

HPE GreenLake for Higher Education

A new kind of cloud-like consumption-based model featuring on-premises IT with cloud-like economics

Pay for What You Use | Secure | Predictable | Hybrid IT Solutions



IT is taking on a consumption-based model.
40% of infrastructure will be procured on a consumption basis by 2020.¹

HPE GreenLake Advantages

- Cloud-like economics
- On-premises
- Reduced latency
- Ease of moving your data without penalties

Cloud in Higher Education

Investment in cloud by academic institutions is growing, especially as colleges look to extend digital innovations and academic quality to attract and retain the best and brightest students. As a result, IT is being tasked with building out a cloud portfolio that makes the latest applications, information and tools securely available to students, faculty and the broader academic community, wherever and whenever needed. Most are buying into the cloud—with the promise of a better experience at lower costs, flexibility to scale, and the capability of evolving with changing requirements. However, becoming a broker of cloud, especially in higher education, brings with it a host of new complexities.

Discover Your Right Mix

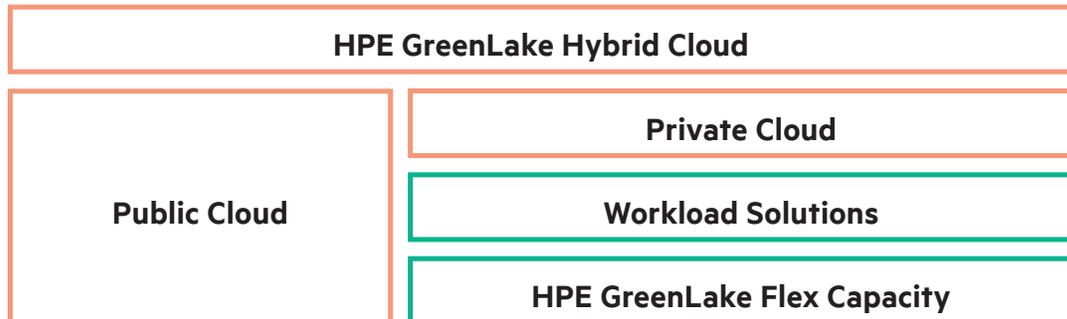
The challenge is in striking the right balance of public, private and **hybrid cloud**, as well as traditional infrastructure. Adding **cloud services** aligned with a specific task, function or workload can often present new and unforeseen costs, complexity and risk if not aligned with a broader, multi-cloud strategy. There is a myriad of

considerations to take into account, from mission to financial to technical to functional, some of which include:

Identifying when to keep specific data and workloads **on-premises** to meet security, compliance, and/or governance requirements

- Preventing data silos from forming due to disjointed cloud offerings
- Controlling costs, paying particular attention to SLA restrictions associated with data migration fees and vendor lock-in that are common with many public cloud services
- Ensuring that sensitive information such as research data remain protected, accessible, and transient so that faculty, students and external collaborators have access when and where needed
- Provisioning more or less storage as the amount of data fluctuates from short- and long-term initiatives

In building out your **cloud strategy**, consider **HPE GreenLake**—a new kind of consumption-based IT model designed to meet the needs associated with an on-premises model while delivering cloud-like economics.



A New Kind of Cloud

HPE GreenLake is a **consumption-based IT solution** that enables you to keep your workloads on-premises while benefiting from cloud-like economics. You pay only for what your academic institution uses² with an elastic IT environment that is built on your terms. And the data is yours, so if you need to move it, you can do so freely and without penalty.

Speed Time to Value

Technologies like AI and **IoT** are making inroads on college campuses, but supporting these types of data-intensive, and often short-term pilot initiatives from an IT perspective are challenging. You don't want to have to purchase new hardware to meet a short-term demand, or lock into data usage rates that might well exceed your requirements. Or what happens when administration requests a speedy roll-out of a platform to support a system-wide service or application? With HPE GreenLake, response can happen quickly:

- Provide capacity in minutes, not months
- Gain unlimited flexibility—modify specifications with simple change orders
- Avoid long procurement processes

Improve IT ROI

Often IT budgets and resources are limited. Making the most of IT investments is always top of mind. That's where the value of HPE GreenLake comes into play with the following:

- Avoid the capital investment
- Pay for use (no true-up required)²
- Free up IT staff for mission innovation
- Avoid costly overprovisioning
- Align cost to demand

Reduce Risk

According to a recent Educause survey, security continues to be the top concern among higher education CISOs.³ Reduce risk of cyberattacks and breaches with HPE GreenLake with infrastructure that remains behind your firewall as well as your physical wall. Because utilization risk is shared with HPE, you can free up IT staff for innovation.

Manage Your Consumption Experience

Think of HPE GreenLake as the glue that ties your multi-cloud portfolio together (Figure 1). With it, you can:

- Run your public cloud(s)
- Run your private cloud stack(s)
- Consume top workloads
- Consume infrastructure on-premises
- Surge or optimize on- or off-premises
- Always have enough capacity for growth
- Rely on one support provider, invoice, and contract

Take the Next Step

End wasteful investment. Instead opt for future efficiency by being able to provision with precision for today, not tomorrow, using an agile and fast cloud model that enables you to adapt to mission change and incur costs only as benefits are realized.

Learn more at
hpe.com/greenlake

2. Minimum commitment may apply

3. <https://library.educause.edu/topics/cybersecurity>

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