

# Get your own cloud and your own outcomes

## HPE Managed Services for VMware

If agility, speed, and security are the primary benefits you need to achieve, then a managed private cloud solution could be for you.

### Key insights

- Knowledge, experience, and budget constraints can prevent you from moving forward with new, agile, and secure IT services to meet your business' demands.
- HPE Managed Services for VMware ensures security and privacy, with ongoing management and infrastructure lifecycle services.
- To ensure your access to the latest and future technology, multiple configurations are available to meet your specific workload needs.
- Evergreen release management of automation features ensures that automation keeps pace with technology changes. As we release new features, you can select only the features that drive value for your business.

### Industry list

The HPE Workload and Cloud Practice helps clients maximize their workloads across industries in a variety of environments: on-premises, cloud, or hybrid.

- Automotive
- Banking
- Communication, media, and entertainment
- Energy, mining, and utilities
- Healthcare
- Insurance
- Life sciences
- Manufacturing
- Public sector

Organizations are transforming their business processes and operations to add value in a fast-paced, global service economy. IT leaders now drive organizations toward a digital model by allocating more resources for strategic initiatives versus only handling maintenance and support activities. Without a partner to deploy and manage cloud services, IT seldom focuses on business innovations. For public sector organizations, innovation provides new ways to engage with constituents and provide added value. For commercial organizations, innovation provides new routes to market and greater customer satisfaction.

HPE Managed Services for VMware is a purpose-built, integrated infrastructure as-a-service (IaaS) solution. It consists of market-leading hardware, software, and services that provide the agility, speed, and security needed to compete in the digital economy. This single tenant service is available from either a client-owned, HPE, or third-party location, and addresses regional data sovereignty and regulatory compliance.

### Get it done fast

Accelerate to a 100 percent dedicated, managed private cloud using our industry-leading technology and resources, including:

- Initial advisory, transformation, and ongoing services to provide you with a complete cloud solution integrating hardware, software, and services into a dedicated enterprise-grade cloud model
- Management and infrastructure lifecycle services to improve your IT asset utilization, flexibility, and security
- A web-based portal enabling you to manage your IT consumption and enterprise-grade service-level agreements (SLA) to ensure performance

- Evergreen release management for all automation features to ensure that automation keeps pace with technology changes

### The cloud to target your workloads

HPE Managed Services for VMware is built on HPE hardware and cloud management infrastructure. It provides standard, base, and scale-out infrastructure and service options for physical and virtual servers, operating systems (OS), storage, continuity, connectivity, network and service SLAs up to 99.95 percent.

With server configurations ranging from small virtual servers to large physical servers, HPE Managed Services for VMware environments can support a broad range of workloads—from application development, unified communication, and hosted email to ERP systems, analytics, and data warehousing—all managed by a single management infrastructure.

With integrated hardware and software, you can create virtual pools of servers and storage resources on demand. You can select these services based on your designs and HPE best practices via a self-service catalog.

HPE Managed Services for VMware lets you instantly adjust to dynamic business demands, enabling rapid design, provisioning, and modification of your infrastructure environment in minutes. An IT governance model helps you get a predictable quality of service, improved speed and agility, and optimized IT capacity across physical and virtual infrastructure environments. With a managed private cloud solution, you can provision resources faster, manage services better, and do both more securely.

## Offering overview

### Measurable business results

HPE Managed Services for VMware shifts the burden and expense of building and managing an on-demand IT infrastructure to HPE. This enables enterprises to focus on their strategic priorities and provides clients with a full range of advisory, workload transformation, and cloud stack infrastructure managed services to accelerate their time to value. Benefits include:

- **No capital expenses (CAPEX)**—A manufacturing and distribution company consolidated from three data centers to one in under five months with no new CAPEX.
- **Improved efficiency**—A consumer packaged goods client migrated 500 applications and created a new portal to reduce TCO by 30 percent; they also reduced the purchase order lifecycle from 1 week to less than 1 day.
- **Improved security**—A major financial institution gained a stable and mature service with no major security breaches, blocking millions of emails per month (80 percent of total email), preventing spam, phishing, and other potential sources of malware and malicious files and software.

### The HPE edge

- **Expertise**—HPE cloud strategy, investments, and 45,000 cloud professionals deliver tangible results and mitigate risk.
- **Technology and high availability, resiliency**—An open and extensible secure architecture, network, and support for traditional physical and virtual servers. Active/active cloud sites provide up to 99.99 percent SLA uptime required by mission-critical workloads. Disaster recovery solutions from 42 recovery centers across 21 countries support low recovery point and recovery time objectives.

- **Full lifecycle of services**—HPE is the only vendor that delivers the full lifecycle of cloud services: advisory, transformation, integration, and management. Advisory and transformation services provide fact-based, industry-relevant assessments and realistic options for IT transformations using cloud services that deliver rapid business value and technology innovation.
- **Data sovereignty, regulatory compliance, data privacy, and low latency**—Consistent global delivery of world-class cloud services with hybrid delivery models across private, managed, and public clouds. HPE has 50+ physical data centers, including regionalized clouds available for clients to run in-country applications for data sovereignty, privacy, and security, and with low latency. Certifications include: FedRAMP; HIPAA; Impact Level – 3 (IL3); ISO 27001, SOC 1.
- **Flexible managed cloud services**—HPE offers secure managed cloud options for OS, middleware, databases, and enterprise applications. Managed backup and recovery services are also available to protect your data.

### Value-adding benefits

- Reduce OPEX and CAPEX via a more cost-effective, predictable, and scalable service model
- Reduce risk as a result of standardization, automation, and operational tools and processes
- Manage solutions that allow in-house IT to focus on business innovation and outcomes
- Reduce operation risk to improve regulatory compliance with world-class HPE security
- Gain a road map to platform modernization and future mode of operations
- Keep pace with technology changes and business demands with evergreen automation

### Rely on an industry leader

- Named a Leader in Everest Group's PEAK Matrix™ for Hosted Private Cloud Services, 2016
- A Leader in The Forrester Wave™: Private Cloud Software Suites, Q1 2016
- A Leader in Gartner Magic Quadrants Data Center Outsourcing for Asia/Pacific, North America, and Europe 2016<sup>1</sup>
- A Major Player in IDC MarketScape Worldwide Industry Cloud Professional Services, June 2016<sup>2</sup>
- More than 600 managed cloud clients and over 1200 private cloud installations worldwide
- Delivering more than 1000 customer engagements and with experience running large-scale cloud environments
- Managing over 400,000 mainstream operating systems with over 240,000 virtualized or in-cloud services

### Take the next steps

Arrange a follow-up call or meeting with HPE experts to explore a managed cloud solution for your organization. We can schedule an advisory workshop to define the business, functional, and technical requirements to take your critical workloads to HPE Managed Services for VMware.

Learn more at  
[hpe.com/helion/managed-services](https://hpe.com/helion/managed-services)



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<sup>1</sup> Magic Quadrant for Data Center Outsourcing and Infrastructure Utility Services, Asia/Pacific, published 16 August 2016; Magic Quadrant for Data Center Outsourcing and Infrastructure Utility Services, North America, published 7 July 2016; Magic Quadrant for Data Center Outsourcing and Infrastructure Utility Services, Europe, published 27 June 2016

<sup>2</sup> IDC MarketScape: Worldwide Industry Cloud Professional Services 2016 Vendor Assessment, Doc #CA40525216, June 2016

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