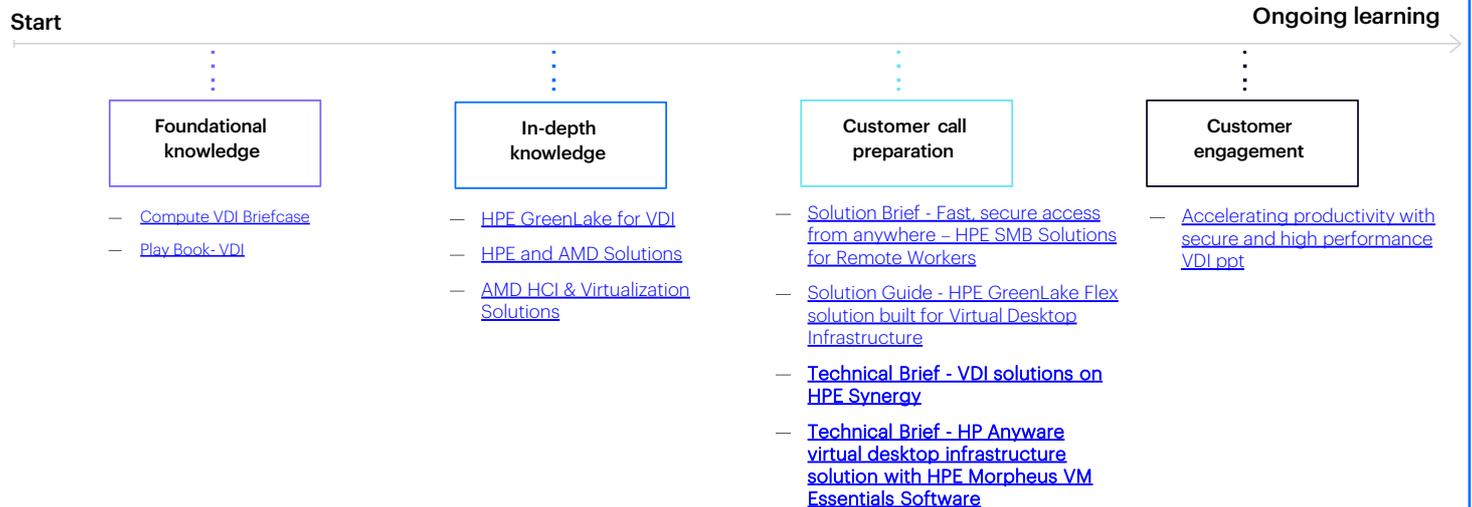
Key ISVs for Public Sector

Learn how HPE is engaging with ISV partners [here](#).



Resources

Sales preparation journey from 0 to first customer conversation



[Chat now](#)

Visit [HPE Core Compute Briefcase](#)

© Copyright 2026 Hewlett Packard Enterprise Development LP. The information contained herein is subject to change without notice. The only warranties for Hewlett Packard Enterprise products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. Hewlett Packard Enterprise shall not be liable for technical or editorial errors or omissions contained herein.

This document contains confidential and/or legally privileged information. It is intended for Hewlett Packard Enterprise and Channel Partner Internal Use only. If you are not an intended recipient as identified on the front cover of this document, you are strictly prohibited from reviewing, redistributing, disseminating, or in any other way using or relying on the contents of this document.

NVIDIA and the NVIDIA logo are trademarks and/or registered trademarks of NVIDIA Corporation in the U.S. and other countries. All third-party marks are property of their respective owners.

