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**Hewlett Packard  
Enterprise**



# **SIMPLIFY YOUR HYBRID MICROSOFT AZURE CLOUD**

HPE Operational Services for Microsoft Azure public cloud and Azure Stack Hub

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**Do you want public cloud agility and simplicity with on-premises security and control? Now you can have both with a hybrid Microsoft Azure cloud. Procure Microsoft Azure public cloud subscriptions through Hewlett Packard Enterprise, or host Azure consistent services in the security of your own data center with Microsoft Azure Stack Hub services on-premises. Regardless of the Right Mix public or private cloud you choose, HPE Operational Services can help optimize your Microsoft Azure hybrid environment.**

#### Hybrid cloud is the future

IT is in the midst of transformation as enterprises look to drive down cost and increase efficiency.

#### HPE Operational Support Services with Microsoft Azure hybrid cloud—the complete portfolio

##### HPE Proactive Care for HPE ProLiant for Microsoft Azure Stack Hub

##### HPE Foundation Care with Microsoft Azure includes:

- Microsoft Azure public cloud or Azure Stack services subscription
- HPE Foundation Care for Microsoft Azure hybrid cloud services

##### HPE Datacenter Care with Microsoft Azure can include:

- Microsoft Azure hybrid cloud services subscriptions
- HPE Datacenter Care for Microsoft Azure
- HPE Datacenter Care Specialist Advice for Microsoft Azure
- HPE Datacenter Care—Operational Support Services (DC-OSS) for Microsoft Azure

##### HPE GreenLake with Microsoft Azure Stack Hub can include:

- Microsoft Azure and Azure Stack cloud services subscription
- HPE Datacenter Care for Microsoft Azure
- HPE Datacenter Care Specialist Advice for Microsoft Azure
- HPE Datacenter Care—OSS for Microsoft Azure

## SIMPLIFY AND CONTROL ADOPTION OF THE CLOUD IN YOUR ENTERPRISE

Modern cloud computing technology can simplify IT tremendously and deliver significant business benefits, but the complexity of yet another vendor, technology, language, and procedure, can be daunting. Some organizations have specific security, compliance, performance, and cost requirements that limit their use of the public cloud. A hybrid strategy is the way to go, but only if it's simple and secure.

HPE and Microsoft are working closely to empower customers through the Microsoft Azure hybrid cloud. We're enabling enterprises to operate workloads that belong in the cloud and leverage PaaS for cloud native app development. At the same time, we're helping you gain Azure service consistency along with on-premises security and control with the HPE ProLiant for Microsoft Azure Stack Hub platform and Microsoft Azure Stack Hub subscription services from HPE. Leveraging HPE Pointnext Services expertise, services, and global support, we can help you to find the Right Mix of public and private cloud, strategically deploy cloud services, simplify Hybrid cloud operations, and achieve best use of your Microsoft Azure hybrid cloud solution.

Operational Services for Microsoft Azure from HPE Pointnext Services can help you achieve these benefits—and enhance your overall experience with the technology.

## HPE OPERATIONAL SERVICES FOR MICROSOFT AZURE HYBRID CLOUD

HPE Operational Services for Microsoft Azure benefit today's enterprise customers by offering one trusted partner for your Azure operational needs, including subscription procurement, support, guidance, monitoring and out-tasking, and optimization.

These services are aligned with HPE's overall Operational Services portfolio—HPE Proactive Care, HPE Foundation Care, HPE Datacenter Care, and HPE GreenLake—to give you more options as you determine the right experience. Working with HPE as your CSP, you can get Azure public cloud services and Azure Stack Hub services—all from one Hybrid cloud partner. You can also build in the level of support you need to optimize your solution by choosing from the following:

**HPE Proactive Care for the HPE ProLiant for Microsoft Azure Stack Hub**—HPE Pointnext Services delivers enterprise-class support for your hybrid cloud with an integrated set of reactive and proactive services designed to help improve the stability and operation of your HPE ProLiant for Azure Stack Hub solution.

**HPE Datacenter Care for Microsoft Azure**—For customers moving to or already using HPE Datacenter Care for personalized services for their IT environment, HPE Datacenter Care for Microsoft Azure adds onboarding and advanced remediation support for certain Microsoft Azure



public cloud and Azure Stack Hub services. And because HPE Datacenter Care can deliver support across your entire environment, this service level can provide end-to-end, on- and off-premises support for truly Hybrid cloud configurations. HPE Datacenter Care provides a single point of accountability, backed by HPE experts and our very large ecosystem of partners and resources. With access to an advanced call experience, centers of excellence, and unmatched global resources, HPE HPE Datacenter Care is the right choice for customers looking to reduce risk and get the most from your Azure investment.

With the HPE Datacenter Care offering, you can also opt into additional levels of support, including:

- **HPE Datacenter Care Specialist Advice for Microsoft Azure**—Get personalized guidance from an assigned Azure specialist who can help you avoid problems, manage change, and minimize cost. This expert will work alongside your HPE Datacenter Care account team to provide advice and coaching about how to generate the most value from your hybrid Microsoft Azure hybrid cloud.
- **HPE Datacenter Care—Operational Support Services (DC-OSS) for Microsoft Azure**—Monitor and out-task routine administrative tasks associated with the various Microsoft Azure cloud services. For example, with the Azure virtual machine service, DC-OSS management can provision, delete, resize, monitor, and troubleshoot VMs in Microsoft Azure. With DC-OSS, you can have HPE Pointnext Services teams monitoring and managing Azure services in the cloud the same way that we monitor and manage infrastructure in your data center.

**HPE GreenLake with Microsoft Azure**—Include certain Azure Stack Hub and Microsoft Azure cloud services in your HPE GreenLake agreement. HPE GreenLake is a service from HPE that provides the capacity you need in your data center, so you don't have to guess whether you can take on the next project, business opportunity, or new customer. This provides private and public cloud capacity under one contract, one monthly invoice, one usage and reporting portal, and the same level of support that you would get with the HPE Datacenter Care offering. HPE GreenLake supports the HPE ProLiant for Azure Stack Hub, offering variable payment above the minimum commitment, within the current boundaries of the Azure Stack Hub configurations.

**HPE Foundation Care for Microsoft Azure**—For customers purchasing their Azure public cloud and Azure Stack Hub subscriptions from HPE as their CSP, HPE Foundation Care provides subscription onboarding and standard remediation support. Call HPE 24x7 for comprehensive support of your Azure public cloud and Azure Stack Hub service, and rely on our global team of HPE Pointnext Services experts for quick, efficient problem resolution.

## **TECH TRAINING FOR MICROSOFT AZURE STACK HUB**

Better business results through Microsoft Azure Stack Hub training from HPE Education Services—Knowing what you can do with Microsoft Azure Stack Hub is step one. Step two is knowing how to do it. HPE Education Services offers a broad range of in-depth training courses to address your hybrid cloud plans for building and managing your Digital Enterprise. We provide comprehensive training support for HPE Hybrid Cloud infrastructure, as well as comprehensive training for Hybrid Cloud infrastructure with Microsoft Azure Stack Hub to successful and rapidly deploy your enterprise Hybrid Cloud solution. We combine business insight, hands-on experience, and technical expertise to equip your team and fine tune your Hybrid Cloud solution.

## **MANAGEMENT OF CHANGE SERVICES FOR MICROSOFT AZURE STACK HUB**

Our MoC practice is designed to assist companies to achieve the desired business results of technology change and investment, by proactively preparing and supporting people through the change and minimizing known causes of failed technology adoption. HPE's education consultants start the MoC engagement by working with your project team, to identify the impacts on all business functions and levels from executives through management teams and the workforce. Working with company stakeholders, a project is created, which addresses those impacts and the coherent implementation of the accepted solution in a timely manner. Communications and skills requirements are considered, with tailored plans created that support the specific project results that are intended for the business.



# > 90%

More than 90% of the Fortune 100 companies trust the HPE Services global team of experts

IDC research shows:

Technology vendors provide better training in four categories:

**Quality, Offerings, Delivery, and Services**

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## SIMPLIFY YOUR PATH TO HYBRID CLOUD WITH GUIDANCE FROM HPE

Services from HPE Pointnext Services are designed to help you integrate and use the ProLiant for Azure Stack Hub and Microsoft Azure services as simply, quickly, and effectively as possible. Whether you're an existing HPE Datacenter Care or HPE GreenLake customer who wants to bring Microsoft Azure cloud services into your environment, you're looking to build on-premises Azure cloud capabilities with HPE ProLiant for Microsoft Azure Stack Hub, or you're simply searching for an authorized Microsoft CSP, HPE Pointnext Services has the technical expertise and experience to get you to your desired hybrid state with minimal pain and maximum results. You'll experience:

- **Better governance** with greater visibility into Microsoft Azure usage within your organization.
- **Improved alignment of cost to business value** with a variable consumption model for IT. You can manage cash flows more effectively and enable chargeback.
- **One source for Hybrid cloud** with a simplified, manageable way to procure services, under one contract, with unified billing.
- **Cost optimization** with help from one independent and trusted advisor who is focused on what you need for your business. We are experts in multi-cloud environments and can best advise on the Right Mix of on- and off-premises workload placement, especially in multivendor environments.
- **Risk mitigation** with the backing of HPE Pointnext Services experts who can help you avoid configuration challenges, proactively address change management issues, and provide guidance about rapid incident response if problems occur.
- **Extreme scalability** to meet unanticipated growth. Don't get stuck without capacity. Scale your hybrid solution as needed.
- **More capacity for innovation.** Free up internal resources to focus on productivity, rather than busy work. Let HPE Pointnext Services do routine work in your data center, while you focus on innovation.
- **Fast ramp up** to Microsoft Azure optimization. There's a learning curve with Azure. HPE can help you quickly get started, trained, and using cloud services effectively.

## CHOOSE HPE AS YOUR GO-TO HYBRID CLOUD PARTNER

Forward-thinking businesses understand that the cloud—and Microsoft Azure, in particular—is a necessary part of any hybrid strategy. What's not so clear is how to best incorporate its use into your enterprise. Get the help you need, while radically simplifying your experience with Azure, by turning to one trusted partner, one source for Microsoft Azure integration and support.

The professionals at HPE Pointnext Services have years of experience helping customers plan, implement, and manage the Right Mix hybrid environment. We simplify Hybrid cloud through a portfolio of services that help you transition to and get the most from your Azure investment.

## LEARN MORE AT

[hpe.com/services/datacentercare](https://hpe.com/services/datacentercare)

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