

Get to your hybrid future

Use the power of the cloud

Hybrid transformation journey

Hybrid is your reality. Are you ready?



It's a fact: change and disruption are everywhere

50% of total IT spending for large enterprises will be managed outside the enterprise IT budget by 2020.¹

- Traditional corporate IT environments are slow to react and adapt to meet business requirements.
- Hybrid infrastructure blends traditional IT with cloud-based options (private, public, managed), so business needs can be addressed faster, and corporate IT can maintain a solid enterprise-grade infrastructure.

70% of digital business initiatives will have failed to deliver business growth by 2016.

This failure is due to lack of business model innovation, effective big change techniques, organizational liquidity, and process adaptability.²

"System integrators (SIs) will be critical in fulfilling Internet of Things (IoT) solutions in various vertical industries and consumer markets across emerging countries."

—Garner³



By 2020, there will be:

34B IoT devices

10B smart devices

\$6T in opportunity⁴

Master your cloud, manage the disruption

Turn disruption into your competitive advantage

Get results by transforming your organization

- Applications
- Infrastructures
- Delivery models

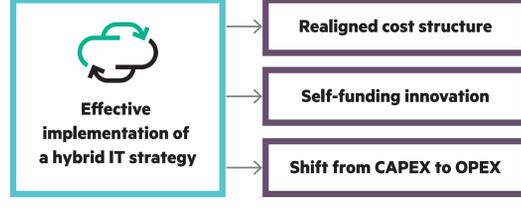
HPE's experience in transformation

Operating costs	ROI	IT innovation
~30% reduction	5X higher	5X more resources
Provisioning time	Critical outages	
10-20 min. (down from 15-50 days)	~90% reduction	



More than **80%** of enterprise IT organizations will commit to hybrid cloud architectures by 2017.⁵

Accelerate your journey to a new hybrid reality



Weaving cloud into an existing IT environment can be complex and risky. But the consequences of doing nothing far outweigh the risks and costs of taking action.

What transformation journey works best for you?

Hybrid reality is here

Mondelēz International (Kraft Foods Inc.)⁶
Created two complete infrastructures in a short timeframe with no major issues—on time and on budget.

1,000+ servers installed	5 SAP ⁷ landscapes	2 dedicated private clouds
300 TB of storage	350 applications moved	9 mos. completion time



"As our long-term IT infrastructure partner, HPE pulled off the split under an incredibly aggressive timeframe, and is playing a significant role today in making our business strategy a reality."

—Dave Diedrich, VP & CTO, Mondelēz International

California Department of Corrections (CDCR)
Moved a business-critical SAP environment off aging, legacy hardware onto a virtualized Linux⁸ platform.

Improved transaction performance	SAP batch transactions	Hardware footprint	Implementation of new service packs in
Reduced risk of downtime	10X faster	1/8 previous size	3-4 1/2 mos. (vs. 6-9 mos.)
Flexible support with agile response to business requirements	Improved user productivity and efficiency	Reduced power and cooling requirements	Freed up resources for other IT initiatives

"With HPE on our team, we achieved our key strategic goals of administrative efficiency and business agility."

—Joe Panora, former Director, Enterprise Information Services, CDCR

HPE Advise and Transform Services

Hybrid infrastructure is the logical pathway to realize the strengths of multiple platforms, including private cloud, managed cloud, public cloud, and traditional IT.

5 ways to start your journey to a hybrid infrastructure

- Executive conversations
- Workshops
- Demos and trials
- Assessments
- Roadmaps

3 tips when executing your transformation

- Find right tools to enable rapid transformations
- Modify your model to support hybrid environment operations
- Use program management teams to oversee transformations



- Best practices**
- Leverage proven success
 - Create expertise depth
 - Map transformation path
 - Understand complex enterprise apps



Advise
Define your optimal mix and gain a competitive edge.

Hewlett Packard Enterprise combines tools, methodologies, and experience for fast results.

- Automated discovery tools** to sense and discover applications and infrastructure
- Analysis tools** that evaluate technologies and relationships
- Centralized repository** for information analysis
- Development of a comprehensive transformation roadmap**

Why choose Hewlett Packard Enterprise (HPE)?

- 10K+ applications migrated
- 600+ managed cloud customers
- ~30% cost reduction
- 1,000+ cloud workshops executed

Transform
Power your right mix to increase flexibility.

Delivery transformation	Applications transformation	Infrastructure transformation
Efficiently and effectively deliver the design and rollout of:	Move applications from current state to desired future state:	Change appropriate traditional infrastructure to cloud environment:
<ul style="list-style-type: none"> People Processes Organizational changes 	<ul style="list-style-type: none"> Re-host Re-factor Re-architect Retire Replace 	<ul style="list-style-type: none"> Private Managed Public

10%+ performance improvements

40% of Fortune 100 companies rely on HPE converged cloud solutions and services

Move forward—the time is now
Leverage the strengths of multiple infrastructures in a hybrid environment. Get the right mix for a competitive edge. All will allow you to thrive in your industry.

hpe.com/solutions/transform-hybrid
hpe-enterpriseforward.com/hybrid

¹According to Gartner IT Key Metrics Data, we estimate that 71% of total enterprise spending on IT products and services across industries is controlled or managed outside the enterprise IT budget. We expect this to rise to 50% of total enterprise IT spending for large enterprises in pursuit of digital business transformation by 2020. Gartner, "Full Transparency for Enterprise Technology Spending Is a Fundamental Strategy for CIOs and CFOs," May 2016.
²By 2016, 70 percent of digital business initiatives will have failed to deliver business growth due to lack of business model innovation, effective big change techniques, organizational liquidity, and process adaptability. Gartner, "Market Guide for Digital Business Consulting Services," June 2015.
³Garner, "Gartner Predicts 2016: Emerging Markets Are Gaining Momentum in Digital Business and Innovation," December 2015.
⁴In total, we project there will be 54 billion devices connected to the internet by 2020. IoT devices will account for 26 billion, while traditional computing devices will comprise 10 billion. Nearly \$6 trillion will be spent on IoT solutions over the next five years. Business Insider, "Here's how the Internet of Things will explode by 2020," April 2016.
⁵More than 80% of enterprise IT organizations will commit to hybrid cloud architectures by 2017, vastly driving the rate and pace of change in IT organizations. IDC, "IDC FutureScape: Worldwide Cloud 2016 Predictions—Mastering the Raw Material of Digital Transformation," November 2015.
⁶Created on October 1, 2012, from the spin-off of Kraft into Kraft Foods (Grocery) and Mondelēz (Snacks). In July 2015, Kraft merged with HJ Heinz to form The Kraft Heinz Companies.