INTEGRATE CLOUD'S POWER TO YOUR ON-PREM ENVIRONMENT

19% of IT professionals identify reduced capital expenditures (CapEx) as a top-three use case for cloud technology.[1]

American health economist Victor R. Fuchs first coined the term "service economy" in the late 1960s and we as a nation have accelerated our transition into such ever since. Similarly, technology companies have openly embraced the "as-a-Service" consumption model in recent years as they progress in their digital transformation journey. For organizations taking full advantage of the cloud, the benefits are virtually endless.

While greater agility, rapid scalability, simplified self-service management, and increased visibility are advantageous from an administrative perspective, the ability to consume resources as needed proves to be financially beneficial as well. Financial reserves are freed up when transitioning from a CapEx cost model to OpEx. Why? Critical items such as servers, network infrastructure, and data storage gives small and medium businesses access to expensive technology infrastructure that would be next to impossible under traditional financing models.

POWER OF THE CLOUD EVERYWHERE

While it may have taken the first pandemic in 100 years to do so, the transformational power of the cloud has finally been realized by IT leaders and end users. It did not take long for both business executives and IT leaders to realize

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that their knowledge workers could work from anywhere while still having access to the tools required for their job. Unfortunately, not every organization can enjoy this luxury as some cannot host everything in the cloud due to non-negotiables such as cybersecurity requirements and compliance regulations. Even further, you also have other enterprises that made sizeable investments prior to the pandemic in their on-prem infrastructure environments… this means the infrastructure must be properly depreciated before any proposed cloud transition can take place. Fair or not, this goes to show why timing is everything!

Hewlett Packard Enterprise

From a financial and IT administrative perspective, there are two tiers of enterprises today: Those who can take advantage of the cloud's multi-faceted agility, and well, those who cannot. This alarming dearth of access to cloud-like consumption services has created a great opportunity for someone that can deliver it. Our longtime partner, HPE GreenLake, is filling that void to give companies who support underlying on-prem technology platforms the newfound ability to optimize workloads in the same fashion as cloud-first organizations.

HPE GREENLAKE EVENS THE PLAYING FIELD

HPE GreenLake evens the playing field for enterprises with a significant on-prem presence to ensure they have the same level of agility and scalability as those who are fully vested in the cloud. This is achieved by delivering hybrid cloud "X"-as-a-Service offerings from any of the major HPE infrastructure groups to your on-prem environment. From networking to storage to compute, the HPE GreenLake services portfolio gives your enterprise the ability to provision and deploy resources on-prem with the same speed and agility as the cloud. It creates a unified management experience that's just as seamless as any of the major cloud providers because you manage your on-prem infrastructure through the HPE GreenLake cloud platform. No more toggling from console to console!

Now you can have the best of both worlds – retain governance and ensure compliancy while obtaining empowering agility and flexibility. Like the cloud, you only pay for what you consume. You can start small and expand over time, so you don't have to deploy everything in an initial deployment. This means that small and medium businesses can afford to implement technologies that were traditionally out of reach under an antiquated CapEx model. For managed service providers, it is an ideal

opportunity to offer clients value-added infrastructure as a subscription that provide predictable revenue streams.

HPE GREENLAKE FOR BLOCK STORAGE SERVICE

HPE GreenLake for Block Storage is one of the newer service offerings from HPE GreenLake. It is the only service of its kind that provides self-administration and guaranteed 100% availability for mission critical environments. HPE GreenLake hosts the storage infrastructure within your own datacenter to give you storage-as-a-service that you can self-provision on demand. Now everyone can have a cloud operating experience for every workload when it comes to storage. Budgeting is simple and straightforward because quoting and ordering is SLA-driven by using attributes such as storage capacity and IOPs. It is no longer about managing data infrastructure – rather, it is about meeting its full potential.

According to a Forrester study from May 2020, some of the benefits derived from the new Storage-as-a-Service include:[2]

- A 30% - 40% reduction in TCO due to the elimination of overprovisioning, leading to a greater allocation of capital.

- Increased productivity of up to 40% due to automation and administration simplicity.

- The majority of issues are predicted and automatically resolved with an AI-managed service so that IT personnel can partake in strategic initiatives that produce greater value.

For organizations that have faced challenges with purchasing, financing, upgrading, and supporting large proprietary systems, HPE GreenLake for Block Storage Service can prove to be a game changer.

HPE BACKUP AND RECOVERY SERVICE

In the unfortunate event of a technology disaster or ransomware attack, your data becomes worthless unless it is backed up. With the simplistic nature of HPE Backup and Recovery Service, there's no excuse to not have a modernized backup and recovery plan in place. This service is all about reducing complexity as there are no additional media servers, appliances, or backup targets to manage. Backup and disaster recovery processes are completed using automated policy and data reduction jobs for increased efficiency. Backup jobs are protected with secure encryption and data immutability while billing is based on predictable consumption modeling that allows you to align costs to business value. Job configuration takes only a few minutes in a 'set and forget' experience. If needed however, admins can quickly deliver snapshots for instant restores and rapid recoveries using a single pane of glass portal so that your virtual server farm can quickly return to production.

HPE GREENLAKE FOR COMPUTE OPS MANAGEMENT SERVICE

Servers can be spun up just about anywhere today, which makes management highly complex. With HPE GreenLake for Compute Ops Management, IT professionals can use a single interface to manage all compute resources across the full spectrum of an on-prem environment, from your datacenter to the furthest remoted edge. Now you can experience zero-touch cloud-based provisioning for all your servers regardless of where they reside. In addition to greater agility, scalability, and unified service delivery end users earn lower TCO.

HPE GREENLAKE FOR ARUBA NETWORKING SERVICES

Now you can have cloud-based management over your on-prem networking infrastructure. With HPE delivering

Network-as-a-Service to your on-prem environment, you can avoid the expensive refresh cycles of network appliances and ensure that platforms providing the arteries for your network consist of the latest technology. You will also get the assurance that your Aruba network devices are deployed according to the best practice standards and configured by Aruba experts to ensure an optimal user and security experience. HPE GreenLake for Aruba Networking includes an entire suite of services to meet your needs. Recent offerings include:

- Indoor Wireless as a Service
- Outdoor Wireless as a Service
- Remote Wireless as a Service
- Wired Access as a Service
- Wired Aggregation as a Service
- Wired Core as a Service
- SD Branch as a Service
- UXI as a Service

All of this is managed using a single cloud interface, creating a single AI-powered network management solution that improves agility, reduces deployment time, increases performance and uptime, and lowering overall cost.

CONCLUSION

The cloud isn't a location, but rather an experience. It is a way to deploy, manage, and administer IT resources. Deploy cloud-like services across your entire hybrid estate and attain greater flexibility in not only how you deploy and maintain technology platforms, but also in how you finance and pay for it as well.

TALK TO WEI TODAY

For more than 20 years, WEI has provided an array of HPE services and solutions, and this extends into their expansive GreenLake edge-to-cloud platform. Talk to our expert team today to start solidifying your on-prem environment with cloud-like capability and flexibility.

Sources:
1. Foundry (IDG) Research commissioned by WEI, January 2022
2. The Total Economic Impact of HPE GreenLake, a commissioned study conducted by Forrester Consulting, May 2020

ABOUT WEI

WEI is an innovative, full service, customer centric IT solutions provider.

Why WEI? Because we care. *Because we go further.*

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.

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