Embracing Microsoft Azure

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Microsoft Azure and Azure Stack: Part of the right mix for hybrid cloud

Time-to-value defines success in today's global markets. You speed-time-to value by continuously delivering and optimizing apps and services for customers, partners, and employees. Companies need to do four things well in order to survive and thrive in this Idea Economy: they must transform to a hybrid infrastructure, protect the digital enterprise, empower the data-driven organization, and enable workplace productivity. There are many technology choices available to support your success and defining the right mix of those technologies to achieve your business goals is critical.

When transforming to hybrid IT, customers often choose one or a few public cloud partners. Microsoft® Azure hybrid cloud is one of the choices enterprises are making. Why? Any developer or IT professional can be productive with Azure. The integrated tools, pre-built templates, and managed services make it easier to build and manage enterprise, mobile, Web and Internet of Things (IoT) apps faster, using skills they already have and technologies they already know. Microsoft is also the only vendor positioned as a leader across Gartner's Magic Quadrants for cloud Infrastructure-as-a-Service, Application Platform-as-a-Service, and Cloud Storage Services for the second consecutive year.

HPE has partnered with Microsoft for over 30 years. This relationship was further enhanced and extended at HPE Discover London 2015 where Hewlett Packard Enterprise and Microsoft announced a three-year collaboration to advance innovation in hybrid cloud computing through Microsoft Azure and HPE infrastructure and private and managed cloud solutions. This collaboration builds on our 30 years partnership, deepening collaboration across many facets of our companies—from engineering and services to software and licensing—to help our customers accelerate and simplify their journey to cloud. Details include:

Preferential treatment

- Microsoft Azure serves as HPE's preferred public cloud partner

- HPE is a preferred provider of infrastructure and services for Microsoft's hybrid cloud offering engineering collaboration

- HPE is integrating Azure or Azure services with HPE servers

- Jointly developing a portfolio of engineered hybrid cloud solutions—the HPE Proliant for Azure Stack is an example

- HPE is incorporating the full portfolio of HPE Security and Big Data software solutions on Azure Marketplace

- Microsoft is a member of the HPE Composable Infrastructure Partner Program

- HPE is a member of the Microsoft Cloud Solution Provider Program (CSP) Services and support collaboration, meaning that customers that choose HPE as their CSP get Azure and Azure Stack service subscriptions and support from HPE

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HPE Microsoft Azure hybrid cloud Services focus on the hybrid IT delivery model—traditional data centers combined with private cloud and public cloud services. We can help you understand the implications adopting Microsoft Azure Stack or Microsoft Azure Public Cloud solutions, assess your readiness for cloud overall, and help you build and consume cloud services running in your data center or the Microsoft Azure public cloud.

Service group	Scope
Cloud strategy	Workshops and consulting in: • Understanding the implications associated with cloud architectures • Developing the future-state cloud vision and strategies • Analyzing gaps and workloads • Developing the business case
Workloads	A workload portability framework: • Application/workload discovery • Application/workload suitability for cloud (functional, technical, economical) • Application/workload mapping—deciding on the hybrid-IT targets, mitigate and manage risk • Migration—any-to-any migration, pay as you migrate
Implementation	Microsoft Private Cloud • Microsoft Azure Stack and underlying Microsoft technologies (Windows Server®, System Center, Hyper-V) Microsoft Azure Hybrid Services • Microsoft Azure Backup • Microsoft Azure Site Recovery • Microsoft Azure Hybrid Networking • Microsoft Azure Hybrid Identity

Infrastructure, monitoring, and operations

HPE Technology Consulting has been performing Microsoft infrastructure work for decades. Our expertise with Windows Server, System Center, and Hyper-V can continue to be leveraged in on-premises, private cloud solutions, and in client scenarios that require Microsoft Azure IaaS (Compute, Network, Storage) expertise. As with our infrastructure skills and capability, our experience in monitoring Microsoft environments and assisting our clients with the operations of those environments can be leveraged and those capabilities extend with Microsoft Azure-based services such as Operational Insights.

HPE also has extensive skills in Microsoft SQL Server, SAP®, Hadoop/Big Data, VDI, and Office 365; to name a few. These skills can all be leveraged across Microsoft private and public cloud solutions. Similarly, where clients adopt a multi-cloud strategy, HPE can provide our skills spanning the entire Helion product line and portfolio.

Operational services from HPE Pointnext are global, and proactive. HPE Pointnext has the expertise to support your IT environment. With support for your servers, storage, and networking as well as your Microsoft products available, HPE is focused on your success. HPE Datacenter Care provides one place to go for support for your HPE and non-HPE products, including Microsoft Azure and Azure Stack, an advanced call experience with direct access to experts, and an assigned account team to plan with you as your IT evolves.

HPE Flexible Capacity delivers a pay-as-you-go solution that enables you to scale instantly to handle growth needs without the usual long procurement process—without tying up capital, so your capacity doesn't run out. And Hybrid Flexible Capacity with Microsoft Azure and Azure Stack enables you to offer your Flexible Capacity users access to certain Microsoft Azure cloud services under one agreement, one invoice, and with one accountable partner. HPE Flexible Capacity supports the Proliant for Azure Stack, providing consumption-based costing for the entire stack.
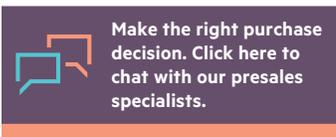
Connect with an HPE technology expert

Our industry-specific experts use their extensive knowledge and proficiency to help businesses like yours get going quickly, in the right direction. Team up with HPE to understand how you can build a data center for the future.

Why HPE

HPE has the expertise and technology leadership to help you transform your IT infrastructure—at your pace—by engineering your IT and facilities resources to work better together. This takes experience, proven technologies, and an ecosystem aligned in one direction to deliver the full vision of a converged infrastructure.

The professionals at HPE Pointnext have years of experience helping customers plan, implement, and manage the Right Mix hybrid environment. We simplify Hybrid IT through a portfolio of services that help you transition to and get the most from your Azure investment.

Learn more at
h22168.www2.hp.com/us/en/partners/microsoft/

Make the right purchase decision. Click here to chat with our presales specialists.

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