

Brochure

# HPE Flexible Capacity

Go hybrid and get the best of both worlds

**HPE**  
POINTNEXT



In September 2015, HPE received the 2015 North American Frost & Sullivan Award for Customer Value Leadership for HPE Datacenter Care Flexible Capacity.

## Why choose between on-premise and on-demand IT when you can have both?

### Hybrid IT is within reach with HPE Flexible Capacity

Capacity planning is difficult to get right. Many businesses overprovision IT in an effort to play it safe; others underestimate their future needs and find themselves in a bind. Both approaches require significant capital outlays and have long procurement cycles, limiting IT agility and restricting business operations. But there is an alternative: the public cloud—a fundamentally different model that changes IT from a capital- to consumption-based expense, so you can scale rapidly without predicting capacity. It provides a developer-centric architecture. And it offloads much of the “undifferentiated heavy lifting” that comes with operating a data center.

If your business uses on-premise IT for reasons such as security, control, and governance, you may hesitate to move to on-demand IT. But good news—HPE Datacenter Care Flexible Capacity removes the burden of choice. Flexible Capacity combines the simplicity, agility, and economics of public cloud with the security and performance benefits of on-premise IT. You determine your own “right mix” of hybrid IT and workload placement—an approach to IT consumption and scalability that can help you address your desired business direction in the digital economy.

With its agile pay-per-use<sup>1</sup> service, HPE Flexible Capacity can help your IT organization:

- Avoid IT expenses stemming from overprovisioning
- Improve time to market by maintaining a safe buffer of capacity, ready for use when you need it
- Keep capacity ahead of demand with regular monitoring—and a simple change order to replenish
- Pay for only the capacity used, not the capacity deployed<sup>1</sup>
- Reduce IT risk with HPE Datacenter Care

### How Flexible Capacity benefits IT

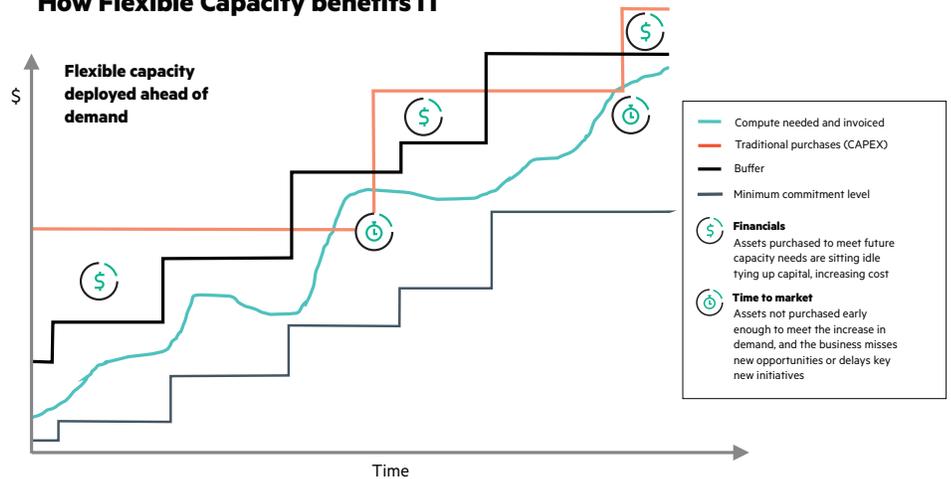


Figure 1. HPE Flexible Capacity for cost savings and speed

<sup>1</sup> Subject to minimum commitment

**Combine the benefits of public cloud with on-premise IT**

With HPE Flexible Capacity, your organization gains the agility, pay-per-use billing,<sup>1</sup> and rapid scalability of the cloud service delivery model. Surges in demand are easy to manage, so you get to market faster without wasting capital on overprovisioning IT capacity for peak loads. But the technology resides in your own data center, so you maintain control of security, data privacy, compliance, and performance.

With HPE Flexible Capacity, your actual metered usage is billed monthly as a service. This helps you track costs, and includes the infrastructure, software, and support needed to run on-premise workloads with confidence.

Include certain Microsoft® Azure services in your HPE Flexible Capacity service, and you gain:

- Pay-per-use<sup>1</sup> for hybrid IT; the cost for your IT usage is based on actual metered consumption of resources on premise or in Microsoft Azure
- A single contract for your on-premise servers, storage, networking, operating software, and certain Microsoft Azure cloud services
- A single monthly invoice that includes usage of resources in your data center and in Microsoft Azure
- A unified usage portal that reports on both services used and capacity consumed, so you can understand your usage and plan for the future; it also provides the data you need to be an IT services broker for your organization
- An enterprise-grade support experience with HPE Datacenter Care, a part of Flexible Capacity that provides support and guidance for your IT environment—and can be extended to include Microsoft Azure, giving you one accountable partner for hybrid IT

**Provide stable, reliable, efficient services**

With HPE Flexible Capacity, you can stop worrying about your capacity: you have a compute resources buffer in place, ready to use when needed without lengthy procurement processes. You benefit from:

- Maximized business agility—increase capacity in minutes, not months, from the pre-provisioned buffer.
- Lower risk of underprovisioning and missed business opportunities. Our account support team works with you to monitor usage and suggests actions to replenish capacity before it is needed.
- Reduced business risk, because key workloads can be kept on premise to meet security, privacy, latency, compliance, and control requirements, complemented by public cloud services as appropriate.
- Optimized cash flows—no upfront capital needed—and monthly payments. Align your costs better to the business. Consumption-based cash flows provide a more accurate ROI measure, whether NPV, IRR, or payback.
- Enterprise-grade support with HPE Datacenter Care, making it simpler to operate your hybrid IT. With one contact for your IT environment, backed by extensive global resources and 24x7 coverage.
- Simpler transitions to new technology. HPE Synergy, for example, delivers a dynamic IT environment; and Flexible Capacity can provide the needed room to grow that environment, because you still only pay for actual metered use.

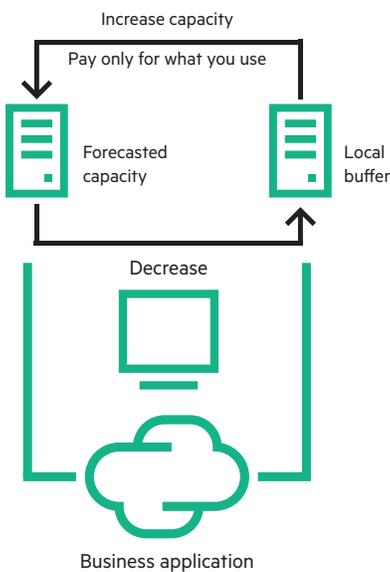
**Recent additions:**

- Ability to include certain Microsoft Azure services for a hybrid solution
- Inclusion of software-defined storage solutions
- Multiple payment options regarding virtual machines
- Support for HPE Helion OpenStack® based solutions
- Ability to bill compute capacity on a physical core basis
- Added support for Docker containers



**Why choose?**

With HPE Flexible Capacity you can have it all.



No upfront fee. Single monthly invoice

**Figure 2.** Flexible Capacity closed loop

**A unique IT model**

Unlike leasing arrangements, HPE Flexible Capacity is a service with variable payments based on actual metered usage, aligning costs to the business. The contract can be multi-year and can accommodate technology refreshes, monthly payments that vary up or down, an easy change-order process to add capacity at any time, and shared utilization risk.

Unlike other utility offers, HPE Flexible Capacity can include all the components needed to bring agility to your workloads: HPE servers, storage, networking, software, converged systems, and even non-HPE equipment, as well as certain Microsoft Azure services.

The solution is especially well suited to service providers who need to align their IT cost with revenue, and who can benefit from a trusted IT partner to help operate the data center.

**What's new**

HPE is continually refining and expanding the Flexible Capacity offering. We've extended your capacity to include certain Microsoft Azure services to create true hybrid IT flexibility. This means one contract, one monthly invoice, one usage portal, and one enterprise-grade support experience—with HPE as your single point of contact. We've also expanded support to enable you to pay by virtual machines, physical cores, containers, and more.

**Financial flexibility**

Improve financial agility and capacity management by tracking public cloud and on-premise IT spending from one monthly invoice. Gain predictable cash flows and save the cost of unused IT capacity. And structure Flexible Capacity to meet your financial and accounting needs.

**Pay for only what's used**

To reduce waste and control spending, you pay only for what's used.<sup>1</sup> This approach lowers the risk of investing too much—or too little—in IT infrastructure. And it can provide freedom to try new projects, fail fast without penalty, and support growth if they succeed.

Knowing exactly what you use and what it costs gives you tighter control over expenditures. And variable billing—by physical product or by number of virtual machines, physical cores, containers, used storage capacity, or network ports—offers clear insight into actual costs and drives better IT planning and management decision-making.

**HPE Datacenter Care—Operational Support Services (DC-OSS)**

By adding HPE DC-OSS to the mix, you can further minimize risk and resolve problems more quickly and easily by offloading routine tasks to HPE, leaving you to focus on innovation that is core to your business. With HPE DC-OSS included in the Flexible Capacity agreement, you benefit from one proven approach to service request management, problem management, and change management.

**Getting started**

Talk to your HPE sales representative about a Flexible Capacity Discovery Workshop. HPE experts, with help from your key stakeholders, will scope out your requirements, align technology to business needs, and identify people, process, and technology improvements. Together, we'll design your Flexible Capacity experience.

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“Using on-demand HPE Datacenter Care Flexible Capacity means that we no longer risk running out of storage capacity or having too much money tied up in unused storage.”

– Nico Drost, IT Director, Erasmus Medical Center

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