

HPE
POINTNEXT

HPE GreenLake

Accelerated outcomes on your terms

October 2019


Hewlett Packard
Enterprise

infinitem
EXCEEDING LIMITS

IT IS AT THE HEART OF EVERY BUSINESS

Enabling people, technology, and economics



Providing the right **technology** to
accelerate and innovate



Helping **people** do their best work and
deliver greater business value



Delivering better **economics**
for competitive advantage



infinitum
EXCEEDING LIMITS

AND WHERE EVERYTHING IS CONSUMED



Music



TV Shows



Groceries



Air travel



BUSINESS LEADERS EXPECT TO CONSUME IT

By 2020, consumption-based procurement in datacenters will account for as much as 40% of enterprises' IT infrastructure spending¹



Pay as you go

Economic models aligned to business models

On your terms

Tailored to your needs

When you need it

Elastic IT

¹DC FutureScape: Worldwide Datacenter 2018 Predictions Nov 2017 DOC # US43152417

WHAT WE HEAR FROM OUR CUSTOMERS

Business agility

I need to move a lot faster – if IT could only be ahead of business initiatives for once.

Fuel Innovation

If I could get help and expertise with the routine stuff, our people could do so much more.

Lower IT costs

I need to align our costs to business benefits, and I'm constrained by our capital budget.

Proper control

I'm worried about our ability to control performance, security, compliance, and our data.




LEAVING IT WITH A DILEMMA

How do I give the business what they need while keeping proper control of our apps and data?



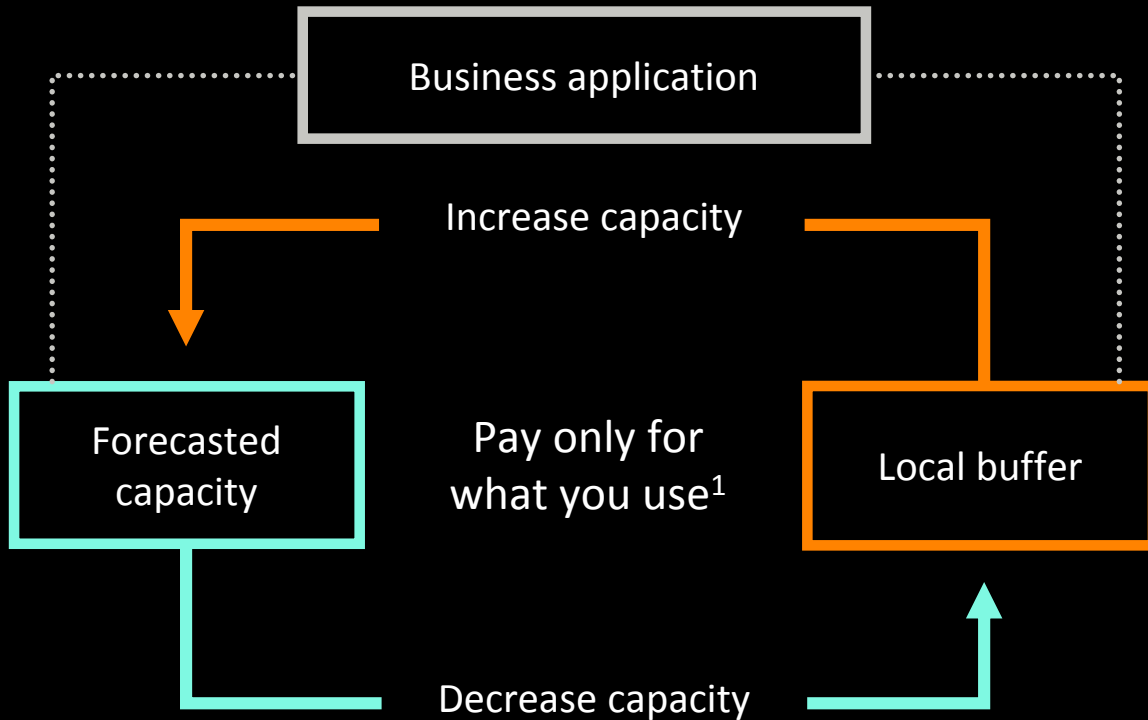
CONSUMPTION SERVICES ON PREMISES

HPE GreenLake



The technology you need, on-premises, on-demand, and on *your* terms.

CONSUMPTION SERVICES ON PREMISES



Choose the technology you want

Select from a wide range of HPE and third party technologies – with pre-packaged options for faster deployment

Align services with your business needs

We support, meter, and manage the capacity of your installed hardware - add additional services as needed to operate any or all of your IT stack

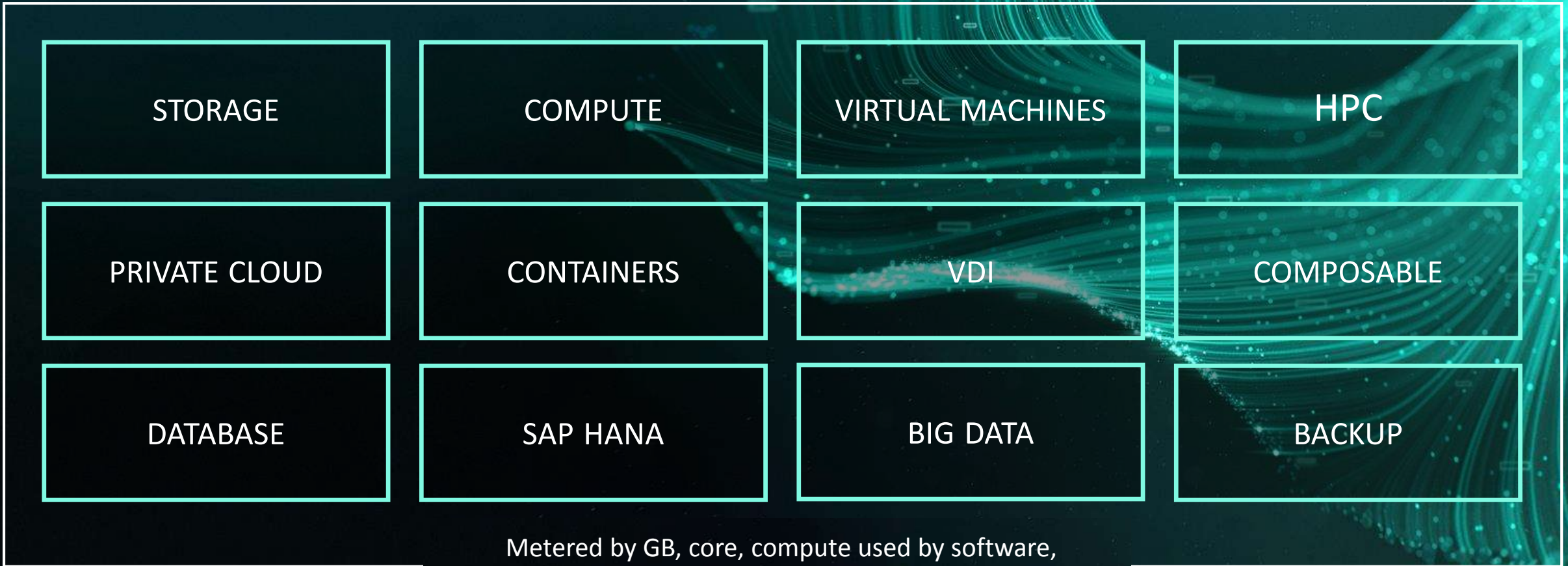
Pay only for what you consume

We meter your usage and you pay monthly for what you use¹

Always have capacity ahead of demand

We install a buffer of capacity and actively monitor, manage, and deploy capacity ahead of business demand

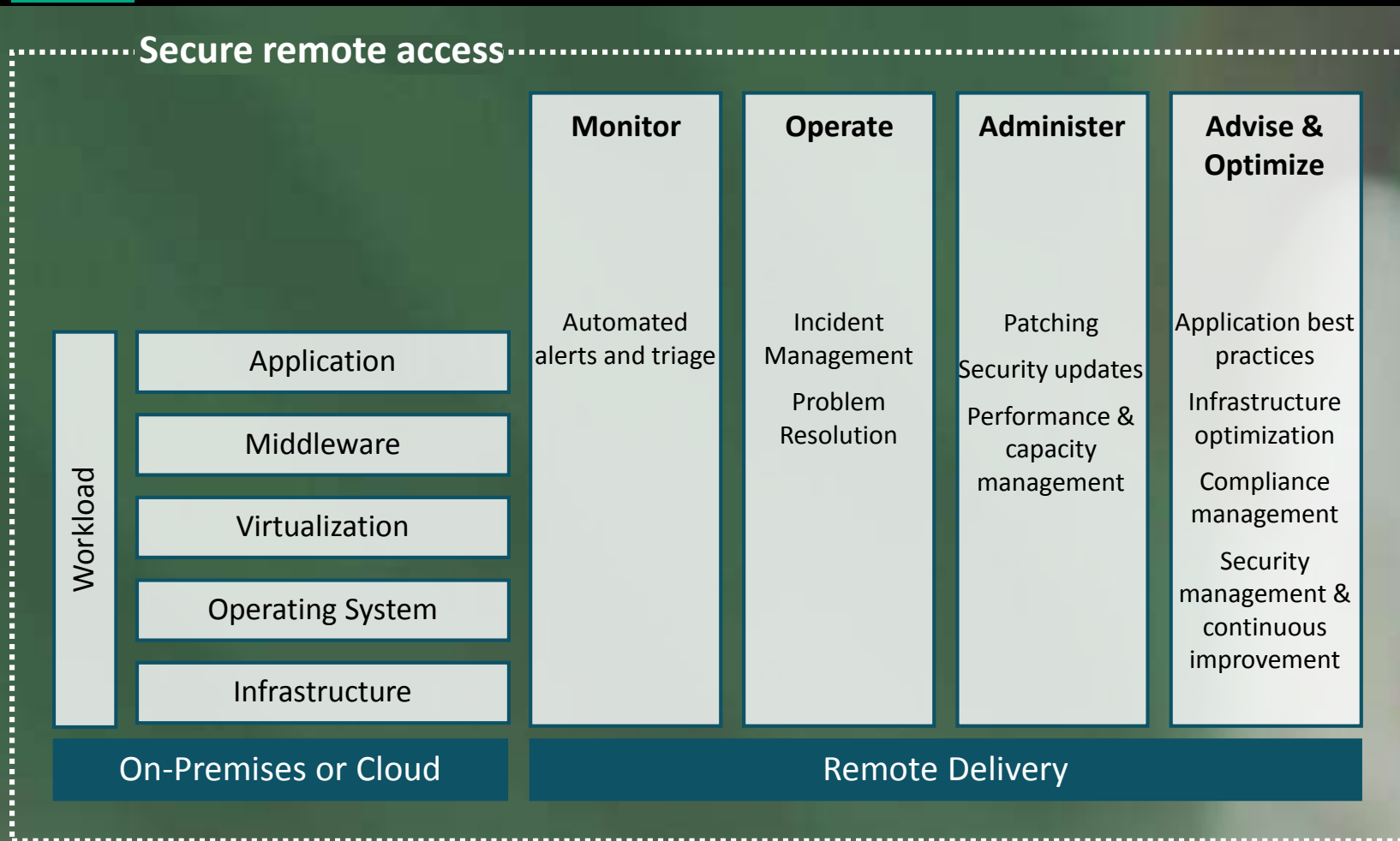
YOUR TOP WORKLOADS, DELIVERED AS A SERVICE



Metered by GB, core, compute used by software,
memory, TB backed up, container unit, network port,
and more

WHO IS GOING TO RUN IT?

Managed Services



HPE POINTNEXT: LEADING IN CONSUMPTION-BASED SERVICES

Unique experience, expertise and resources

9 years experience
from Flexible Capacity

Global scale
Over \$2.8 B under contract

Customer satisfaction
Over 90% retention

Innovative financing
Presence in over 50 countries

Lifecycle Asset Mgmt Services
Remove and extract value from old, traditional IT



Strategic investments
with Cloud Cruiser, CTP, Red Pixie

World wide presence
Services delivered in 80 countries

Strong bench
Over 25,000 experts worldwide

Your partner of choice
40,000 Channel partners, and Alliance and SI partners

Multivendor expertise
Most vendors supported



Thank you

110.658

99.3554

108.365

122.3354

100.665

106.5548