Build a stronger business with Hewlett Packard Enterprise innovations

Partner with the world's largest IT provider[1]

Take advantage of the rapid growth in Cloud Services

Survey results show that 80 percent of organizations will be using cloud services in some form within 12 months. On average, 55 percent of these organizations will leverage service providers to consume cloud services.[2]

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[1] HPE #1 Smart managed switch vendor globally (Source: Dell'Oro 3Q13). HPE is #1 in worldwide Total Disk Storage units shipped and market share in the second quarter of 2013 (IDC 2Q13). HPE is #1 in total server shipments and revenue worldwide. HPE is #1 in "density optimized" server revenue and units in 3Q13

[2] Survey Analysis: As the Cloud Services Market Grows for Segments of Buyers, Opportunities Await Service Providers, June 24, 2013

[3] Gartner Says Cloud Computing Will Become the Bulk of New IT Spend by 2016, October 24, 2013

[4] Based on HPE internal analysis of HPE Moonshot Server Cartridges.

[5] Based on May 2013 HPE internal comparative analysis of publicly available list price data

[6] Based on the HPE "Get Thin Guarantee" program

New opportunities mean new challenges

Your business is rapidly evolving in both adoption of new technology and new delivery models. Partner with HPE to offer cloud-ready solutions and services that enable you to:

- Drive business growth without overextending resources

- Launch differentiated offerings, while standardizing services for economies of scale

- Get the first mover advantage by accelerating time to market of new higher margin services

Cloud computing is fueling strong demand for IT as a service. The use of cloud computing is growing, and by 2016 this growth will increase to become the bulk of new IT spend, according to Gartner, Inc.[3] As enterprises adopt hybrid cloud strategies, service providers face new opportunities and challenges. You need the agility to quickly evolve your business models and go-to-market strategies to meet your customers' increased expectations for speed, security, and cost efficiency.

Your competitive advantage

HPE is your competitive advantage in meeting these challenges. With the industry's broadest Converged Infrastructure, software, and services portfolio, including assured security across applications and networks, so you can rapidly deploy new services.

You need to maximize the performance and availability of your infrastructure, with game changing innovations, as well as proven industry leading technology to support rapid growth, changing priorities, and scalability requirements.

HPE understands that key factors such as cost are extremely important and that power and cooling savings and density can help drive down your operational costs. At HPE, our:

- Moonshot consumes 89 percent less energy, 80 percent less space,[4] and 77 percent less cost[5]

- 3PAR storage provides 2x VM density and requires 50 percent less capacity[6]

- Flatter network architecture reduces the infrastructure required to run your network

Brief

Create differentiated services
- Get game-changing innovations delivered through tailored Service Provider products and solutions

Increase profits
- HPE enables you to drive down your operational costs and increase services margin

Financial flexibility
- HPE offers flexible acquisition and usage models to optimize and align expenses to revenue

[7] Client confidentiality restricts ability to provide customer names

[8] Compared to traditional servers

[9] EMC DD990 w/ EMC Boost vs. HPE StoreOnce 6500 w/ StoreOnce Catalyst and EMC DD990 VTL vs. HPE StoreOnce 6500 VTL. Restore performance based on three party testing

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Hewlett Packard Enterprise

Your trusted partner

HPE is the trusted solution vendor for 8 out of the top 10 service providers.[7] Our experience has lead to innovations specifically tailored to the needs of the Service Provider:

Innovation and industry leadership
- HPE Moonshot, the world's first software defined server designed, tailored, and optimized for a specific software workload
- OpenFlow SDN ecosystem and flatter 2-tier network architecture reduces traffic bottlenecks by up to 90 percent
- Complete software management suite offering automated compliance, industry leading performance management, and advanced business reporting

Lower total cost of ownership (TCO)
- Density optimized solutions reduce TCO by up to 28% (SL4540, SL2500)[8]
- Premier support with access to expertise around the clock provides the deep technical experience needed to optimize workload and data center performance
- Cost effective and tailored support models such as self-service kiosks that put spares on site

Faster time to value
- Backup service ready solution with HPE StoreOnce delivers 4.5x faster backup and 10x faster restores than EMC[9]
- Robust global supply chain ensures the timely delivery of what you need, where and when you need it
- HPE Factory Express gets you up and running faster with custom assemblies, image loading, and testing
- Flexible financing options range from traditional leasing to the HPE Flexible Capacity which aligns expenses to revenue with metered Pay-as-you-Go or Pay-as-you-Grow options with virtually instant speed to deployment

HPE offers flexible business models and strategic partnership experience. When you invest in HPE technologies, we offer joint go-to-market programs to help support your business growth. By tapping into the power of HPE, you can differentiate your services, reduce your time to market, aggressively compete, and grow your business with innovative solutions and services.