# Leverage a self-service, fully managed hybrid cloud

HPE GreenLake for VMware Cloud Foundation

# Get a secure and simplified hybrid cloud from VMware®, delivered with the HPE GreenLake cloud experience

## Simplify and optimize your hybrid cloud environment

Growing customer expectations and intensifying competition are driving organizations to seek new ways to deliver differentiated customer experiences and increase revenue while driving out costs and complexity. To meet these needs, many organizations tap into public cloud resources to enhance resource flexibility, speed, and agility.

Adding the public cloud into a diverse IT landscape that includes a data center, colocated, and edge infrastructure can provide the flexibility to optimize workload placement—putting each workload in the environment best suited for its needs. However, migrating applications to the cloud can be costly and complex, and not all workloads are a good fit for the public cloud due to security and compliance concerns. It's no surprise that 72% of enterprises expect to continue using a hybrid cloud operating model for the foreseeable future.[1]

To help your organization capitalize on the hybrid cloud benefits, HPE and VMware offer HPE GreenLake for VMware Cloud Foundation™ (VCF). By using the HPE GreenLake edge-to-cloud platform as your cloud service provider (CSP) for VCF, you can:

- Innovate faster and adapt more quickly to change
- Increase operational efficiencies
- Improve security
- Reduce total cost of ownership
- Gain financial transparency
- Unleash the value of your data to move your business forward

### The HPE GreenLake cloud experience

Part of the ever-expanding portfolio of solutions from HPE and VMware, HPE GreenLake for VMware Cloud Foundation combines VMware's industry-leading hybrid cloud platform with the HPE GreenLake platform's cloud experience in your data center, at a colocation facility, or at the edge. You receive:

- Self-service hybrid cloud running on fully managed HPE infrastructure
- Services for startup and advanced configuration
- Ongoing support for the complete system
- An assigned account team for operational and/or technical support, which includes system monitoring and issuing alerts, patches, and advisories that could impact your environment[2]
- A preconfigured, integrated system with your choice of VCF-optimized servers

While running VCF on the HPE GreenLake platform, you can accelerate digital transformation through fast deployment, seamless scalability, and pay-per-use* economics—all within your control and in your choice of environment.

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### Go all-in on the cloud experience, everywhere

Organizations worldwide are capitalizing on the benefits of cloud—in particular, the ability to quickly scale servers, storage, compute, and network capacity up and down based on demand.

## 72%
Use a hybrid cloud model[3]

## 96%
Use at least one public cloud[4]

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* May be subject to minimums or reserve capacity may apply

[1, 3, 4] "2023 State of the Cloud Report," Flexera, 2023

[2] Customers are primarily responsible for proactive monitoring, managing, and operating the integrated system, backed by HPE support

**According to a Forrester study, VMware Cloud Foundation delivers clear business value**

# 171%
return on investment[5]

# $6 million
net present value[6]

# 9 months
payback[7]

## Complete end-to-end cloud service solution

The HPE GreenLake platform is the foundation of this HPE and VMware offering—bringing the cloud experience to apps and data in edges, colocations, and on-premises data centers. With a hybrid cloud from HPE GreenLake, you receive a cloud-native infrastructure that includes compute, storage, and networking you need to run VMware and many other workloads simultaneously.

Technology experts in HPE's world-class IT Operation Centers (ITOCs) securely manage the offering while HPE GreenLake frees up your personnel to work on innovations rather than spending valuable time on day-to-day system management tasks. An added benefit is the HPE GreenLake Central self-service portal, enabling your organization to gain greater insights from all your data and apps across your distributed enterprise.

With HPE GreenLake, you can:

- Free up capital

- Boost operational and financial flexibility

- Align costs to business outcomes

- Easily scale resources up and down as necessary, helping ensure capacity remains available ahead of demand

## Ignite innovation everywhere

Integrated with each preconfigured, workload-optimized hardware instance, VCF provides a complete set of highly secure, software-defined services for compute, storage, network, security, Kubernetes management, and cloud management. The result is an elastic, agile, reliable, efficient, and artificial intelligence (AI)-ready infrastructure that offers a consistent experience across private and public clouds.

VCF contains built-in automated lifecycle management to simplify the software stack administration, from initial deployment to patching and upgrading. It delivers the benefits of public cloud to on-premises workloads by combining industry-leading full stack cloud infrastructure, an enterprise-ready Kubernetes environment, and high-value cloud services.

[5], [6], [7] "The Total Economic Impact of VMware's VMware Cloud Foundation," Forrester, March 2022.

# Better together

With HPE GreenLake for VMware Cloud Foundation, you get:

**HPE as the CSP for VCF:** Deliver a future-ready, dynamically scalable infrastructure supporting legacy and modern workloads with a consistent cloud operating model across edge to cloud. Other benefits include:
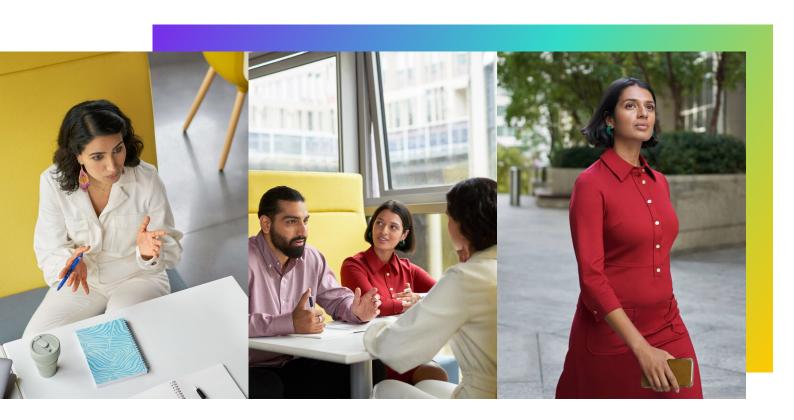
- Get an on-ramp to hybrid cloud with a consistent cloud operating model and an extensible, full-stack infrastructure.
- Deploy new capacity rapidly and easily redeploy existing hardware as application needs and cloud topologies change.
- Reduce operational expense (OPEX) with flexible and predictable subscription options.
- Accelerate time to market and boost innovation with a comprehensive developer environment and rich APIs.
- Benefit from HPE and as your CSP, providing relationship management, an integrated system for the VCF service implementation, and system operations and administration.

**Simplified hybrid cloud:** Simplify management and increase efficiency while reducing risks and lowering costs using a centralized, comprehensive platform. You can also:

- Benefit from global management and deep observability by deploying hybrid cloud operations and automation.
- Simplify operations through infrastructure automation and advanced lifecycle management across geographic boundaries.
- Accelerate cloud adoption and easily migrate workloads across hybrid cloud deployments with complete management and visibility.

**Secure cloud:** Deliver a secure, compliant hybrid cloud platform to implement a proactive full-stack networking and security architecture that meets regulatory and compliance requirements. You can:

- Protect sensitive data through platform-based intrinsic security that can be consistently managed.
- Deploy advanced protection against cyberattacks through distributed firewalling and VMware-managed, context-aware security.
- Scale cloud security services based on compliance, data security requirements, and application demands.
- Enhance data protection and improve resilience through integration with VMware disaster recovery as a service.

# Create future-ready infrastructure with HPE and VMware

HPE and VMware have partnered for over 20 years to co-develop and co-innovate industry-leading solutions that accelerate digital transformation for companies. We offer the strength of:

- **A proven partnership:** Selling more than 500,000 VMware licenses in the last five years, HPE is the global leader in server virtualization solutions based on VMware technology.

- **A thriving ecosystem:** HPE and VMware share one of the largest joint channel partner communities.

- **Joint innovation:** HPE cloud and data center innovations get turnkey virtualization solutions from VMware.

- **Unrivaled experience:** The combined expertise of HPE and VMware delivers a complete portfolio of integrated virtualization, cloud, and mobility solutions and services.

Together, HPE and VMware help the world's leading organizations make their infrastructure future-ready—all while reducing costs and increasing their agility. If your organization is ready to modernize, our joint solutions offer everything you need to simplify the path to hybrid cloud.

## Learn more at

GreenLake.HPE.com/cloud

HPE.com/us/en/alliance/vmware

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