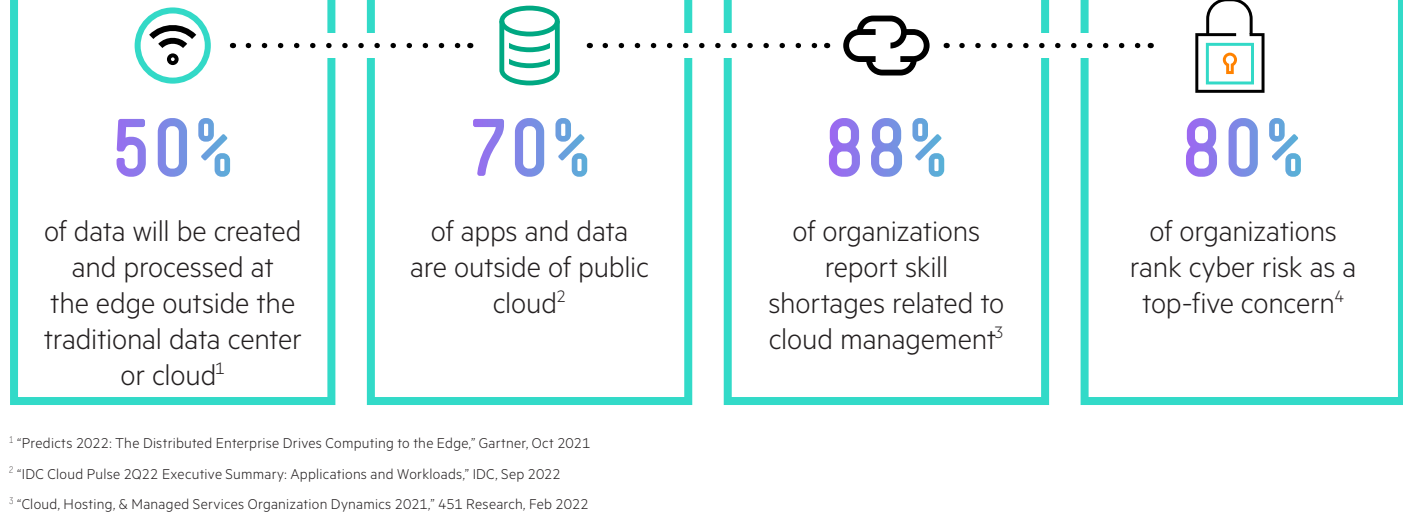


# HPE GreenLake: the key facts and figures



<sup>1</sup> "Predicts 2022: The Distributed Enterprise Drives Computing to the Edge," Gartner, Oct 2021  
<sup>2</sup> IDC Cloud Pulse 2022 Executive Summary: Applications and Workloads," IDC, Sep 2022  
<sup>3</sup> "Cloud, Hosting, & Managed Services Organization Dynamics 2021," 451 Research, Feb 2022  
<sup>4</sup> "Top 6 Cybersecurity Facts, Figures, Predictions And Statistics For 2020 To 2021," Cybersecurity Ventures, 2022

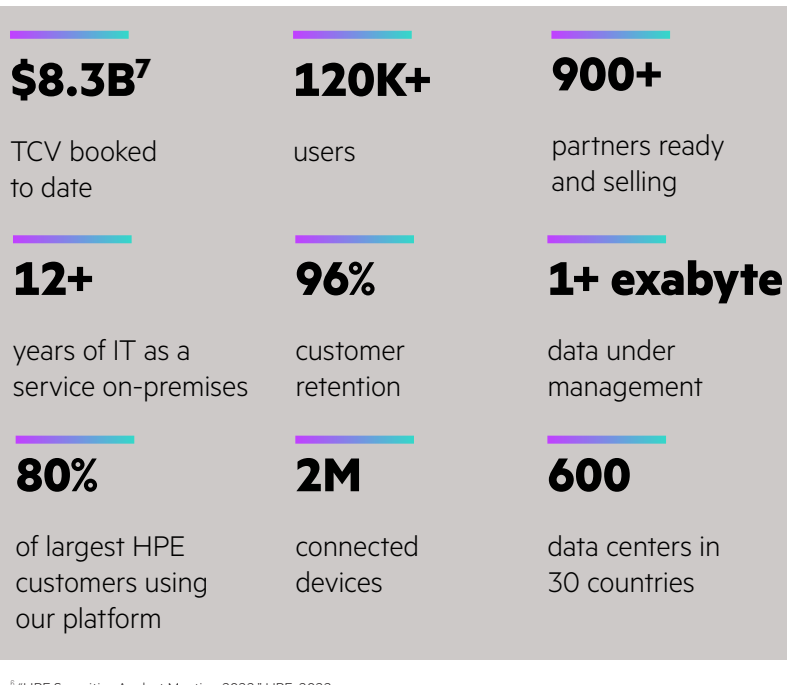
## What is HPE GreenLake?

**HPE GreenLake is our cloud offer.**

<p>HPE GreenLake delivers <b>cloud services</b> from HPE and partners</p>	+	<p>Through a hybrid cloud <b>platform</b></p>	+	<p>At your <b>choice of location</b> with public cloud integration</p>	+	<p>Brings the <b>cloud experience</b> to all your apps and data</p>
<p>Compute, Storage and Networking AI &amp; Data services Business applications Growing catalogue</p>		<p>Secure Open APIs Highly automated</p>		<p>Edges Data centers Colocations</p>		<p>Pay as you go<sup>5</sup> Self-service Managed for you Deep expertise</p>

<sup>5</sup> May be subject to minimums or reserve capacity may apply

## HPE GreenLake momentum<sup>6</sup>



<sup>6</sup> "HPE Securities Analyst Meeting 2022," HPE, 2022  
<sup>7</sup> [hpcwire.com/off-the-wire/hpe-reports-fiscal-2022-results-with-record-q4-performance/](https://www.hpcwire.com/off-the-wire/hpe-reports-fiscal-2022-results-with-record-q4-performance/)

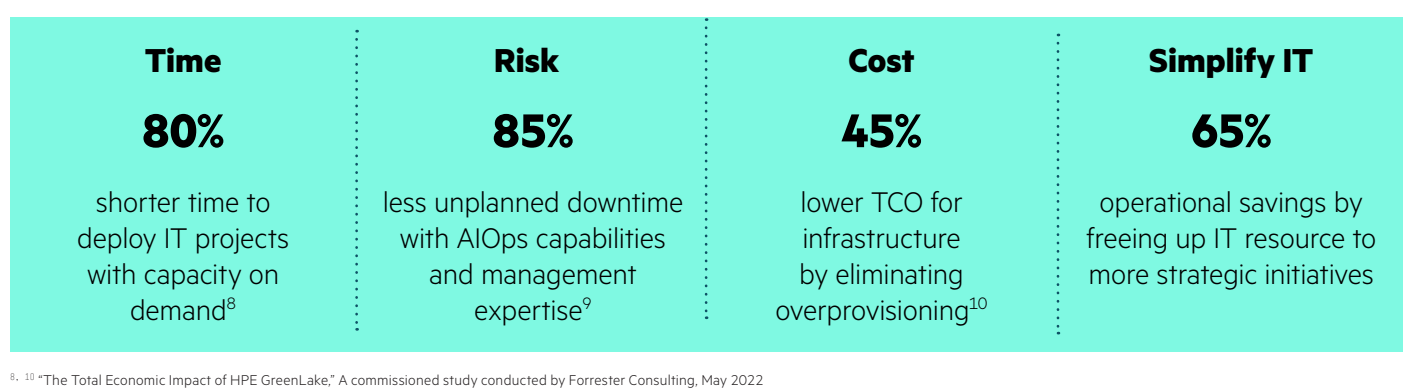
## Addressing digital transformation agendas

<p><b>Edge</b></p> <p><b>Connect your edge</b></p> <p>Control and harness data from edge to cloud</p> <p><b>"We're using HPE GreenLake to gather and standardize data from instrumentation devices on-premises, and then populate that data into our scientific cloud."</b></p> <p>- Bryan Holmes, Vice President of Digital and Technology Solutions, Andelyn Biosciences</p> <p><a href="#">Case study</a></p>	<p><b>Data</b></p> <p><b>Turn data into intelligence</b></p> <p>A single source of truth to make smart decisions</p> <p><b>"To ensure and improve real-world performance, we need data to improve algorithms. At the same time, we need to ensure that data privacy and security are maintained without the transfer of sensitive data."</b></p> <p>- Dharmendu Damany, Chief Technology Officer, Carestream Health</p> <p><a href="#">Case study</a></p>	<p><b>Cloud</b></p> <p><b>Create your hybrid cloud</b></p> <p>Hybrid cloud just the way you need it</p> <p><b>"The ability to increase the amount of power that we need and the amount of processing capacity we have—and knowing beforehand how much money it will cost—that is excellent. That is the biggest benefit we have with HPE GreenLake."</b></p> <p>- Cesar Mejias, CIO, Garrigues</p> <p><a href="#">Case study</a></p>	<p><b>Security</b></p> <p><b>Secure your data</b></p> <p>Only the right level of security will do</p> <p><b>"An on-premises solution allows us to more easily guarantee compliance with patient data protection regulations."</b></p> <p>- Edwin José Flórez Osorno, ICT Analyst, San Vicente Fundación Hospital</p> <p><a href="#">Case study</a></p>
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## Delivering business outcomes

<p><b>Financial services</b></p> <ul style="list-style-type: none"> <li>35% capital expenditure reduction with 3-year ROI</li> <li>Compliance with financial services regulatory requirements</li> <li>On-premises control over data sovereignty and cybersecurity</li> </ul> <p><a href="#">YF Life</a></p>	<p><b>Public sector</b></p> <ul style="list-style-type: none"> <li>40% of all the county's businesses can now work from home</li> <li>Zero downtime in supporting critical business services</li> <li>\$19.7M savings for the county</li> </ul> <p><a href="#">Kern County Information Technology Services</a></p>	<p><b>Manufacturing</b></p> <ul style="list-style-type: none"> <li>40% faster database performance</li> <li>90% reduction in IT management time</li> </ul> <p><a href="#">Trincherio Family Estates</a></p>	<p><b>Healthcare</b></p> <ul style="list-style-type: none"> <li>Always-on access to health records</li> <li>Doubles infrastructure lifespan</li> <li>Eliminates 6 month wait to onboard new customers to Epic environment</li> </ul> <p><a href="#">Asante Health</a></p>
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## Total economic impact of HPE GreenLake



<sup>8</sup> <sup>9</sup> "The Total Economic Impact of HPE GreenLake," A commissioned study conducted by Forrester Consulting, May 2022  
<sup>10</sup> "The Business Value of HPE GreenLake Management Services," IDC, IDC white paper, sponsored by HPE, Jan 2022

## Sustainability

	<p>→ <b>50%</b> of renewable electricity sourced in our operations; on our way to 100% by 2030<sup>11</sup></p> <p>→ <b>85%</b> of tech returned to HPE is upcycled and put back into active use<sup>12</sup></p> <p>→ <b>30%</b> reduction in energy costs<sup>13</sup></p> <p>→ <b>&gt; 500</b> social and environmental responsibility audits conducted with suppliers<sup>14</sup></p>
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<sup>11</sup> HPE Living Progress Report, 2021  
<sup>12</sup> HPE Financial Services, Technology Renewal Center information, 2021  
<sup>13</sup> Energy Cost Savings of HPE GreenLake versus Traditional CAPEX Purchase Methodology reference guide  
<sup>14</sup> 2021 Living Progress Data Summary, 2022

## HPE GreenLake expertise

### Advisory & Professional Services

**Recognized expertise**

**A leader in:**

<b>IDC MarketScape:</b>
Business and industrial IoT services <sup>15</sup>
Digital workspace services <sup>16</sup>
Artificial intelligence IT infrastructure services <sup>17</sup>
Network consulting services <sup>18</sup>
Worldwide support services <sup>19</sup>
Data center transformation services <sup>20</sup>

**>5,000** engagements per year

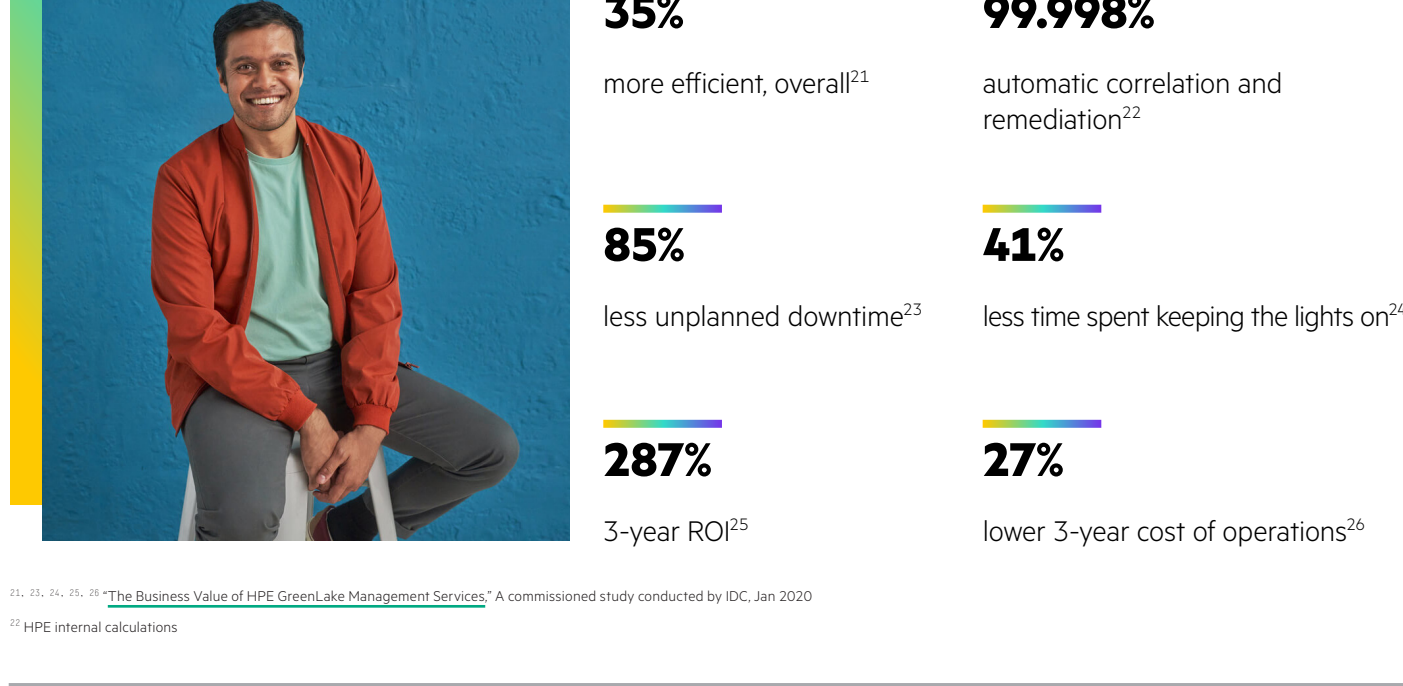
**>1,000** hybrid cloud transformation annually

**HPE Edge-to-Cloud Adoption Framework** and services



<sup>15</sup> "IDC MarketScape: Worldwide Business and Industrial IoT Consulting and Systems Integration Services 2020 Vendor Assessment," IDC, Mar 2020  
<sup>16</sup> "IDC MarketScape: Worldwide Digital Workspace Services 2020 Vendor Assessment," IDC, Mar 2020  
<sup>17</sup> "IDC MarketScape: Worldwide Artificial Intelligence IT Services 2021 Vendor Assessment," IDC, Aug 2021  
<sup>18</sup> "IDC MarketScape: Worldwide Network Consulting Services 2021 Vendor Assessment," IDC, Aug 2021  
<sup>19</sup> [hpe.com/getdoc.jsp?containerId=pr0122328emw7from=app&action=search&isFutureVersion=true](https://www.idc.com/getdoc.jsp?containerId=pr0122328emw7from=app&action=search&isFutureVersion=true)  
<sup>20</sup> "IDC MarketScape: Worldwide Datacenter Transformation Services and Integration for Applications and Infrastructure 2020 Vendor Assessment," IDC, May 2020

## Management and support services



<sup>21</sup>, <sup>22</sup>, <sup>23</sup>, <sup>24</sup>, <sup>25</sup> "The Business Value of HPE GreenLake Management Services," A commissioned study conducted by IDC, Jan 2020  
<sup>26</sup> HPE internal calculations

**For the fourth consecutive year HPE GreenLake Management Services has won the Technology & Services Industry Association (TSIA) Award<sup>27</sup>**

**As an HPE Platinum Partner, Möbius Partners can help guide you in the right direction based on your unique environment. Questions?**

[info@mobiustpartners.com](mailto:info@mobiustpartners.com) | 888.834.5531 | [mobiustpartners.com](https://mobiustpartners.com)

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