5 Key Questions
To Ask Every Consumption-Based IT Vendor

#1 What is your real consumption model? 
Make sure your team can answer explicitly “Pay for what you use.”

#2 Do you offer metering? 

#3 How deep is your portfolio? 

#4 How long have you been doing this? 

#5 Do I get the right services with that? 

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Organizations of all sizes and lines are moving to on-premises as-a-service (PaaS) model – on premise, on cloud, and in the cloud. That’s because they see greater scalability and the ability to pay only for what is used and not shelling out the money tied up with owning IT.

Not all consumption-based IT vendors are the same. The choices are high, so choose wisely.

What to look for: Pay per use

- Avoid vendor lock-in. Check unused assets in actual or virtual storage.
- Flexible price plans and discount structures
- Metering that reflects cost of capital

What to look for: True metering

- Metering should cover all your usage and charges, not just specific services
- Includes usage from all (on-premises, on cloud, hybrid)
- Metering that reflects cost of capital

What to look for: As-a-service

- Vendors should offer a wide array of as-a-service offerings that span the spectrum of services
- Includes business outcomes
- Metering that reflects cost of capital

What to look for: Experience (period)

- Customers are seeking expertise they don’t have
- Requires a trusted advisor
- Metering that reflects cost of capital

What to look for: Trusted advisor

- A service provider should offer end-to-end implementation and maintenance services
- Must be aligned with your strategy
- Metering that reflects cost of capital

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1. Minimum commitments may apply
3. Gartner, Ten Moves to Lower Your AWS IaaS Costs, FOUNDATIONAL Refreshed: 15 October 2018 | Published: 25 April 2017
7. The Total Economic ImpactTM of HPE GreenLake Flex Capacity, a commissioned case study conducted by Forrester Consulting on behalf of HPE, May 2018

As organizations move to an as-a-service IT model – on-premises, at the edge, and in the cloud – they see greater scalability and the ability to pay only for what is used. And not shelling out the money tied up with owning IT.

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