

Accelerate growth and align your IT cost with your business

HPE Flexible Capacity for Service Providers

- Cost: Pay for what you use¹
- Speed: Time-to-market
- Reduce business and operational risk

IDC reports that by the end of 2016, **50 percent** of companies will demand payment models based on usage for major IT and data center investments, basing vendor decisions on these programs.²

Sixty-three percent of business leaders still feel their organizations are too slow to exploit technology-enabled opportunities.³

HPE Flexible Capacity: Ideal for Service Providers

Cost flexibility:

- Conserve capital—no upfront expense
- Cost-efficient—don't overprovision
- Pay per use—align to actual metered usage

Business agility:

- Elastic—provision more capacity in minutes, not months
- Unlimited—refreshed as it is used via simple change order
- Ready—move quickly on business opportunities

Reduce risks:

- In the privacy of your own data center
- Enterprise-grade support
- Hewlett Packard Enterprise—a partner to share capacity risk

HPE Partner Ready Service Provider program:

- Extend sales reach
- Capture new markets
- Accelerate delivery

With HPE **Flexible Capacity**, we design a solution around the actual capacity usage of our customers or Service Providers, we agree on a contracted capacity amount and include a buffer that enables to respond quickly to any increasing capacity requirement, be it across server, storage, or networking, providing Infrastructure-as-a-Service with cloud-like scalability but on premises.

1. With our capacity management, our customers have enough capacity onsite to meet their business requirements. The onsite buffer enables them to be able to scale up the storage, servers, or networking capacity in minutes, not months.
2. Our advanced metering and billing engines give our customers the confidence that they are only paying for what they consume. Unlike other solutions on the market, we only charge for the buffer capacity as and when the buffer is used. It also enables aligning costs between IT consumption and business needs.
3. We design the solution to meet the business requirements of our customers with proactive tailored support and service levels created to help reduce downtime.
4. Purchasing Infrastructure-as-a-Service, it means that our customers are easily able to increase the amount of capacity required within the solution, easing procurement processes and reducing time-to-market.

¹ Above a minimum commitment

² IDC, FutureScape, Worldwide Datacenter 2016 Predictions, November 2015, IDC #259808

³ Accelerating IT's Clock Speed CEB CIO Leadership Council 2015

Solution brief



The HPE **Flexible Capacity** solution addresses the challenges of:

1. **Cost flexibility:** Free up CAPEX and avoid heavy up-front investment in IT, pay for what is consumed and align IT cost to business demand through controlled and predictable metered monthly billing.
2. **Reduce risks:** Enable the business to react quickly to market demands, to confirm there is enough capacity, and proactively avoid IT downtime.
3. **Increase business agility:** Respond to business demand by being able to respond in minutes, not months. It allows customers to free up CAPEX to invest elsewhere and build an agile solution, which grows with the business requirements.
4. **Improve the utilization of assets:** Increase cost efficiencies, to use Infrastructure-as-a-Service both on premises and in the public cloud, enabling sufficient capacity to deal with unexpected spike while giving more business control through one support solution and one monthly invoice.

We have helped our customers meet many of their business challenges; for example, align IT cost to usage, meeting key performance indicators (KPIs) such as providing 20 percent capacity headroom. Or, reducing the amount of time it takes to introduce new technology into the IT environment from four months to a matter of days and improving the cost-to-income ratio.

With the HPE **Partner Ready Service Provider** Program, you can leverage innovative HPE technology and collaborate with Hewlett Packard Enterprise to capture market share and increasing revenue, enabling sustainable growth and long-term success.

- Leverage HPE Ecosystems and collaborate with HPE Sales and Channel to expand your capabilities as needed
- Enhance your strategy and speed up the development of new cloud services to quickly and easily reach new customers
- Deliver your services to your customers faster with more benefits



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