

Data-First Modernization:

Let The Cloud Come To You

Introduction

Data-First Modernization: Let The Cloud Come Directly To You

It's good to be optimistic when it comes to the growth of your company. As *Forbes Magazine* wrote years ago, in business, you're either growing or dying.² But unbridled optimism can be expensive for your IT department that relies on annual CapEx funding for next-generation IT projects. Because companies today are so reliant on digital transformative infrastructure, IT leaders feel the pressure to err on the side of optimism when planning for future IT capacity.

Unfortunately, positive and negative business growth isn't always predicted accurately year-to-year. It fluctuates over time due to a string of dynamic variables that are hard to forecast, and due to this predicament, it has led to the longtime practice of over-provisioning IT — an expensive practice that companies can no longer afford.

Don't Finance Your IT Needs, Consume It

This customizable as-a-service model facilitates the consumption of software, hardware, and services for your organization. Whether your business experiences expansive growth, reduced growth, minimal growth or no growth at all, a consumption approach allows you to right-size storage, networking, and server infrastructures from the outset. The pay as you go model allows IT leaders to easily increase capacity whenever needed, which prevents costly over-provisioning from occurring.

IT Capacity Growth = Business Growth

While your business may be reliant on IT, business capital is too precious to spend on critical IT investments. That may sound contradictory coming from an IT solutions provider, but it is true. For instance, retailers should save their capital to invest in more store fronts and pharmaceutical companies should direct their investments into research that identifies life-saving drugs. Capital expenditures should not be directed toward IT. As we've said before, this is the job of OpEx.

48% of IT leaders believe IT cost management is the biggest challenge for which their organization will seek the help of a third-party.¹

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IT refreshes are an expensive necessity to ensure that your business has access to the latest technology and support.

Capitalizing on these costly endeavors, however, introduces risk to your organization. An economic downturn leads to cost cutting for a manufacturer, an anticipated tax incentive or bond initiative fails for a corporation, or a special sales tax proposal for a government entity is voted down. Suddenly, that refresh project has cost your organization dollars it needed to spend elsewhere. Alternatively, if your organization waits and waits for the perfect scenario to use CapEx dollars for an IT refresh, that "perfect scenario" may never arrive.

Under an OpEx consumption model of managed services, IT decision makers roll into the next refresh without worrying about the timing of capital funds. HPE GreenLake allows you predictability when it comes to funding as well as manageability when it comes to capacity. Gone are the days of shelving projects due to unforeseen events.

It isn't just capacity gaps you have to worry about, however. Talent gaps can prove just as challenging because unless you have personnel with the right skill sets, you'll never get the most out of your technology. That means you won't get the most out of your business. When you consume your technology using HPE GreenLake, you get a team of professionals from HPE and WEI to help you manage both your short- and long-term capacity needs.

HPE GreenLake customers don't have to worry about obtaining and retaining IT talent. They don't have to toil with workforces that keep changing. The right IT talent is always there ready to support and maintain your IT solutions while you consume them.

IT Consumption Isn't Just About the Cloud

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Many people associate OpEx IT funding with the cloud. With HPE GreenLake, OpEx isn't restricted just to the cloud. That's because HPE made a commitment in 2019 to ensure that their entire business portfolio could be delivered as-a-Service. And that's exactly what they did. They made the cloud come to you by offering a broad range of pre-configured, fully customizable end-to-end modular solutions that reside within your own data center. That is a promise delivered!

Imagine offloading the burden of supporting and managing refresh cycles for your network switch infrastructure and instead paying a predictable monthly fee to consume it all. It is a set and forget mentality that is already worked into your annual budget. Other component offerings include the following:

- **Pre-configured and customized HPE systems** such as rack-optimized servers that operate within a minimal footprint but are highly scalable, all delivered to your location, and installed by a team of dedicated professionals (whether that be WEI or HPE – the choice is yours).
- **Virtual machine platforms** including VMware or Red Hat hypervisors and software composable systems.
- **A full gamut of storage options** that includes HPE Nimble Adaptive Flash hybrid storage arrays designed to meet the most stringent availability and performance service level agreements along with backup data protection, data security, data sovereignty and intelligent de-duplication.
- **Deploy your own private cloud virtual machines** on-prem to host cloud-native applications and workloads. Manage it all in one platform with GreenLake Central.
- **HPE GreenLake** preconfigured container service takes the mystery out of how container infrastructures are implemented and managed.

It's simple. You tell HPE what you need and at what capacity, and they package it into a consumable format that accommodates monthly payment. Meanwhile, the WEI team will be in your corner from development to deployment making sure all business objectives are included.

**Perfect for Any Size
Organization**

The Perfect Solution For Any Size Organization

Regardless of your IT capitalization budget, there's no need to powerlift your infrastructure purchases and refreshes ever again. Whether you need data storage infrastructure that accommodates hundreds of petabytes or less than ten terabytes, five hundred servers or only five, there's no need to capitalize IT or overprovision IT infrastructure every again.

Whatever it costs, it's broken up into highly digestible monthly expenditures that make it attainable for organizations of any size. Call it stress-free affordability. This allows SMBs to compete more effectively against larger corporate rivals. Meanwhile, large corporate enterprises can reduce their risk and gain competitive advantages over competitors that still support inflexible long-term depreciation modeling for IT infrastructure.



No matter the size of your organization or your IT budget, there's no need to overcapitalize or overprovision IT infrastructure; with manageable monthly expenditures, stress-free affordability is attainable for all, leveling the playing field for SMBs and reducing risk for large enterprises.

Get Back to the Creativity of Your Business

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HPE GreenLake isn't just about the convenience of affordable IT consumption services. The platform also enables IT leaders and the executives they work alongside to once again be creative about the business they lead. And that's where WEI comes in. We provide a value-added service to handle all those things like system patching and firmware upgrading that most organizations either aren't great at or don't have the time to do right. WEI engineers and SMEs can help you transition to this new model and assist in design and capacity planning. WEI program managers and customer success teams can then monitor the direction of your business and assess your next potential period of expansion.

Our developed staff augmentation services can aid you in wholesale management of your entire IT environment or provide spot management for those tasks you simply don't want to bother with. Like HPE GreenLake, you can utilize our services at the capacity that fits your immediate needs, then modify them later.

Together, our two organizations offer companies total flexibility regarding systems, software, services, and skillsets.



Read: [How The Evolving Technology Landscape Has Led To The Adoption Of NaaS](#)

Conclusion

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Together, HPE GreenLake and WEI can ensure that you have the right solutions at the right size capacity to meet the needs of your organization. You no longer need to maneuver around funding or talent pool gaps to obtain or refresh the technology your business is contingent on. Find out how HPE GreenLake can be applied as a financial and operational model for anything the HPE portfolio offers and how WEI can add even more value to consumable projects.

Talk to WEI today

IT leaders everywhere are quickly realizing that the predictability and manageability of this edge to cloud platform allows them to use what they already have, but to have the luxury of falling back on the flexibility of adding whenever necessary. Consult with WEI to get started.

ABOUT WEI

At WEI, we're passionate about solving your technology problems and helping you drive your desired business outcomes. We believe in challenging the status quo and thinking differently. There are a lot of companies that can take today's technology and create a great IT solution for you. But we do more. We go further. And we have the customer, vendor and industry awards to prove it. WEI is a premier technology partner, who always puts our customers first while providing the most innovative solutions for over 30 years.



Sources

1. Foundry research commissioned by WEI, January 2021.
2. In Business, You're Either Growing Or You're Dying (forbes.com)

Thank you for reading

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