

# HPE GREENLAKE

Enabling state and local governments  
to balance IT flexibility and cost with  
on-premises control and security



## Why HPE GreenLake

### Pay-per-use economics

Flexible, consumption-based model with transparent predictable costs and on-demand capacity

### Simplified IT

Operated for you by HPE to add business value and lessen the burden on IT

### On-premises control

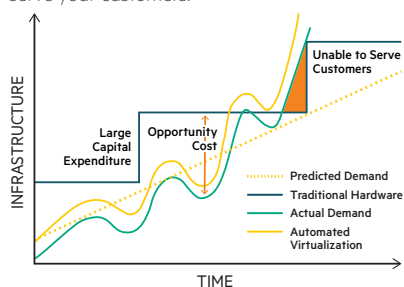
In your IT environment—from core to the edge—to maintain peak performance as well as security and control of valuable data

### Accelerated time to value

Solutions that evolve ahead of your needs, enabling you to quickly deploy value-added public services

## FIGURE 1. The CapEx dilemma

With a traditional on-premises model, hardware purchases are completed periodically to increase capacity ahead of projected utilization (blue line), costs accrue in excess capacity (orange line), and underestimating utilization (orange shaded area) leads to an inability to serve your customers.



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## THE CHALLENGE FACING MUNICIPALITIES AND STATES

COVID-19 has forced state and local government organizations to shift priorities in response to changing public needs, a remote workforce, and rising cyber-security threats. To respond effectively, organizations need IT that can scale with demand while maintaining the budgetary flexibility, manageability, and uncompromising data security required for today and as this new reality evolves.

## GOVERNMENT DEMANDS FLEXIBILITY, BUT IT NEEDS CONTROL

Government organizations need to be able to consume the outcomes they want when they want them and pay only for what they use, while IT requires security and control. Traditional on-premises solutions tend to be too restrictive and often result in over provisioning and wasted spend (FIGURE 1). Public cloud provides IT flexibility and on-demand scalability but can fall short when it comes to compliance, manageability, and cost control due to hidden fees such as data egress costs.

According to Forrester Research, **HPE GreenLake**, an on-premises, as-a-service consumption model, delivers the desired outcomes by combining the security and performance of on-premises IT with the flexibility and economic advantages of the cloud.<sup>1</sup> Benefits realized by those using the service include:

30%

CAPEX savings due to eliminated need for overprovisioning<sup>1</sup>

65%

shortened time to market for deploying IT projects<sup>1</sup>

40%

increased IT team productivity by reducing the support load on IT<sup>1</sup>

## CONSUME IT ON YOUR TERMS

HPE GreenLake is a suite of preconfigured or customized built-for-purpose solutions, delivering IT outcomes with ready-to-deploy hardware, software, and expertise on-premises in a pay-per-use model.<sup>2</sup>

Getting started is simple. HPE helps you every step of the way, ensuring that you start with the capacity you need today and scale as user demand changes, leveraging active capacity management, variable monthly payments based on metered usage, and services that simplify IT.

Need more choice? HPE GreenLake supports a wide- and growing-range of workloads as a service, including both HPE and partner technologies. Configurations include compute, storage, private cloud, databases, virtualization, and backup solutions.

## BENEFITS OF HPE GREENLAKE

- Preserve cash flow and deploy capacity needed today in a pay-as-you-go monthly service.
- Realize total savings and respond to shifting budgets, only paying for capacity as used.
- Simplify your IT operations using automated capacity and deployment tools.
- Also get started quickly using predefined as-a-service configurations.

## LEARN MORE AT

[hpe.com/greenlake](https://hpe.com/greenlake) | [Contracts available](#)

<sup>1</sup> "The Total Economic Impact of HPE GreenLake Flex Capacity," a commissioned study by HPE, Forrester Research, Inc., May 2018.

<sup>2</sup> May be subject to a minimum commitment.