



# Hewlett Packard Enterprise (HPE) to offer HPE Enterprise Solutions On Demand

An enterprise marketplace for business solutions  
driving your business outcomes

## IT is increasingly expected to align and drive business outcomes

70%-75%

“70% to 75% of all technology spend will be directed by Business Buyers”<sup>1</sup>

2/3's

“By the End of 2017, Two-Thirds of the CEOs of Global 2000 Enterprises Will Have Digital Transformation at the Center of Their Corporate Strategy”<sup>2</sup>

60%-70%

“By 2018, at Least Half of IT Spending Will Be Cloud Based, Reaching 60% of All IT Infrastructure and 60% to 70% of All Software, Services, and Technology Spending by 2020”<sup>3</sup>

To stay relevant and add value, IT must transform itself from **traditional technology and project-centric models...**



...to **business value and service-centric models** that are fast, can change rapidly, and are focused on business outcomes.

## What's the answer? HPE Enterprise Solutions On Demand

For end users and independent software vendors (ISVs)



### Ready-made and customized solutions

HPE will offer a client dedicated marketplace for purpose-built, configurable solutions and services to radically simplify operations and accelerate business outcomes.



### The sum is greater than the parts

HPE aggregates multiple solutions and services providing a single dashboard for subscription management across their entire lifecycle.

### Top 5 features

1 Access to leading business solutions that are purpose built for industries, corporate functions, and geographies

2 Access to HPE and third-party solutions with multiple business models (consume, configure, consult).

3 Solution activation across any cloud supporting Hybrid IT at the business level.

4 Point-and-click marketplace to enable your business outcomes

5 Flexible billing and charge-back options

### Five biggest benefits

1 Ease and convenience of one-stop shopping for business solutions and services

2 Speed and agility to select, deploy, and consume quickly

3 Faster time to market—and time to revenue

4 No vendor lock-in

5 Delivery platform that allows you to get ahead of business requirements

## Four reasons to choose HPE

1.

### Focus on business outcomes

Move away from IT indicators that focus on individual components to business-level agreements where there's no disruption to the business.

2.

### Help when you need it

We know how to consult with and advise our clients on transforming and managing their hybrid delivery environments.

3.

### A safe pair of hands

HPE addresses your security, regulatory, compliance, and governance concerns while delivering industry-leading solutions.

4.

### Expertise and scale

HPE is one of the few companies with the resources to build and manage every element of this service-centric model.

## Are you ready to move up from delivering IT solutions to business outcomes?

For more information on this exciting new solution, contact an HPE representative.

<sup>1</sup> IDC "Driving Innovation and Delivering Better Business Outcomes: Transforming Sales and Marketing Strategy with Business Value" March 2016  
<sup>2</sup> IDC "FutureScope: Worldwide IT Industry 2016 Predictions — Leading Digital Transformation to Scale" November 2015  
<sup>3</sup> Ibid.

