



**Hewlett Packard  
Enterprise**

**Data Center Partner Enablement**

# **HPE GreenLake – Simplified?**

Infrastructure | Automation | Workloads

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**Sri Parameswarn**

HPE Aruba Networking, Technical Enablement  
Global Technical Marketing Engineer

# Before we begin...



- Listen by computer audio or dial-in



- All lines are muted during the webinar



- Ask *questions* by selecting “Q&A” and to report any webinar difficulties



- Webinar is being recorded & will be emailed to all attendees



# Partner Technical Webinar Series

## *New HPE Aruba Next-Gen Data Center Solutions*

### **Session 1: Data Center: HPE GreenLake**

Monday, March 18th at 9 AM PT / 12 PM ET

### **Session 2: Data Center: FY24 DCN Overview and Road Ahead**

Monday, April 15th at 9 AM PT / 12 PM ET

### **Session 3: Data Center: Private Cloud Business Addition**

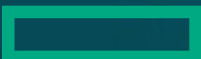
Monday, June 5th at 9 AM PT / 12 PM ET

([Click here](#)) to view session recordings for the webinar series

# AGENDA

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- HPE's IT Transformation
- Our Strategy
- HPE GreenLake Simplified
- HPE GreenLake Mechanics
- HPE GreenLake Colocation
- HPE GreenLake Management Services
- HPE GreenLake Cloud Platform
- HPE Data Center Advisory Services



# A BRIEF INTRODUCTION

Global TME, Technical Enablement Team

Personal technical

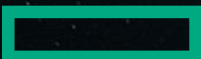
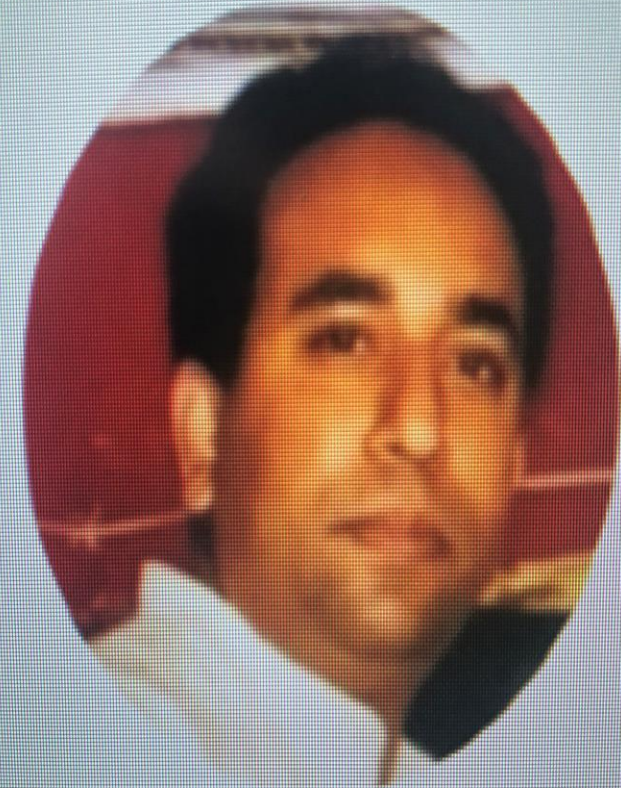
12 Years at HPE

Design, install, and maintain data center networks for the last 20 Years

Prior to TME, PreSales Compute, Storage, Networking, DataScience  
and HPE GreenLake

Area of Focus

- ❖ Scale-out & Scale-up workloads
- ❖ Data Center & AI driven telemetry design



# HPE's IT Transformation



# HPE's IT own Transformation (aka NextGen IT)

## — Case Study

- **70+**% of HPE infrastructure and apps in colocation (**HPE on HPE**)
- Utilization increase from **10% to 60%**
- **80%** Reduction in DC Space  
300000 SQFT TO 15000 SQFT
- **\$40M** annual operating cost savings
- **Many Millions less than all-in Public Cloud - Travel Customer**



**Hewlett Packard  
Enterprise**



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# HPE DIGITAL BOARDROOM – INSTRUMENTING THE ENTERPRISE



**HELPING OUR EXECUTIVES  
"SEE AROUND CORNERS"**





# Our Strategy



# **Our HPE STRATEGY IS AT THE NEXUS OF THREE MEGATRENDS**

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**EDGE**

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**NEW SOURCES OF DATA**

**DATA**

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**NEW INSIGHTS**

**CLOUD**

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**NEW ARCHITECTURES**

**ENTERPRISES INCREASINGLY  
CONSUME TECHNOLOGY AS A SERVICE**



# Digital transformation has ONLY REACHED A FRACTION OF APPS & DATA

## Modern cloud experience

SPEED AND AGILITY

## On premises reality

DATA GRAVITY, SECURITY,  
PERFORMANCE, COMPLIANCE

- **Problem Statement: Speed of Change.**
- What is the IT industry in 5 years going to be like?
- How do YOU plan for this?
- ....that is why folks are going to a cloud or as a Service offering.

**70%**

of apps are still outside the public cloud<sup>1</sup>

Apps that can easily move to the cloud, **already have**

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1 IDC Cloud Pulse Q1 2020

# DO YOU HAVE THE RIGHT SKILLSETS?

## Containers

## Virtual Machines

Cloud-native

Net-new development

Agile

Control  
Compliance

Data gravity

Security

Sovereignty

**Complex, dual IT operating environment**



..... Competition for capital .....

Siloed operations and tools

Talent scarcity

Lack of visibility and governance



Performance

Interdependencies with other systems

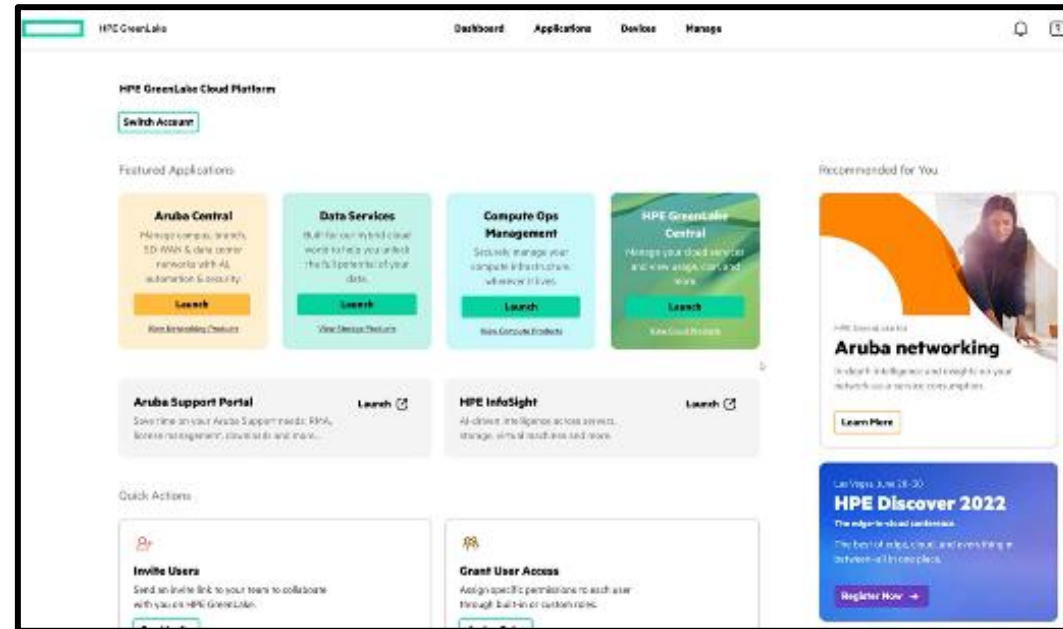
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# HPE GreenLake, simplified



# HPE GreenLake more than just a portal!

- HPE GreenLake Cloud Platform Provision infrastructure, planning, and cost analysis
- Provides access to Aruba Central, Compute Ops Management, and Data Service Cloud Console
- It is not the whole HPE GreenLake story!



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# Clarifying HPE GreenLake

## **FLEX SOLUTIONS**

**HIGH DEGREE OF  
CUSTOMIZATION**

Delivered as a Service

## **PRIVATE & HYBRID CLOUD**

**CLOUD WORKLOADS**

SaaS and IaaS

**EVERYTHING AS A SERVICE!**



# Simplifying what is available



## Mapbook for HPE GreenLake: Welcome

Simplifying what is available to sell for our Sell Through and Sell To Partner Ecosystem

### Welcome!

The Mapbook for HPE GreenLake:

- Partner Ecosystem simplifies what is available across our HPE GreenLake portfolio aligned by edge, data, cloud, and security, relevant for our ecosystem partner persona.
- **By portfolio model** simplifies what is available across our HPE GreenLake portfolio aligned by HPE GreenLake Flex Solutions, SaaS, and IaaS.

Mapbooks are a collection of Maps and Factsheets:



Maps: Simplify how to position and navigate across the HPE GreenLake portfolio aligned by each category, aligned with what our customers want to buy.

- Factsheets: Simplify each of our HPE GreenLake cloud services and as-a-service solutions with a quick end-to-end (E2E) overview based on sales feedback and links to supporting material.

Purpose of the Mapbook is to help you understand:

- What each HPE GreenLake offering is
- Where to find the content
- How to position the most relevant solution to your customers based upon their needs
- What is available to sell

### Start exploring:

**Mapbook for HPE GreenLake:  
Sell Through Channel**

[Go to Mapbook >](#)

**Mapbook for HPE GreenLake:  
Sell To System Integrator (SI)**

[Go to Mapbook >](#)

**Mapbook for HPE GreenLake:  
Sell To Service Provider (SP)**

[Go to Mapbook >](#)

**Mapbook for HPE GreenLake:  
By portfolio model**

[Go to Mapbook >](#)

**Mapbook for HPE Services**

[Go to Mapbook >](#)

### What's new for this release:

- Explore new simplified [Config/Price/Quote process navigation, summary country availability](#)
- Learn about the [HPE Sustainability Insight Center](#).
- Understand the new [Managed for you service experience embedded in HPE GreenLake for Private Cloud Enterprise](#)
- [Discover what's new in FY24](#) for more details

### Top recommendations to explore:

- Put Mapbook in "Present" mode to navigate with ease.
- Explore the [Mapbook](#) aligned by portfolio model.
- Learn how we are [driving HPE GreenLake clarity](#), understand the [HPE GreenLake platform](#) and leverage the [customer presentation](#)
- Learn the [basics on a page](#) to articulate HPE GreenLake in <1min and adopt the [terms and definitions](#) review the [FAQs](#).
- Leverage the [key takeaways](#), [top tips](#) and [video](#) to give clarity and help you navigate.
- Explore [HPE GreenLake portfolio model framework](#) used to simplify the portfolio and support operations with key standards



# Mapbook for HPE GreenLake

View in  
presentation  
mode!

Go down four  
pages!

**HPE GreenLake** **Mapbook for HPE GreenLake: Welcome**  
Simplifying what is available to sell for our Sell Through and Sell To Partner Ecosystem

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[Go to Mapbook >](#)
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[Go to Mapbook >](#)
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[Go to Mapbook >](#)
- Mapbook for HPE GreenLake: By portfolio model**  
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**Presentation Mode**

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# HPE GreenLake portfolio by category

## Mapbook for HPE GreenLake: Sell Through Channel

Navigate a collection of Maps and Factsheets to simplify what is available

**Mapbooks**

by portfolio model
Sell To SI

Sell To SP
HPE Services

[A-Z Index](#) | [Ask for Directions](#)

HPE GreenLake portfolio by category, aligned with what our customers want to buy, available on HPE.GreenLake.com  
(note: offerings may be duplicated to support customer navigation)


	HPE GreenLake portfolio by category, aligned with what our customers want to buy, available on HPE.GreenLake.com								Enabling & complementary services		
	Business applications	Core compute	Containers	Hybrid cloud	Hyperconverged	Private cloud	SAP	Virtual desktop	Virtualization	Migration	Security, risk & compliance
Cloud	<ul style="list-style-type: none"> <li>Anti-Money Laundering</li> <li>Digital Twin</li> <li>Electronic Health Records</li> <li>Payments</li> </ul>	<ul style="list-style-type: none"> <li>Composable Compute</li> <li>Compute Ops Management</li> <li>Compute Ops Management - OneView Edition</li> <li>General purpose Compute</li> <li>High availability Compute</li> <li>Storage Optimized Compute</li> </ul>	<ul style="list-style-type: none"> <li>Google Anthos Private Cloud Enterprise</li> <li>Red Hat® OpenShift® Container Platform</li> </ul>	<ul style="list-style-type: none"> <li>Google Anthos Stack HCI</li> <li>Microsoft Azure Stack HCI</li> <li>Nutanix</li> <li>Private Cloud Business Edition</li> <li>Private Cloud Enterprise (bare metal, VMs, containers, storage)</li> <li>VMware vSphere</li> </ul>	<ul style="list-style-type: none"> <li>Microsoft Azure Stack HCI</li> <li>Nutanix</li> <li>Private Cloud Business Edition</li> <li>Private Cloud Enterprise (bare metal, VMs, containers, storage)</li> <li>VMware vSphere</li> </ul>	<ul style="list-style-type: none"> <li>Private Cloud Business Edition</li> <li>Private Cloud Enterprise (bare metal, VMs, containers, storage)</li> </ul>	<ul style="list-style-type: none"> <li>SAP HANA SAP S/4HANA Cloud, private edition, customer data center option</li> </ul>	<ul style="list-style-type: none"> <li>Virtual Desktop Infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>Private Cloud Business Edition</li> <li>Private Cloud Enterprise</li> <li>VMware vSphere</li> <li>VMware Cloud Foundation</li> </ul>	<ul style="list-style-type: none"> <li>HPE Application Migration</li> <li>HPE Data Migration</li> <li>HPE Accelerated Migration</li> <li>HPE Mainframe Migration</li> </ul>	<ul style="list-style-type: none"> <li>HPE Managed IT Compliance</li> <li>HPE Software Asset Management</li> <li>HPE Managed Hybrid Cloud Economics</li> </ul>
Data	<ul style="list-style-type: none"> <li>AI, ML, and data analytics</li> <li>Cloudian</li> <li>Digital Twin</li> <li>HPC</li> <li>Large Language Models CY24 rollout TBD</li> <li>Qumulo</li> <li>Scality</li> </ul>	<ul style="list-style-type: none"> <li>Business applications</li> <li>Biomedical Research</li> <li>Telco Cloud</li> </ul>	<ul style="list-style-type: none"> <li>Database</li> <li>Databases</li> <li>SAP HANA</li> </ul>	<ul style="list-style-type: none"> <li>Data protection</li> <li>Backup &amp; Recovery</li> <li>Backup Infrastructure</li> <li>Cohesity</li> <li>Commvault</li> <li>Disaster Recovery</li> <li>Tape Libraries</li> <li>Veeam</li> <li>Zerto</li> </ul>	<ul style="list-style-type: none"> <li>High Performance Computing</li> <li>HPC</li> <li>Large Language Models CY24 rollout TBD</li> </ul>	<ul style="list-style-type: none"> <li>Data storage</li> <li>Backup &amp; Recovery</li> <li>Block Storage</li> <li>Business Critical Storage</li> <li>Cloudian</li> <li>Disaster Recovery</li> <li>File Storage</li> <li>General Purpose Storage</li> </ul>	<ul style="list-style-type: none"> <li>Data storage</li> <li>HPE Data Ops Manager</li> <li>Mission Critical Storage</li> <li>Qumulo</li> <li>Scality</li> <li>Storage Fabric Management</li> <li>Tape Libraries</li> <li>Zerto</li> </ul>	<ul style="list-style-type: none"> <li>Migration</li> <li>HPE Application Migration</li> <li>HPE Data Migration</li> <li>HPE Accelerated Migration</li> <li>HPE Mainframe Migration</li> </ul>	<ul style="list-style-type: none"> <li>Security, risk &amp; compliance</li> <li>HPE Managed Backup</li> <li>HPE Managed Disaster Recovery</li> <li>HPE Managed Security</li> </ul>		
Edge	<ul style="list-style-type: none"> <li>Business applications</li> <li>5G core stack</li> </ul>	<ul style="list-style-type: none"> <li>Edge compute</li> <li>Ruggedized Infrastructure</li> <li>General Purpose and Edge HCI</li> </ul>	<ul style="list-style-type: none"> <li>Hyperconverged</li> <li>Disaggregated HCI</li> <li>General Purpose and Edge HCI</li> </ul>	<ul style="list-style-type: none"> <li>Hyperconverged</li> <li>HPE Aruba Networking Central</li> <li>HPE Aruba Networking EdgeConnect SD-WAN</li> </ul>	<ul style="list-style-type: none"> <li>networking service packs:</li> <li>User Experience Insight</li> <li>Wired Access</li> <li>Wired Aggregation</li> </ul>	<ul style="list-style-type: none"> <li>networking service packs:</li> <li>Wired Core</li> <li>Wireless Indoor</li> <li>Wireless Outdoor</li> <li>Wireless Remote</li> </ul>	<ul style="list-style-type: none"> <li>Migration</li> <li>HPE Application Migration</li> <li>HPE Data Migration</li> <li>HPE Accelerated Migration</li> <li>HPE Mainframe Migration</li> </ul>				

■ Factsheets in black are available.
 ■ Factsheets in light grey are not currently available

**HPE GreenLake portfolio model key:**
● Software as a Service;
 ● Infrastructure as a Service;
 ● HPE GreenLake Flex Solutions;
 ● SaaS attached to transactional Hardware;
 ● Enabling & complementary services.

- Data Center Leaf
- Data Center Spine
- Network Policy
- SD Branch

# HPE GreenLake Factsheet



## Factsheet: HPE GreenLake for Networking

Ecosystem: Simplifying our HPE GreenLake cloud services with a quick end-to-end overview

**Mapbooks**

Sell Through
Sell To SI

Sell To SP
HPE Services

A-Z Index | Ask for Directions

HPE GreenLake portfolio model	Private and hybrid cloud – <b>Infrastructure as a Service (IaaS)</b> : managed by you. Select and ready for you, configurable from selected attributes.	HPE	Open up opportunities, across edge to cloud, to advance the way you live and work. Control and harness your data (edge), turn data into intelligence (data), create and complete your hybrid cloud (cloud), and secure your data (security).		
What is it (description)		Partner value proposition			
<p>HPE GreenLake for Networking is a comprehensive NaaS solution that allows organizations to consume HPE Aruba Networking's market-leading Edge Services Platform (ESP) in a cloud-like manner. HPE GreenLake for Networking delivers our hardware, software and services in a single monthly subscription and includes options for flexible consumption. This Factsheet covers the following HPE GreenLake for Networking cloud services:</p> <ul style="list-style-type: none"> <li>Data Center Leaf (orderable in Q2 FY24)</li> <li>Data Center Spine (orderable in Q2 FY24)</li> <li>Network Policy (orderable in Q2 FY24)</li> <li>SD-Branch</li> <li>Wired Access</li> <li>Wired Aggregation</li> <li>Wired Core</li> <li>Wireless Indoor</li> <li>Wireless Outdoor</li> <li>Wireless Remote</li> <li>User Experience Insight</li> </ul>		<p>HPE GreenLake for Networking is a comprehensive NaaS solution that helps partners address your customer needs, accelerate entry into the consumption-based market, unlock new revenue and margin opportunities, and minimize working capital requirements. Partners should select this offering based on our:</p> <ul style="list-style-type: none"> <li>Broad portfolio of market leading as a service networking technologies in the market</li> <li>Outcome-centric model that is subscription-based, consumption-driven, and cloud enabled</li> <li>Simplification of procurement and delivery which accelerates time-to value</li> <li>NaaS competency and as-a-service incentives which further...</li> </ul>			
Customer value proposition (Sell To Partner or Sell Through End User)		Financial benefit to partners		Where to start	
<p>With HPE GreenLake for Networking, customers can have confidence that the network will always be ready to support ever-changing business objectives.</p> <p>Organizations can acquire and deploy the latest enterprise networking technology and use cases faster and more efficiently, overcome traditional budgetary</p>		<p>HPE GreenLake for Networking offers significant financial benefits to our partners:</p> <ul style="list-style-type: none"> <li>Partner able to uplift unit price</li> <li>Partner able to wrap around their own solutions</li> <li>Partner able to launch their own services based on HPE GreenLake platform (See customer value prop)</li> <li>For additional information, please see the HPE Partner Ready Vantage As a Service Center of Expertise Guide</li> </ul>		<p>Partner content placed</p> <p><a href="#">HPE GreenLake for Networking partner web page</a>   <a href="#">Thought Leadership Blogs</a></p> <p><a href="#">arubanetworks.com</a>   <a href="#">Partner Solution Overview</a>   <a href="#">Partner Data sheet</a>   <a href="#">Partner Value Proposition</a>   <a href="#">Partner video</a></p>	
Key partner resources		Quote & Price		Deliverables	
<ul style="list-style-type: none"> <li><a href="#">At a Glance for Partners</a></li> <li><a href="#">Partner Presentation</a></li> <li><a href="#">Partner FAQ</a></li> <li><a href="#">Partner Program Guide - NaaS</a></li> <li><a href="#">HPE Partner Ready Portal - NaaS</a></li> <li><a href="#">Briefcase: NaaS WinBook</a></li> <li><a href="#">FAST 2.0: Solution specific   Service description</a></li> </ul>		<p><b>Payment model:</b> <a href="#">Subscription</a></p> <p><b>E2E transaction overview</b></p> <ul style="list-style-type: none"> <li>IaaS: <a href="#">Distributors/Direct Resellers</a>   <a href="#">Reseller</a></li> <li><a href="#">Partners through Distributors</a></li> <li>Engage with your HPE Aruba Networking Partner Business Manager (PBM) or Customer Account Manager (CAM)</li> </ul>		<p><b>Services/3rd Party included:</b></p> <ul style="list-style-type: none"> <li><a href="#">Foundational Care for HPE Aruba Networking Support Services</a></li> <li><b>Alternatives</b> - Map for HPE GreenLake: <a href="#">Connectivity</a></li> </ul>	
Customer wins		Availability & Route to Market		Recommended expand	
<p><b>External:</b></p> <ul style="list-style-type: none"> <li><a href="#">The Home Depot</a></li> <li><a href="#">Trevecca Nazarene University</a></li> <li><a href="#">Ikyu Corporation</a></li> <li><a href="#">Grove City College</a></li> </ul> <p>Other external wins:</p> <ul style="list-style-type: none"> <li><a href="#">Customer Stories</a></li> <li><a href="#">HPE Customer Success Stories</a></li> </ul>		<p><b>Country availability:</b> <a href="#">25 countries</a></p> <p>Route to Market: <input type="checkbox"/> Sell To SI   <input type="checkbox"/> SP   <input checked="" type="checkbox"/> Sell Through</p>		<ul style="list-style-type: none"> <li>Day 0 services such as planning, site surveys, and advisory services</li> <li>Day 1 professional services such as deployment, configuration</li> <li>Day 2 services including monitoring and management</li> <li>Other services including product and security notifications, white glove hardware replacement, and more</li> </ul>	

Understand the platform and explore HPE GreenLake at [colocation facility](#)
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# Mapbook for HPE GreenLake by portfolio



## Mapbook for HPE GreenLake: Partner Ecosystem

Navigate a collection of Maps and Factsheets to simplify what is available by portfolio model

HPE GreenLake portfolio by category, aligned with what our customers want to buy, available on HPE.GreenLake.com. (note: solutions may be duplicated to support customer navigation)

Mapbooks

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- Sell To SI
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- HPE Services

A-Z Index | Ask for Directions

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<p><b>Business applications</b></p> <ul style="list-style-type: none"> <li>5G Core Stack</li> <li>Anti-Money Laundering</li> <li>Digital Twin</li> <li>Biomedical Research</li> <li>Electronic Health Records</li> <li>Payments</li> <li>Telco Cloud</li> </ul>	<p><b>High Performance Computing</b></p> <ul style="list-style-type: none"> <li>HPC</li> </ul>	<p><b>Connectivity</b></p> <ul style="list-style-type: none"> <li>HPE Aruba Networking Central</li> <li>HPE Aruba Networking EdgeConnect SD-WAN</li> </ul>	<p><b>Connectivity</b></p> <ul style="list-style-type: none"> <li>Data Center Leaf</li> <li>Data Center Spine</li> <li>Network Policy</li> <li>SD Branch</li> <li>User Experience Insight</li> </ul>	<p><b>Connectivity</b></p> <ul style="list-style-type: none"> <li>Wired Access</li> <li>Wired Aggregation</li> <li>Wired Core</li> <li>Wireless Indoor</li> <li>Wireless Outdoor</li> <li>Wireless Remote</li> </ul>	<p><b>Data protection</b></p> <ul style="list-style-type: none"> <li>Backup &amp; Recovery</li> <li>Disaster Recovery</li> </ul>
<p><b>Containers</b></p> <ul style="list-style-type: none"> <li>Google Anthos</li> <li>Red Hat® OpenShift® Platform</li> </ul>	<p><b>Hybrid cloud</b></p> <ul style="list-style-type: none"> <li>Google Anthos</li> <li>Microsoft Azure Stack HCI</li> <li>Red Hat® OpenShift® Container Platform</li> <li>VMware Cloud Foundation</li> </ul>	<p><b>Data protection</b></p> <ul style="list-style-type: none"> <li>Backup &amp; Recovery</li> <li>Disaster Recovery</li> </ul>	<p><b>Data storage</b></p> <ul style="list-style-type: none"> <li>Block Storage</li> <li>File Storage (pending GA)</li> </ul>	<p><b>Data storage</b></p> <ul style="list-style-type: none"> <li>Microsoft Azure Stack HCI</li> <li>Red Hat® OpenShift® Container Platform</li> <li>Private Cloud Business Edition</li> <li>Private Cloud Enterprise</li> <li>VMware Cloud Foundation</li> </ul>	<p><b>Data storage</b></p> <ul style="list-style-type: none"> <li>Backup &amp; Recovery</li> <li>Disaster Recovery</li> <li>HPE Data Ops Manager</li> <li>Storage Fabric Management</li> </ul>
<p><b>Core compute</b></p> <ul style="list-style-type: none"> <li>Composable Compute</li> <li>General Purpose Compute</li> <li>High availability Compute</li> <li>Storage Optimized Compute</li> </ul>	<p><b>Hyperconverged</b></p> <ul style="list-style-type: none"> <li>Disaggregated HCI</li> <li>General Purpose and Edge HCI</li> <li>Microsoft Azure Stack HCI</li> </ul>	<p><b>Data storage</b></p> <ul style="list-style-type: none"> <li>Backup &amp; Recovery</li> <li>Disaster Recovery</li> <li>HPE Data Ops Manager</li> <li>Storage Fabric Management</li> </ul>	<p><b>Hybrid cloud</b></p> <ul style="list-style-type: none"> <li>Microsoft Azure Stack HCI</li> <li>Private Cloud Business Edition</li> <li>Private Cloud Enterprise</li> <li>VMware Cloud Foundation</li> </ul>	<p><b>Hybrid cloud</b></p> <ul style="list-style-type: none"> <li>Microsoft Azure Stack HCI</li> <li>Red Hat® OpenShift® Container Platform</li> <li>Private Cloud Business Edition</li> <li>Private Cloud Enterprise</li> <li>VMware Cloud Foundation</li> </ul>	<p><b>Data storage</b></p> <ul style="list-style-type: none"> <li>Block Storage</li> <li>File Storage (pending GA)</li> </ul>
<p><b>Database</b></p> <ul style="list-style-type: none"> <li>Databases</li> <li>SAP HANA</li> </ul>	<p><b>Virtual desktop</b></p> <ul style="list-style-type: none"> <li>Virtual Desktop Infrastructure</li> </ul>	<p><b>Virtualization</b></p> <ul style="list-style-type: none"> <li>VMware vSphere</li> <li>VMware Cloud Foundation</li> </ul>	<p><b>Hyperconverged</b></p> <ul style="list-style-type: none"> <li>Microsoft Azure Stack HCI</li> <li>Private Cloud Business Edition</li> </ul>	<p><b>Hyperconverged</b></p> <ul style="list-style-type: none"> <li>Microsoft Azure Stack HCI</li> <li>Private Cloud Business Edition</li> </ul>	<p><b>Virtualization</b></p> <ul style="list-style-type: none"> <li>VMware vSphere</li> <li>VMware Cloud Foundation</li> </ul>
<p><b>Data protection</b></p> <ul style="list-style-type: none"> <li>Backup Infrastructure</li> <li>Cohesity</li> <li>Commvault</li> <li>Tape Libraries</li> <li>Veeam</li> <li>Zerto</li> </ul>	<p><b>Virtualization</b></p> <ul style="list-style-type: none"> <li>VMware vSphere</li> <li>VMware Cloud Foundation</li> </ul>	<p><b>Data protection</b></p> <ul style="list-style-type: none"> <li>HPE Managed Backup</li> <li>HPE Managed Disaster Recovery</li> </ul>	<p><b>Private cloud</b></p> <ul style="list-style-type: none"> <li>Private Cloud Business Edition</li> <li>Private Cloud Enterprise (bare metal, VMs, containers, storage)</li> </ul>	<p><b>Private cloud</b></p> <ul style="list-style-type: none"> <li>Private Cloud Business Edition</li> <li>Private Cloud Enterprise (bare metal, VMs, containers, storage)</li> </ul>	<p><b>Migration</b></p> <ul style="list-style-type: none"> <li>HPE Accelerated Migration</li> <li>HPE Application Migration</li> <li>HPE Data Migration</li> <li>HPE Mainframe Migration</li> </ul>
<p><b>Data storage</b></p> <ul style="list-style-type: none"> <li>Business Critical Storage</li> <li>Cloudian</li> <li>General Purpose Storage</li> <li>Mission Critical Storage</li> <li>Tape Libraries</li> <li>Qumulo</li> <li>Scality</li> <li>Zerto</li> </ul>	<p><b>Hybrid cloud</b></p> <ul style="list-style-type: none"> <li>HPE Managed Hybrid Cloud</li> <li>HPE Managed Hybrid Cloud Economics</li> </ul>	<p><b>Security, risk &amp; compliance</b></p> <ul style="list-style-type: none"> <li>HPE Managed Hybrid Cloud Economics</li> <li>HPE Managed IT Compliance</li> <li>HPE Managed Security</li> <li>HPE Software Asset Management</li> </ul>	<p><b>High Performance Computing</b></p> <ul style="list-style-type: none"> <li>Large Language Models CY24 rollout TBD</li> </ul>	<p><b>High Performance Computing</b></p> <ul style="list-style-type: none"> <li>Large Language Models CY24 rollout TBD</li> </ul>	<p><b>Security, risk &amp; compliance</b></p> <ul style="list-style-type: none"> <li>HPE Managed Hybrid Cloud Economics</li> <li>HPE Managed IT Compliance</li> <li>HPE Managed Security</li> <li>HPE Software Asset Management</li> </ul>
<p><b>Enabling &amp; complementary services</b></p>					
<p>Understand the platform and explore HPE GreenLake at a colocation facility</p>					

Link to Page: 80

# Mapbook for HPE GreenLake Services



## Factsheet: Cohesity

Ecosystem: Simplifying our HPE GreenLake Flex Solutions with a quick end-to-end overview

Mapbooks

[Sell Through](#) [Sell To SI](#)

[Sell To SP](#) [HPE Services](#)

[A-Z Index](#) | [Ask for Directions](#)

**HPE GreenLake portfolio model**

**HPE GreenLake Flex Solutions** built on customized infrastructure and managed for you. Designed for you with custom architecture and services experience, with options for 3<sup>rd</sup> Party.

**HPE**

Open up opportunities, across edge to cloud, to advance the way you live and work. Control and harness your data (edge), turn data into intelligence (data), create and complete your hybrid cloud (cloud), and secure your data (security).

**#Data protection**

### What is it (description)

HPE GreenLake Flex Solution built for Cohesity, providing pay-per-use data management in your data center, on the edge, or in a co-location facility for worry-free backup, disaster recovery, file and object services, dev/test, analytics, and archiving across hybrid and multicloud environments. This is a software defined storage (SDS) offer built on HPE Apollo system and HPE ProLiant Compute + Cohesity Data Platform and optionally Data Protect Software (other Cohesity Software is not supported). Cohesity is an [HPE Complete](#) preferred partner for scale-out NAS.

### Partner value proposition

As your customer's data grows and their ascendancy to a hybrid environment has greatly increased their challenge of backing up and recovering data quickly, HPE GreenLake Flex Solution built for Cohesity gives you the ability to provide a solution to address their challenges ensuring you are providing a complete data protection from reducing back up time from hours to minutes to restoring data within seconds allowing your customer to return fast back to business as usual, plus reducing need for you to have additional resources to support your customer.

The solution is delivered by HPE on your behalf, but the customer remains your customer. It offers significant financial benefits to you. For partners Selling Through, these solutions are on average between 4-5 years in length, which gives you a long-term relationship with your customer that offers significant growth, on average between 25-50% YOY.

### Customer value proposition (Sell To Partner or Sell Through End User)

Cohesity helps you solve the mass data fragmentation problem, reduce recovery time and do more with your data by combining the simplicity of Cohesity and HPE data management solutions with the flexibility of the HPE GreenLake as-a-service model. An efficient, enterprise-class data platform offered in a cloud-like, pay-per-use experience, the joint solution can help you manage, protect and gain insights from your non-latency sensitive data. HPE GreenLake and Cohesity work

together to accelerate app and services deployment and help customers plan their required capacity ahead of demand. Cohesity on GreenLake provides enterprise class data management with lower TCO, easy plug-and-play, no dependency on hypervisor and a higher performance and resiliency.

### Financial benefit to partners

HPE GreenLake offers significant financial benefits to our partners in the Sell Through / Sell To motion:

- Partner able to uplift unit price
- Partner able to wrap around their own solutions
- Partner able to launch their own services based on HPE GreenLake platform (See customer value prop)
- For region specific content refer to the HPE Partner Ready Vantage [briefcase](#)

### Where to Start

Public content placed on hpe.com [HPE GreenLake Flex Solutions](#) - Data protection HPE GreenLake Marketplace webpage: [Cohesity Service brief](#) [Brochure](#)

### Availability & Route to Market

**Country availability** [All Geos - HPEFS enabled countries](#)  
**Route to Market** Sell To  SI |  SP |  Sell Through

### Key partner resources

(\* If applicable)

- [Customer presentation - with speaker notes](#)
- [FAST 2.0: Solution specific](#) | [Service description](#)
- [Service data sheet](#)

### Customer wins

**External**  
 Early adopter customer wins pending

Other external wins:

- [Customer Stories](#)
- [HPE Customer Success Stories](#)

### Quote & Price

**Payment model:** [Subscription with pay per use option \(usage\)](#)  
 E2E transaction overview:

- Configurable: Not available at moment.
- Custom: [Custom quoting for HPE GreenLake Flex Solutions](#) - customized architecture, custom services with 3rd party options engaged through HPE GreenLake Solution Architect

### Deliverables

**Services/3<sup>rd</sup> Party included:**

- [HPE Complete Care Service](#) - excluding SW ISV support
- [HPE Lifecycle Services: Deploy](#)

**ISVs:** [HPE Complete - Cohesity Alternatives](#) - Map for HPE GreenLake:

- [Data protection](#)

### Recommended expand

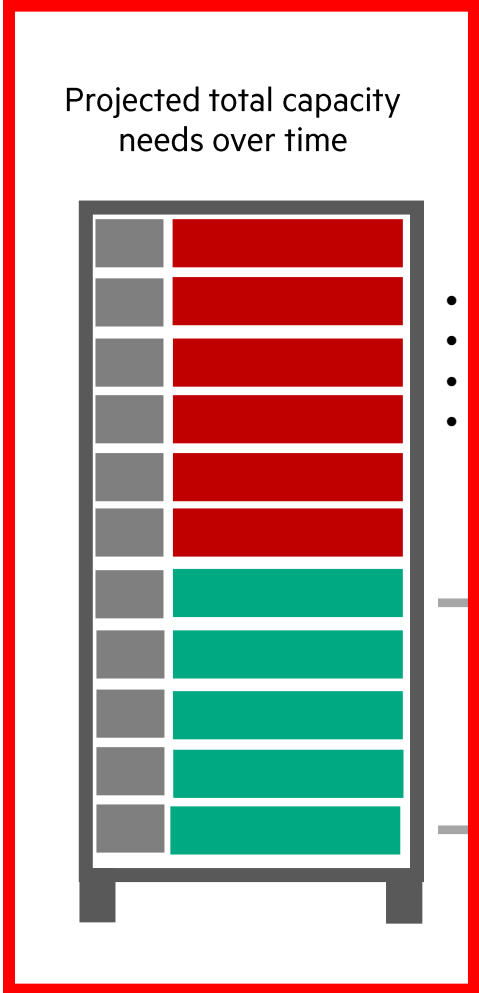
- [HPE GreenLake at Colocation](#)
- [HPE Services: Data migration options](#) | [Data integration](#) | [SRC](#)
- [HPE Accelerated Migration](#)
- [HPE Asset Upcycling Services](#)
- [HPE Managed Services](#)
- [HPE Education Learning Credits](#)
- [HPE Digital Learner Subscription](#)
- [HPE Service Credits](#)

# HPE GreenLake Mechanics



# GreenLake “mechanics” = lower cost, greater simplicity

## Traditional Process

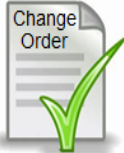
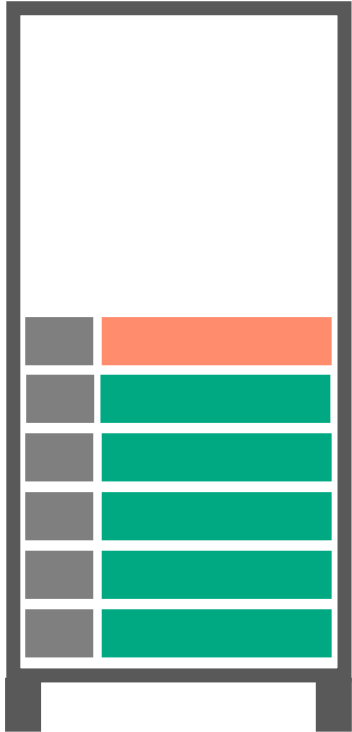


- Software Licensing
- Power and Cooling
- Support Contract Burn
- Staff Time Operating

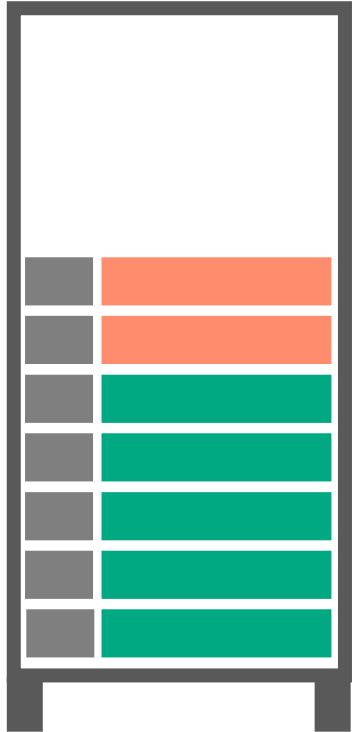
Actual use and spend monthly

## Right-Size environment plus Buffer capacity

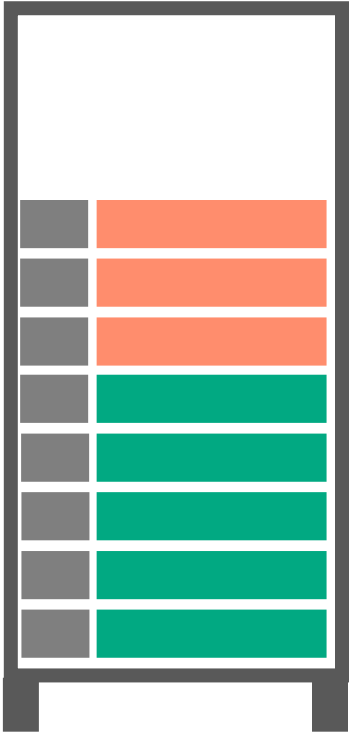
Initial Capacity actually installed



Increasing Capacity to meet actual use, growth



Buffer grows in consistent proportion



Time

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# HPE GreenLake – Band Pricing

- Fixed and consistent pricing for the term of the current contract
- As you expand from one band to another (through a change order process), you know exactly what your cost is
- If we grow beyond the needs of this solution, we will generate a new pricing schedule

Billing Tier	Unit of Measure		Band 1	Band 2	Band 3	Band 4
Storage	GB	Volume	0 - 450,000	450,001 - 580,000	580,001 - 700,000	700,001 +
		Price	\$ 0.1012	\$ 0.0950	\$ 0.0740	\$ 0.0670
Compute	CU	Volume	0 - 14,000	14,001 - 17,500	17,501 - 21,000	21,001 +
		Price	\$ 1.12	\$ 1.09	\$ 1.06	\$ 1.03

Tiers & Bands	Price	Unit	Billing
<ul style="list-style-type: none"> <li>• <b>Each billable tier has price bands</b></li> <li>• Each band has a price per unit based on volume of units used</li> <li>• As usage increases (or decreases) to a new band, all units move to new price in that month</li> </ul>	<p>Consumption-based pricing</p> <p>One price <b>per unit</b> per month</p> <p>Inclusive of <b>HW, SW, installation, and support</b> (reactive and proactive services through Datacenter Care)</p>	<p>Units that are <b>metered by HPE</b> for usage each month</p> <p>A unit can be a <b>server, blade, physical core, compute unit, GB, TB, compute module, port, etc.</b></p>	<p>Customer is invoiced for <b>the 80% committed capacity usage on a monthly basis</b></p> <p>Usage over 80% is measured and calculated on a <b>monthly</b> basis, but not billed until the end of each <b>quarter</b></p>

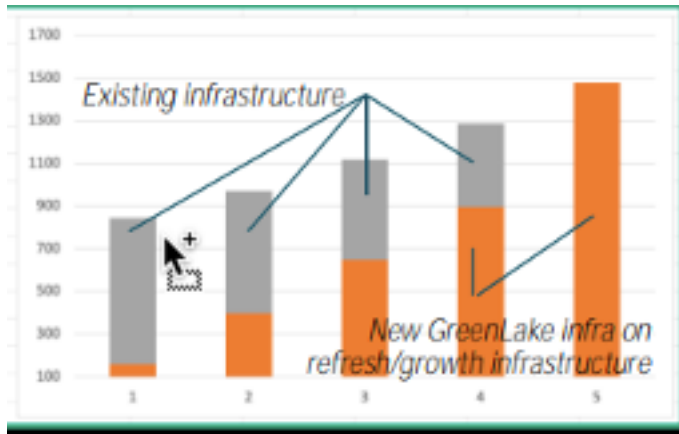




# HPE GreenLake Transformation Scenarios

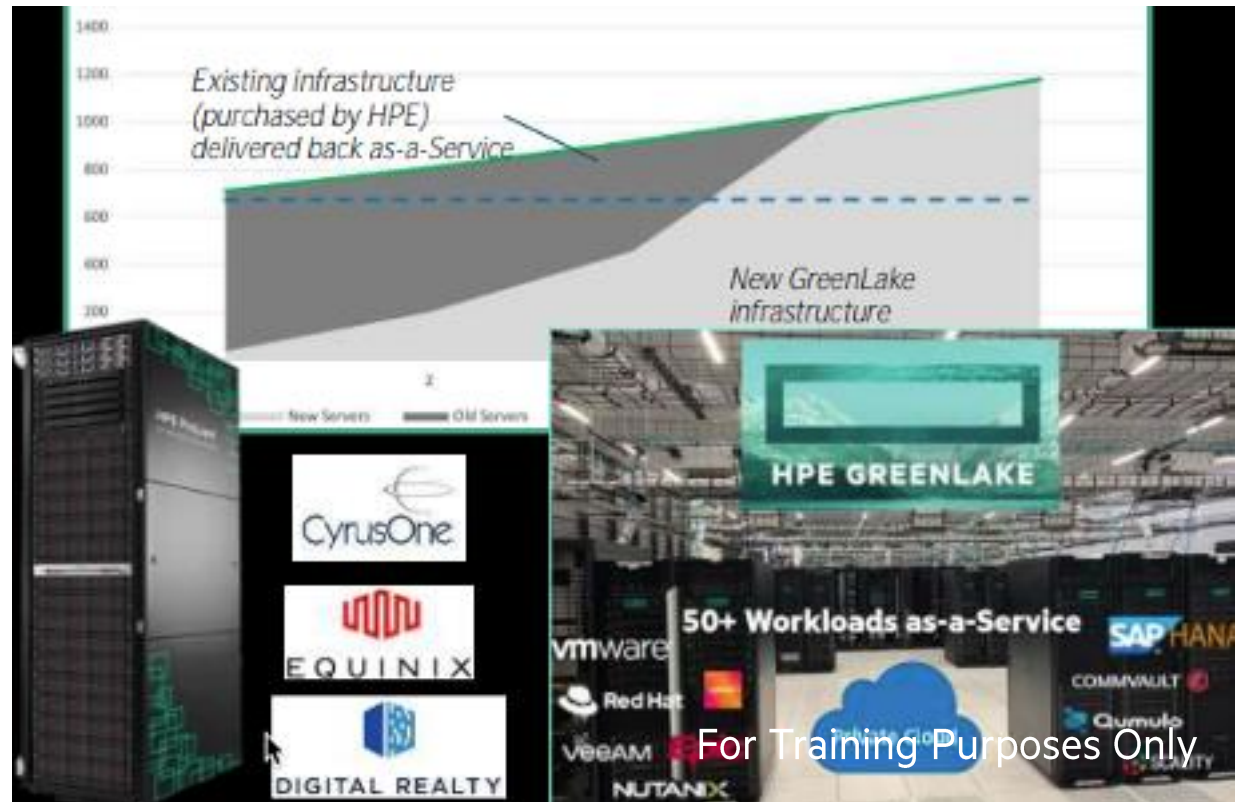
## HPE GreenLake On Refresh

- HPE GreenLake (HPE-owned) and customer owned infrastructure is operating in the same estate
- Customers existing estate transforms gradually to a HPE GreenLake model.



## HPE GreenLake Asset Conversion

- HPE purchases the entire estate at book value.
- Purchased infrastructure is integrated into the delivery of the GreenLake estate.
- As the purchased infrastructure fully depreciates it is replaced with HPE infrastructure..



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# HPE GreenLake Colocation



# 2023: The Cost, Security and Complexity of the Public Cloud

turning out to be an issue for many organizations

The Register

## Singapore software maker says own hardware in colo costs \$400M less than cloud

'Wouldn't be profitable, or exist, if our products were 100% on AWS'

Simon Shanwood

Mon 13 Mar 2023 | 02:27 UTC

TechCrunch+ Market Analysis

## The cloud backlash has begun: Why big data is pulling compute back on premises

InfoWorld UNITED STATES SOFTWARE DEVELOPMENT CLOUD COMPUTING MACHINE LEARNING ANALYTICS IDG TECH(TALK) COMMUNITY

Home > Cloud Computing



CLOUD COMPUTING

By David Linthicum, InfoWorld | JAN 3, 2023 3:00 AM PST

## 2023 could be the year of public cloud repatriation

With cloud costs and complexity higher than expected, many enterprises are making a U-turn and putting applications and data back in traditional systems.

InfoWorld UNITED STATES GLOSSARY DATA CENTER SD-WAN LINUX EVENTS WHITE PAPERS/WEBCASTS NEWSLETTERS

## IDC: Enterprises still moving workloads back from the cloud

Cloud performance issues can force workloads back on-premises and prevent some from getting to the cloud in the first place.

## Microsoft president says secret subpoenas, gag orders should be the exception not the rule

BY MIKE LEWIS on June 14, 2021 at 6:05 pm

## Data Center Colocation Market to Reach \$155.40 Billion by 2030: Grand View Research, Inc.

## Is your data center ready for generative AI?

Demand for generative AI is soaring, putting pressure on data center infrastructure.



By Bob Violino

Contributing writer, Network World | JUL 26, 2023 3:00 AM PDT

## Blackstone & QTS to spend \$8bn building new data centers, as investor prepares for "once in a generation" AI boom

Has already spent \$1bn on buying land for AI land grab

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Christian Moss Have your say

LEADERSHIP

## Cloud Repatriation: A Bridge To Modernize IT Without Tradeoffs

ET CIO.com

News Exclusives Leaders Speak Events Webinars Newsletters More

Cloud Computing · 4 Min Read

## Public cloud repatriation trends are gaining ground and can't be ignored

# HPE GREENLAKE COLOCATION PARTNERS

Global coverage with three market leading providers



- **Scalable solutions**—Modular to move fast, low to ultra-high-power density
- **Innovative technology**—2N redundancy for mechanical and electrical provides resilient environment with no single point of failure with 100% uptime SLA
- **Security**—Seven levels of physical protection, advanced security protocols eliminate the threat of unauthorized access
- **Connected Fabric**—Enables seamless operation of hybrid IT architectures across public and private infrastructures

Ideal Deal Size: Large deployments 20 racks+  
Price Point: \$\$



- **Largest Global Provider**—of data center, colocation and interconnection solutions with 280+ data centers in 48 metros across 24 countries on 6 continents
- **Market Leader**—in EMEA (INXN) and the acquisition of Teraco in South Africa adds a further 7 data centers, establishing a strong market leadership position in Africa
- **Interconnected Fabric**—Turn up secure, dedicated, and low-latency virtual connections in minutes
- **Scale**— From single cabinet to multi-megawatt deployments with one global provider

Ideal Deal Size: 1+ racks to large deployments  
Price Point: \$\$



- **Reach everywhere**—deploy digital infrastructure wherever you need to be—200 data centers in 52 markets
- **Interconnect everyone**—Directly connect physically or virtually to customers, vendors, partners, and between your own points of presence
- **Integrate everything**—Activate your digital edge through leading technology tools, partners, and services
- **Transform** with Platform Equinix® and an Interconnection Oriented Architecture™ (IOA™) Strategy

Ideal Deal Size: 1 to 5 racks  
Price Point: \$\$\$

# Example Transformation – HPE’s NexGen IT

## 80% Reduction in Carbon Footprint

### SUSTAINABILITY



#### Before

#### After

**1600 Supported Applications**  
**10 instances of SAP**  
**No Centralized Data Lake**

**400 Supported Applications**  
**Single instance of SAP**  
**New Centralized Data Lake**

**Workloads**

**Servers & Storage > 10-20 yrs. old**  
**significant % dedicated (bare-metal)**

**New systems, modern**  
**infrastructure service models**

**Equipment**

**6 Legacy HPE Owned**  
**Data Centers – 20 years old**

**2 Modern Co-lo’s; 80% Reduction**  
**in Data Center Space**

**Facilities**

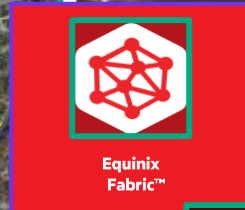


# Ashburn, VA Example

## Area Business Partners



Fiber Direct Connect (<1MS)

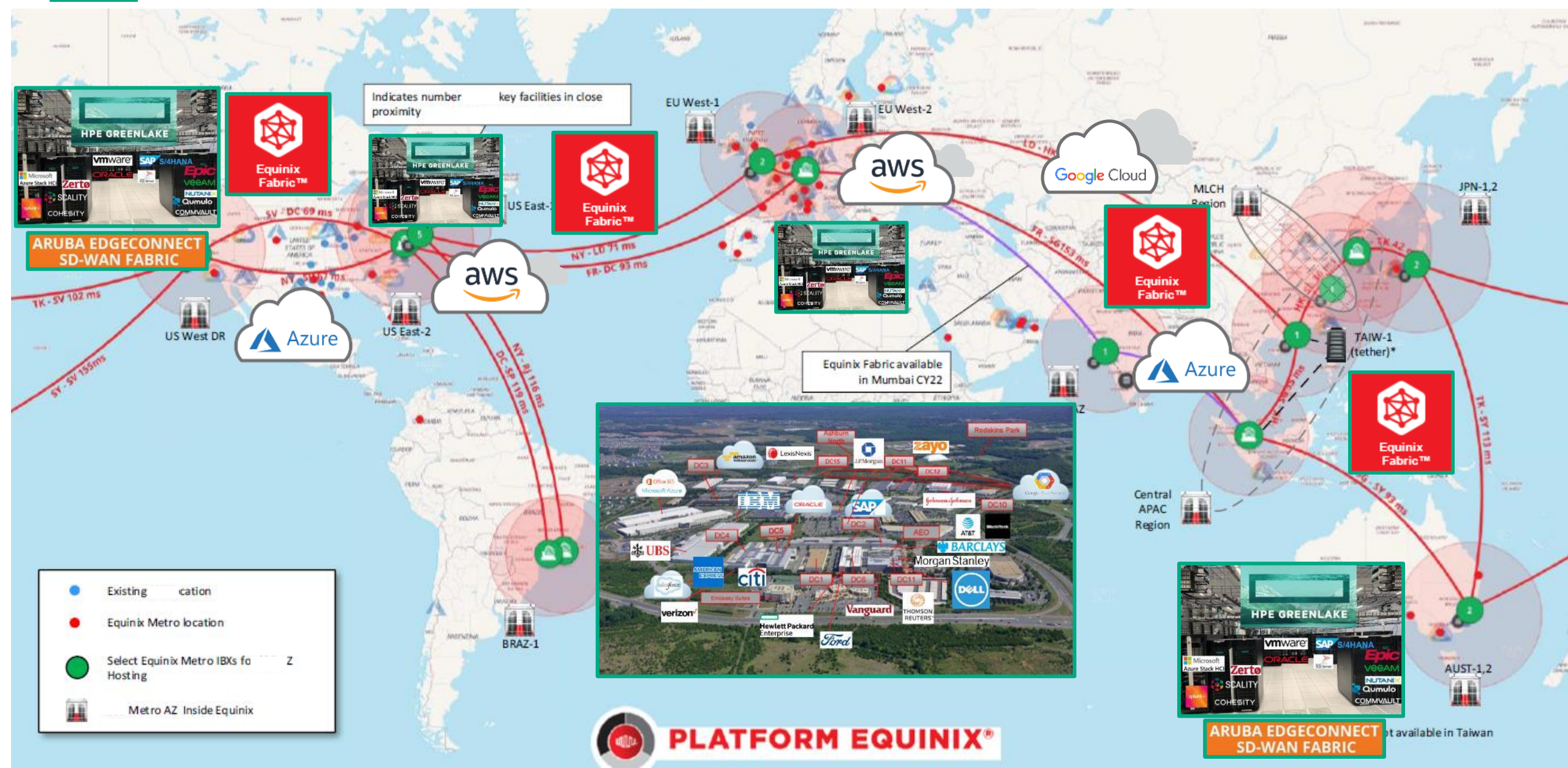


Private Cage per Customer



For cost, performance, security, control and governance reasons, All data and applications **should not** live in the public cloud

# GLOBAL BANK DATA HUB WITH EQUINIX FABRIC AND GREENLAKE DESIGN CONNECTIVITY DESIGN



# lyondellbasell

HPE GREENLAKE

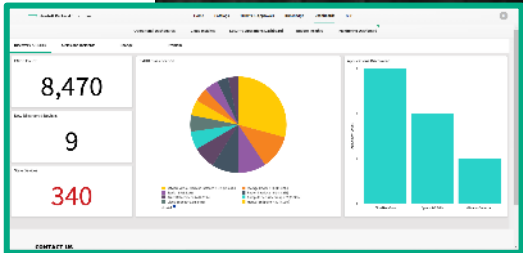
## Sustainability and digital transformation are 'extremely connected' in tech space: HPE CEO

- HPE GreenLake Colocation as-a-service for all Critical Workloads: Single Contract
- Superdome Flex for SAP HANA (ECC & BW)
- Synergy for Virtualization, VDI, Bare Metal
- Apollo HPC for Computational Fluid Dynamics
- Nimble Block / Qumulo File Storage
- StoreOnce / CommVault for Backup
- HPE Aruba CX Network Routing and Switching
- **71% reduction in electrical consumption**



Compliance Certs: ISO/IEC 27001,SSAE 16 (SOC 1 Type II), Type 2 AT 101/SOC 2 & 3, PCI DSS, FISMA-High, HIPAA/HITECH, Business Continuity and Disaster Recovery (BCDR), and TRUSTe

**35 Cabinet Cage was Ready in 17 Days**



<https://vimeo.com/536551880/6f8fa34d4f>



# HPE GREENLAKE CLOUD SERVICES AND ECOSYSTEM

## HPE GreenLake Ecosystem

accenture    aws    cloudera    COMMVAULT    CyrusOne  
docker    EDB POSTGRES    EQUINIX    Google Cloud    Hewlett Packard Enterprise  
HORTONWORKS    Infosys    kubernetes    Microsoft    Microsoft Azure  
NUTANIX    rackspace    redhat    SAP    harmonic  
SCALITY    veeam    vmware    wipro    Qumulo

HPE has a complete portfolio of solutions for HPE GreenLake with a rich ecosystem of partners.

## HPE GreenLake Private Cloud

ABB    ANSIBLE    ARISTA    CANGCOM    CHEF    Densify    docker  
EAT-N    f5    HARPA ITALIA    INCONTINUUM    Hewlett Packard Enterprise  
HPE OneSphere    MagicFleX Smart Analysis    MESOSPHERE    MICRO FOCUS  
Microsoft    MORPHEUS    Nlyte Software    puppet    redhat  
SALTSTACK    Schneider Electric    servicenow    SUSE    Terraform    turbonomic  
vmware    GO    python    Redfish    Ruby    HPE DEV

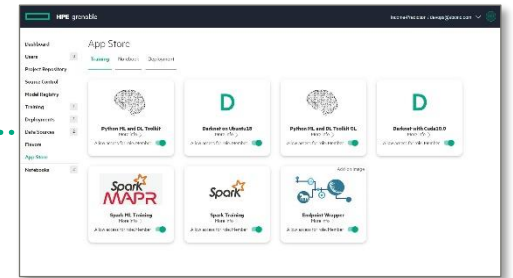
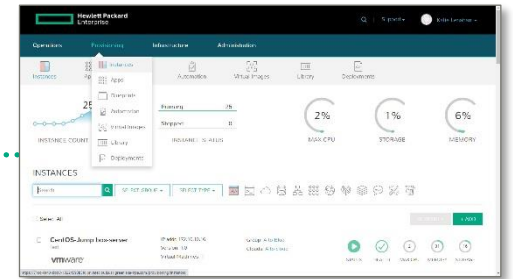
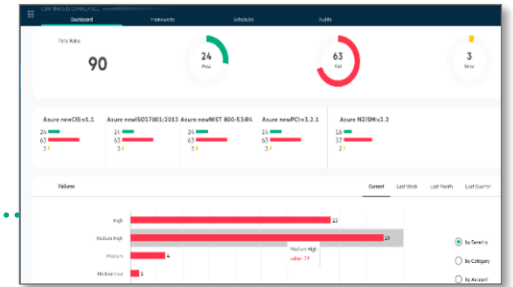
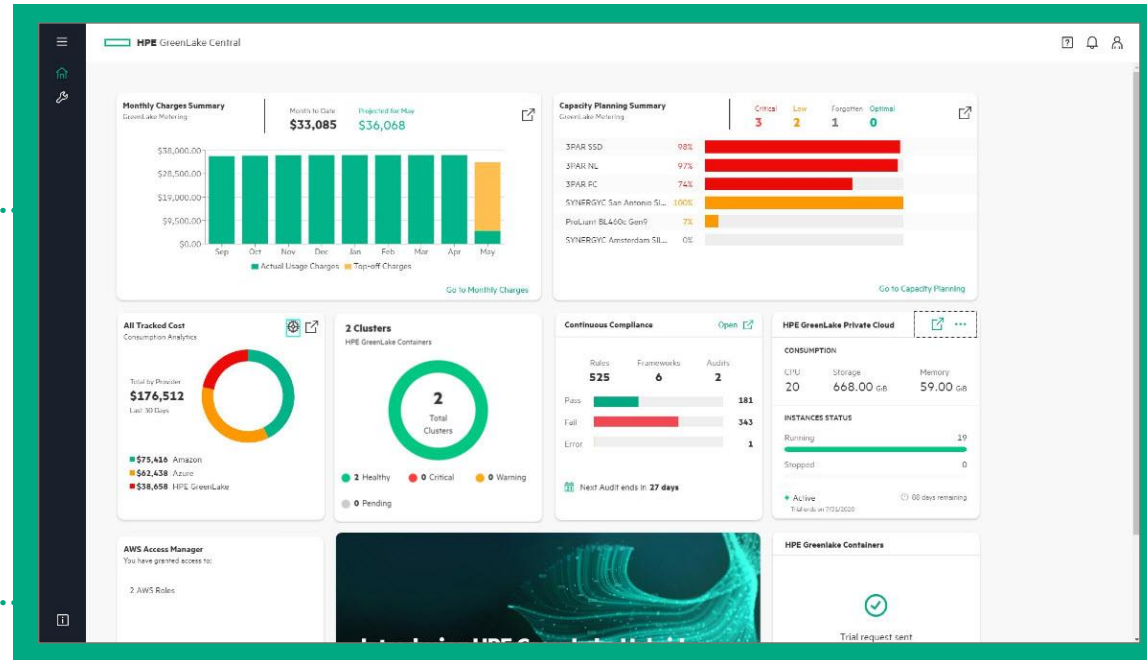
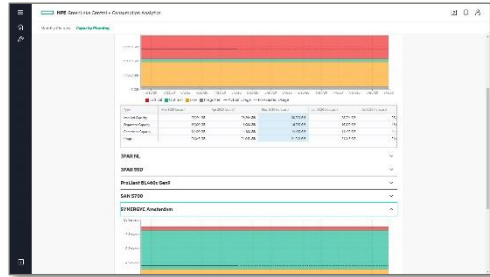
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# HPE GreenLake Cloud Platform



# Redefine experiences WITH HPE GREENLAKE CLOUD PLATFORM

HPE's Consumption Analytics Portal helps optimize resources, predict capacity needs and optimize cloud spend.



## Data Lake / Insights

1,500 compliance controls for all of the major regulatory frameworks

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**HPE GreenLake** Dashboard

The application instance to which you are being redirected is not found

**student-13** [Switch Workspace](#)

### Featured Applications

- Aruba Central**  
Simplify the deployment and maintenance of HPE Aruba Networking wired and wireless infrastructure at scale with this network management system.  
[Launch](#)  
[View Networking Products](#)
- Data Services Cloud Console**  
Unlock the full potential of your data in our hybrid cloud world.  
[Get Started](#)  
[View Storage Products](#)
- Compute Ops Management**  
Securely manage your compute infrastructure, wherever it lives.  
[Get Started](#)  
[View Compute Products](#)
- HPE GreenLake Central**  
Manage your cloud services and view usage, cost, and more.  
[Launch](#)  
[View Cloud Products](#)

### Recommended for You

- What's New on HPE GreenLake**  
See the latest release information and announcements.  
[Learn More](#)
- Test Drive HPE Greenlake**  
Experience the edge-to-cloud. Try before you buy.  
[Try Now](#)

**OpsRamp** [Get Started](#) →  
OpsRamp is a modern IT Operations Management (ITOM) solution providing infrastructure monitoring,

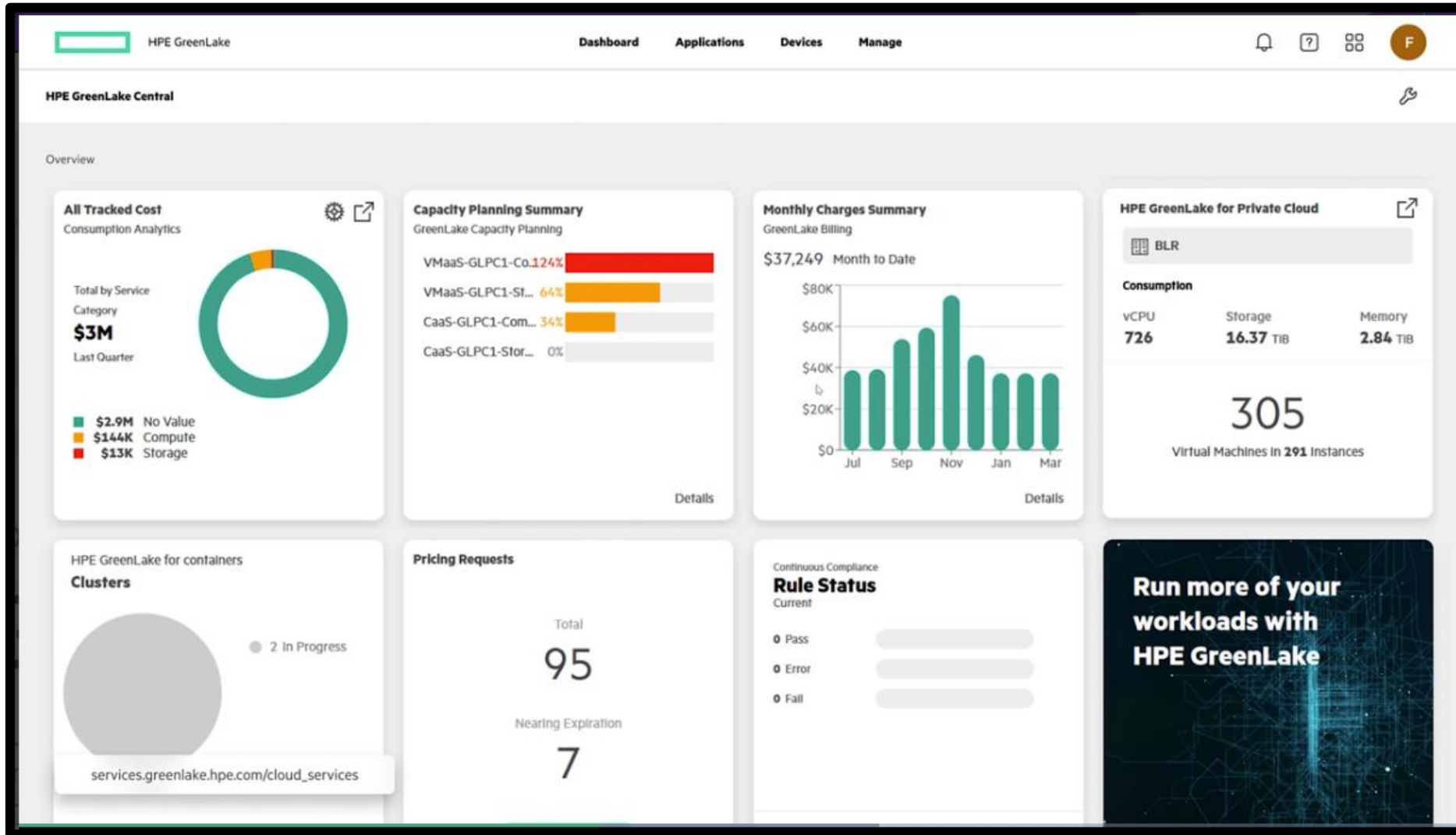
**HPE InfoSight** [Launch](#) ↗  
Access AI-driven intelligence across servers, storage, virtual machines, and more.



# Manage Account

The screenshot displays the 'Manage Account' interface for HPE GreenLake. At the top, a navigation bar includes the HPE GreenLake logo, menu items for 'Dashboard', 'Applications', 'Devices', and 'Manage', and utility icons for notifications, help, and user profile. The main content area is titled 'Manage Account' with the subtitle 'Manage your HPE Common Cloud account'. On the left, a profile card for 'HPE GreenLake Cloud Platform' shows the account ID '0a7141c332ec4c4aae04aa...', account type 'Standard Enterprise Account', and status 'Registered', with a 'Manage Account Type' button. To the right, seven functional tiles are arranged horizontally: 'Account Details' (edit general info), 'Identity & Access' (manage users), 'Device Management' (manage devices), 'Audit Log' (view changes), 'Authentication' (improve security), 'API' (access data), and 'Subscriptions' (manage subscriptions).

# HPE GreenLake Central home page



# Compute Ops Management

The screenshot displays the HPE GreenLake Compute Ops Management dashboard. At the top, there are navigation tabs for Dashboard, Applications, Devices, and Manage. Below this, a sub-navigation bar includes Overview, Servers, Server Groups, Firmware, and Activity. The main content area is titled 'Overview' and features several key metrics and activity feeds.

**96 Server Groups**

- 12 Critical
- 10 Not compliant

**5280 Servers**

- 48 Critical
- 144 Warning
- 5002 Normal
- 2 Unknown

**Needs Attention**

- 2 Not activated
- 0 Not connected
- 1 Require subscription
- 1 Expired subscription

**Firmware Jobs** Past 24 hours

- 2 Failed
- 248 Completed
- 6 In progress
- 2 Scheduled

**Activity**

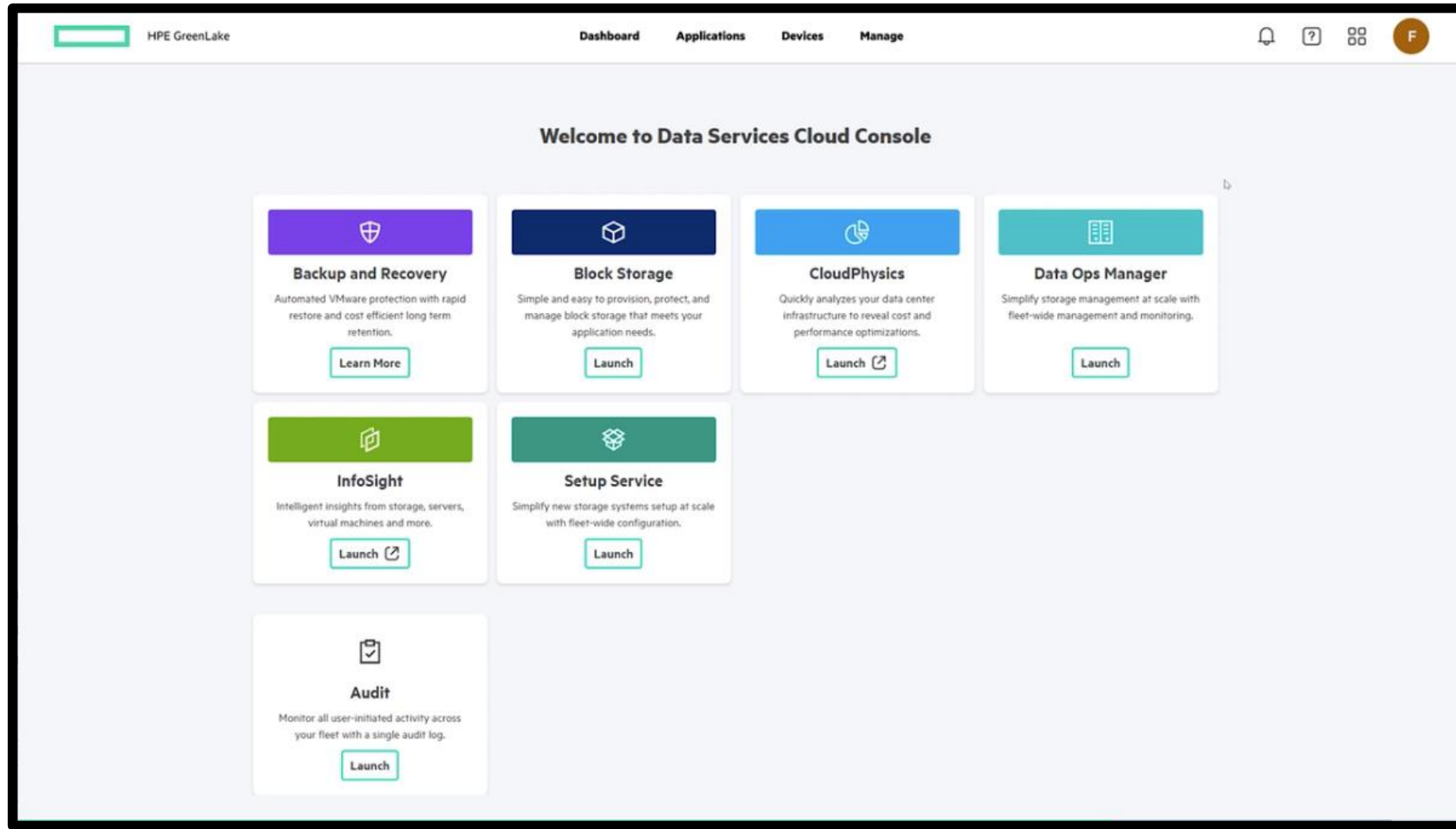
- Firmware update:** 6 servers were updated to 2021.1.4(5 Jan 2021) on 02/03/2021 3:15 PM MST.
- Servers assigned:** 6 servers were assigned on 02/03/2021 3:15 PM MST.
- Servers added:** 6 servers were added on 02/03/2021 3:15 PM MST.
- Compute Ops Manager updated:** Updated successfully on 02/03/2021 3:15 PM MST.
- Server name updated:** FTCMTNUSA\_clusterA\_3Gen10 edited successfully on 02/03/2021 3:15 PM MST.

**Update Available!** 2022.5.0(1 Mar 2022) is available for 175 devices. [View Details](#)

**Hotfix Update Available!** 2021.1.3(5 Jan 2021) is available for 24 devices. This release is a critical firmware upgrade required for certain HPE SAS solid state drive models. [View Details](#)

[View all +](#)

# Data Services Cloud Console





# Data Service Cloud Console Homepage

**HPE GreenLake** | Dashboard | Applications | Devices | Manage

Data Services Cloud Console | Block Storage

### Dashboard

**Overall**

33 Volumes | 19 Hosts

### Capacity

Volumes: 10% used (524.7 GiB of 4.9 TiB)

Percentage Full:

- 0 (90% - 100%)
- 0 (75% - 89%)
- 1 (50% - 74%)
- 32 (less than 50%)

z\_3038\_PP\_data... 63% (75.9 GiB of 120 GiB)

### Applications

Capacity usage by applications: 524.7 GiB used (5 Applications)

Name	Volumes	Used Percentage
vdbench	8	19%
Unknown	21	5%
realworlddata	1	0%
realdatcopies	1	0%
1 Remaining Applicati...	2	0%

### Issues

- QoS rules are applied automatically with max bandwidth limit 38794 KBps on the volume AI-... Intelligent QoS, 4 months ago, [View Details](#)
- QoS rules are applied automatically with max bandwidth limit 119771 KBps on the volume AI-... Intelligent QoS, 4 months ago, [View Details](#)
- QoS rules are applied automatically with max bandwidth limit 38874 KBps on the volume AI-... Intelligent QoS, 4 months ago, [View Details](#)
- QoS rules are applied automatically with max bandwidth limit 119208 KBps on the volume AI-... Intelligent QoS, 4 months ago, [View Details](#)

# DSCC DEMO



# **HPE Data Center Advisory Services**



# HPE Data Center Advisory Services

IDC MarketScape Worldwide Datacenter Transformation Consulting and Integration Services for Applications and Infrastructure Vendor Assessment

Leaders

- Deloitte
- Wipro
- Accenture
- IBM
- Hitachi Vantara
- HPE
- PwC
- VMware

Hewlett Packard Enterprise

Capabilities

Strategies

Source: IDC, 2020

Designed over 65 million square feet of data center space

## HP Acquires EYP Mission Critical Facilities

HP has signed a definitive agreement to acquire EYP Mission Critical Facilities Inc.

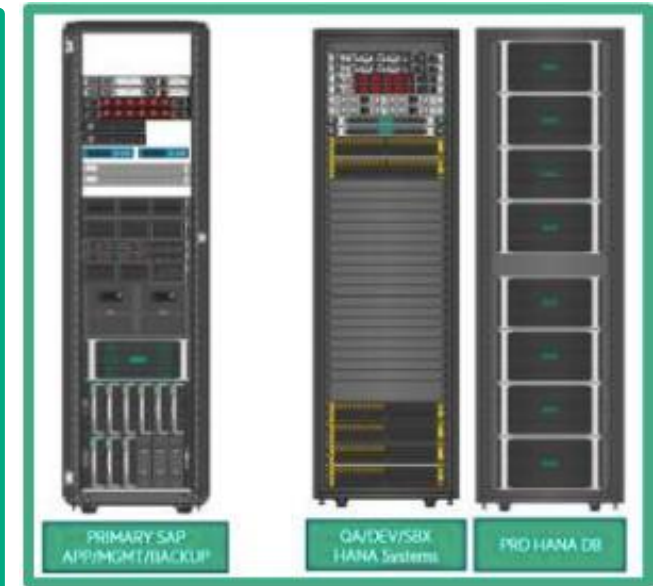
Rich Miller | Nov 12, 2007



HP has signed a definitive agreement to acquire **EYP Mission Critical Facilities Inc.** (EYP MCF), one of the leading data center design and engineering firms. HP said the acquisition will help its



DataCenter Knowledge.



Colo Grid	HPE Rack Position	Function	Power Req. Tier Back	Power Req. Total	Power Req. Dev	Owner	Request date
2020.083	PR-A-01	Primary SAP, APP / MGMT / BACKUP	2	460C9W	206V00A30	HPE	02/17/21
2020.080	PR-A-02	QA/DEV/SBK HANA Systems	2	460C9W	206V00A30	HPE	02/17/21
2020.081	PR-A-03	Prod HANA DB	4	460C9W	206V00A30	HPE	02/17/21
<b>Total</b>			<b>8</b>				

For Training Purposes Only

# HPE GreenLake Truth Bombs

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**Freeze your storage, server, and networking costs for the next 3-5 years.** HPE GreenLake solutions lock in the hardware and services pricing to protect our customers from future/all-time high memory and CPU costs. Your price per unit drops as you grow, so you can get the full benefit of economies of scale

**HPE GreenLake moves from a CapEx purchase to a OpEx expense.** HPE GreenLake is billed either monthly or annually. The customer does not pay upfront for the full costs to acquire the hardware. It removes all the challenges with making capitol acquisitions. The monthly or yearly payment becomes an operation expense. If desired the customer can treat HPE GreenLake just like a capitol acquisition.

**HPE GreenLake customers do not own the equipment, they pay no sales tax or property tax.** HPE GreenLake customer never own the equipment. Just like when they consume Amazon Web services or any other cloud vendor. They avoid these additional costs and are not faced with having hardware to dispose of after the equipment has become obsolete.

**HPE GreenLake customers do not have to make large upfront capitol acquisitions. Often resulting in an additional 10 to 12 percent WACC (Weighted Average Cost of Capitol).** Often when faced with making substantial capitol acquisitions, customers will need to borrow money. There is a cost associated with that loan and can totally be avoided by HPE Greenlake customers



# Conclusion



## In Summary

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- HPE is an Edge-to-Cloud company
- Everything, and I mean everything as a service
- HPE GreenLake is either Flex Solutions or Private & Hybrid cloud
- HPE GreenLake Mapbook is an excellent resource to learn more about any HPE GreenLake solution.
- HPE GreenLake is right-sized and deployed with 20-50 percent burst capacity.
- HPE Greenlake colocation can provide a cage, compute, storage, networking, and managed services all for one single opex monthly payment.



## Useful Links

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Aruba Technical Enablement home page

[https://arubapedia.arubanetworks.com/arubapedia/index.php/Technical\\_Enablement](https://arubapedia.arubanetworks.com/arubapedia/index.php/Technical_Enablement)

Aruba Data Center Information: Tons of great links!

[https://arubapedia.arubanetworks.com/arubapedia/index.php/Category:Data\\_Center\\_Switches](https://arubapedia.arubanetworks.com/arubapedia/index.php/Category:Data_Center_Switches)

Aruba Fabric Composer Test Drive! Hands on!

<https://www.arubanetworks.com/afc-demos/>

HPE GreenLake

<https://tinyurl.com/2b4e8ewt>





# Questions

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# Reach out to your local Channel SE!


Or

**Douglas DiNunzio**  
Director, Channel Engineering  
**HPE Aruba Networking**  
[douglas.dinunzio@hpe.com](mailto:douglas.dinunzio@hpe.com)

Office (803) 548-2126  
Mobile (508) 826-7149  
Teams (404) 648-2558

## ARUBA CHANNEL ENABLEMENT WORKSHOPS

### CX-10000 (10K) / Aruba Fabric Composer



#### OVERVIEW

The **Aruba CX 10000 (10K)** is an exciting and unique addition to the Aruba switching portfolio developed in partnership with AMD/Pensando. In this workshop, students will leverage **Aruba Fabric Composer (AFC)** to configure a simple Layer 3 datacenter fabric with **Ethernet VPN (EVPN) – Virtual Extensible LAN (VXLAN)** and **Symmetric Integrated Routing and Bridging (IRB)**. Students will also learn about the integration between VMware® vSphere and AMD's® Pensando® **Policy Service Manager (PSM)**. Finally, students will get to create, deploy, and monitor switch traffic flow policies, showcasing the power of the 10K to function as a L4-L7 stateful firewall while governing east-west traffic in a datacenter network.

#### MAIN TOPICS

##### Aruba Fabric Composer

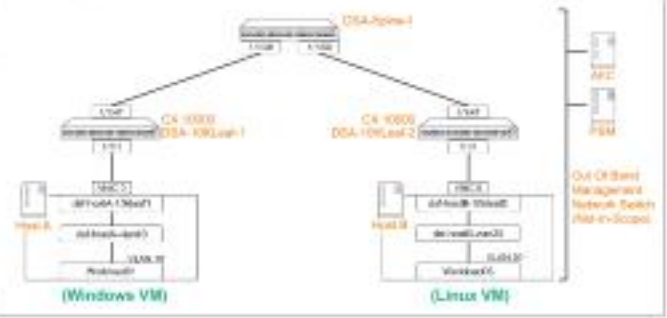
- Switch Discovery
- Fabric Creation / Switch Assignment
- Layer 3 Leaf-Spine Fabric
- Configure Underlay (OSPF)
- Configure Overlay (IBGP)
- Configure Datacenter EVPN

##### Distributed Services Integration

- vSphere Integration (pre-staged)
- AMD/Pensando Policy Service Manager (PSM)

##### Policy Management & Testing

- Traffic Flow Redirection



Out of Band Management Network Switch (Rack-in-Rack)

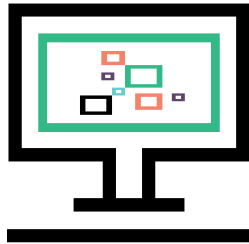
# Partner Resources

## Partner Portals



Airheads Community

[\(Click Here\)](#)



Arubapedia for Partners

[\(Click Here\)](#)



Partner Ready for Networking portal

[\(Click Here\)](#)

## Live Support



Channel SEs (CSEs)

**Regional channel support**

# Partner Technical Webinar Series

## *New HPE Aruba Next-Gen Data Center Solutions*

### **Session 1: Data Center: HPE GreenLake**

Monday, March 18th at 9 AM PT / 12 PM ET

### **Session 2: Data Center: FY24 DCN Overview and Road Ahead**

Monday, April 15th at 9 AM PT / 12 PM ET

### **Session 3: Data Center: Private Cloud Business Addition**

Monday, June 5th at 9 AM PT / 12 PM ET

([Click here](#)) to view session recordings for the webinar series

# Thank you.

**Sri Parameswaran – Global TME - Technical Enablement**

[GreenLake.com](https://GreenLake.com) for more information on the Cloud that comes to YOU!

[Guided Tour of GL PCE @ \*\*hpe.com/greenlake/demos\*\*](https://hpe.com/greenlake/demos)