



# Get Better Than Cloud Benefits On-Prem With the HPE GreenLake Edge-to-Cloud Platform

**Boost Operational Flexibility,  
Agility, and Performance With  
Möbius Partners and HPE**

## Executive Summary

While most data still resides on-premises for many organizations, other types of data that are collected, processed, and managed at the edge — outside of traditional data centers or public clouds — are expected to grow significantly in the near future.

Gartner estimates that by 2025, more than 50% of enterprise-managed data will be created and processed at the edge, outside the traditional data center or cloud.<sup>1</sup>

In order to modernize and simplify their overall data and application strategies, organizations must overcome key hybrid cloud and data management challenges, including ensuring end-to-end security, data accessibility, application portability, cost visibility, and capacity planning.

This eBook will examine the growing need for as-a-service consumption-based IT models and discuss how HPE GreenLake Services from Möbius Partners can help address major transition barriers related to aligning financial models, locking in end-to-end security, unifying operations, and developing full visibility and control across hybrid cloud environments.

## Table of Contents

1. Executive Summary
2. Introduction
3. Addressing Edge-to-Cloud Needs Across Cloud and the Data Center
4. Making a Business Case for As-a-Service and Sustainability
5. Position Yourself for Success With the HPE GreenLake Edge-to-Cloud Platform
6. Why Möbius Partners

## Introduction

Following the COVID-19 pandemic, businesses rapidly deployed new technologies to keep pace with accelerated digital transformation plans. Now, leadership teams and line-of-business executives are expecting their IT counterparts to be more agile, more adaptable, and more able to deal with evolving consumer demands.

However, many questions remain: *How are IT leaders dealing with increasingly complex technology deployments? In what ways have they adjusted or adapted their cloud migration plans? How are cloud architectures prioritized in their operating environment? Does their current infrastructure bring all the benefits of cloud economics on-premises?*

As a Hewlett Packard Enterprise Platinum Solution Provider, Möbius Partners can dig in and understand your business. Möbius Partners' "Groovers" can show you why the HPE GreenLake edge-to-cloud platform is the right solution, help you anticipate challenges and address them before they impact your business, work as an extension of your team, and deliver a best-in-market customer experience.

## The Rising Demand for Consumption-Based IT

As digital transformation projects have accelerated in response to dynamic market forces, the pressure is on for IT leaders to do more with less and do it faster. IT departments need to consume infrastructure rather than procure; manage rather than administer; and finally, control rather than support the IT provisioning for their business.

Consumption-based IT models are designed to allow organizations to only pay for what they use; gain insights into capacity requirements; quickly scale as needed without risking infrastructure integrity; and easily deploy workloads to help make a complex hybrid cloud environment function and feel like an as-a-service environment.

Some key market trends influencing the way companies deploy technology to enable innovation and agility include:

- **Full platform coverage** to align all their edge, data center, and colocation needs
- **Everything-as-a-service** to gain a new level of breadth in global coverage, technology offerings, performance, and vertical industry knowledge
- **A unified and trusted data source** to bolster classification and data protection capabilities
- **Improved hybrid cloud operations** to avoid repetitive tasks across multiple locations, ensure consistent policies, reduce data silos, and speed time to value
- **Adopting cloud, virtualization, and software capabilities** to attain the agility and flexibility needed to advance their hybrid cloud journey
- **Advancing sustainability** to help create more value for customers and partners by meeting environmental, social, and governance goals
- **Streamlined subscription and consumption models** to gain more granular visibility into usage and spending, align spending more efficiently, and improve overall business outcomes

By moving from a costly CapEx model to a variable cost structure, the overall effect is similar to a public cloud-like experience that allows you to keep tighter control on your operations in-house. According to an IDC report, 60% of businesses will use flexible, lower-cost IT consumption models by 2023.<sup>2</sup>

## Addressing Edge-to-Cloud Needs Across Cloud and the Data Center

In parallel to the accelerated digital transformation, organizations now have to transform the ability of their existing infrastructure to meet the demands of data growth, edge expansion, the Internet of Things, and distributed workforces.

Demonstrating the magnitude of today's data distribution challenge is IDC's prediction that 30.9 billion edge devices will generate 73.1 zettabytes of data globally by 2025.<sup>3</sup>

Today, modern businesses need an edge-to-cloud platform that can combine security, visibility, ease of management, data accessibility, application portability, and as-a-service consumption predictability — all from one unified console.

Edge-to-cloud platforms are designed to bring the cloud experience to all of an organization's apps and data, regardless of where they may reside with a consistent, secure user experience. It offers a unified experience with the same agility, simplicity, and flexibility across an organization's entire hybrid cloud environment.

This means organizations no longer have to make compromises to run their mission-critical apps, and crucial data services can leverage both on-premises resources and the public cloud.

### Edge-to-cloud offers businesses several benefits, including:

- **Enhance agility and flexibility** to capitalize on market opportunities, accelerate time-to-market for new products, and more.
- **Develop hybrid cloud strategies** and quickly switch between them as business and market conditions change.
- **Modernize applications and infrastructure** to achieve the benefits of container technology, including savings in compute and memory usage, accelerated application development, and run-anywhere portability.
- **Leverage the power of hybrid cloud environments** without the complexities.
- **Realize the transformational value of apps and data** with the ability to create and clean data lakes and extract vital information through analytics and AI.



## Challenges in Today's Modern Enterprise

- **Aligning financial models to cloud usage:** IT budgets are shrinking, and organizations are looking for new ways to boost innovation and do more with less.
- **Streamlining data and application transformation:** Organizations need, but often lack, the ability to gain access to all their data, no matter where it resides.
- **Gaining full visibility and control across edge-to-cloud implementation:** The lack of full visibility and control often results in blind spots, overspending, and uneven data and application performance, which impedes optimization of hybrid cloud capabilities.
- **Optimizing capacity planning:** IT decision-makers need to avoid errors that can result in too much spending on overestimated capacity, as well as any upgrades, fixes, and penalties that stem from underestimating capacity.

# Making a Business Case for As-a-Service and Sustainability

## As-a-Service

While the cloud promises to speed up delivery of new applications, organizations' efforts to accelerate digital transformation efforts have become more complicated, expensive, and slow.

In addition, today's applications and data remain largely in the data center while growing exponentially at the edge. Consequently, organizations have had siloed, inconsistent hybrid estate experiences, and are unable to control and visualize costs and risks.

As-a-service models provide the greater agility, flexibility, and speed needed to keep up. By supplying organizations with scalable, consumption-based services, businesses can reduce upfront IT investment, enhance client flexibility, and allow access to the latest technologies without costly, lengthy implementations.

However, switching to an as-a-service model means taking the focus off the functional roles of IT and enabling IT to better align with business and customer-centric goals. Seven major areas companies should address in their strategic plan when moving to as-a-service include:

- **Technical infrastructure and architecture**
- **IT management framework**
- **Application management**
- **Finance**
- **Culture/people**
- **Service management**
- **Process**

## Sustainability

As businesses harness more data to achieve their objectives, the expanding compute and analytic needs are restricted by resource limitations — such as power, space, cooling, and even financial flexibility — making the value of efficient IT skyrocket.

For power-constrained data centers, more efficient IT operations use less energy, require less cooling capacity, and reduce the need for backup UPS and diesel generators. This reduction can free up new capacity and reduce costs for IT leaders.

Environmental concerns are becoming increasingly central to the decision-making process of investors, consumers, and corporations alike. Today, organizations leverage sustainability as a catalyst for brand differentiation, game-changing optimization, and smarter economics.

According to a recent HPE Customer Survey, 89% of organizations say they want to lower overall IT energy consumption and monitor it more closely.<sup>4</sup> Here are a few ways sustainability benefits your business:

- **Reduce CapEx and OpEx.**
- **Shrink your footprint and energy use with real-time visibility and automation.**
- **Recover end-of-use value to fund innovation projects and embrace the circular economy.**
- **Gain operational efficiencies while freeing staff.**
- **Protect brand value with confidence and resilience in your supply chain.**
- **Align your practices with customers' values.**

## Position Yourself for Success With the HPE GreenLake Edge-to-Cloud Platform

The HPE GreenLake edge-to-cloud platform makes the modern cloud experience possible everywhere — across edges, colocation facilities, data centers, and hybrid clouds. This platform enables organizations to transform and modernize their workloads to a cloud operating model, optimize and secure applications from edge to cloud, and achieve a future-ready position capable of addressing and leveraging all forms of data, regardless of location.

With HPE GreenLake, IT leaders can finally do more with less. Sophisticated metering enables accurate and transparent pay per use billing that scales up and down with usage. And with 24x7 monitoring and management, the HPE GreenLake platform takes on the heavy lifting associated with managing the overall infrastructure.

You can't send everything to the cloud, but you can bring the cloud experience to everything. Here are four reasons to choose HPE GreenLake:

- 1. Transform and modernize your infrastructure.** Get the point and click, self service, and on demand cloud experience, resource elasticity, and a pay per use model for your on premises IT.
- 2. Achieve superior control and insight.** Enhance governance, control, security, and visibility with comprehensive compliance capabilities, along with cost analytics and insights to optimize costs.
- 3. Unite your hybrid cloud experience.** Unify the experience across your hybrid environment, transforming IT operations to cloud operations.
- 4. Monitor IT controls for security, risk, and compliance.** Quickly mitigate risks, streamline audits, identify compliance failures and risks before they impact the business, and stay current with the latest controls.

HPE GreenLake features a broad portfolio of cloud services, such as machine learning operations (MLOps), containers, storage, compute, VMs, data protection, and more, delivered to your facility in as little as 14 days with no upfront cost.

## Achieve Sustainability and Financial Goals With HPE GreenLake

Accomplish more while realizing economic and environmental savings with HPE GreenLake consumption-based solutions and services delivered entirely as-a-service. Organizations can transform their operations while driving efficiency, lowering overprovisioning costs, and achieving their sustainability goals with HPE GreenLake.

### The HPE approach to IT sustainability includes:

- Significantly reducing OpEx and CapEx
- Providing energy efficiency gains from tech refreshes
- Gaining near-real-time usage information for higher utilization
- Accelerated asset upcycling services, already built-in

### HPE GreenLake by the numbers:

**80%** shorter time to deploy IT projects with capacity on demand<sup>5</sup>

**45%** lower TCO for infrastructure by eliminating overprovisioning<sup>5</sup>

**85%** less unplanned downtime with AIOps capabilities and management expertise<sup>6</sup>

**65%** operational savings from freeing up IT resources for more strategic initiatives<sup>7</sup>

HPE GreenLake delivers **cloud services** from HPE and Möbius Partners



Through a hybrid cloud **platform**



At your **choice of location**



Brings the **cloud experience** to all your apps and data



Get **better than cloud benefits** without sacrificing security, performance, or control

## Why Möbius Partners

Möbius Partners has been working closely with HPE for nearly 25 years, helping customers operationalize IT spending, refocus their resources, and improve provisioning to increase savings. With years of proven expertise in private cloud — including solutions, strategy, and automation/orchestration — the “Groovers” at Möbius Partners make IT as painless as possible with a shared sense of urgency and a customer-centric approach.

HPE GreenLake — managed for you by highly experienced, highly tenured, flexible Möbius Partners staff that works as an extension of your team — allows organizations to get better than cloud benefits on-premises without sacrificing security, control, or performance.

Learn more about the broad range of HPE GreenLake Cloud Services that Möbius Partners can provide to accelerate your competitive advantage, strengthen operational excellence, and streamline the hybrid cloud experience.



## Bring the Cloud Experience to Your Apps and Data With Möbius Partners

Möbius Partners, a Hewlett Packard Enterprise Platinum Solution Provider, specializes in hybrid IT solutions. We're a minority-owned company that provides advanced, strategic, and modern data center technologies backed by expert staff, guidance, and craftsmanship. Möbius Partners helps customers innovate, transform, and achieve positive business outcomes. We have the ability to engage and add value with all aspects of IT, from strategy to planning, application delivery, and operations. Our “Groovers” can show you why HPE GreenLake is the right solution, help you anticipate challenges and address them before they impact your business, work as an extension of your team, and deliver a best-in-market customer experience.

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<sup>1</sup> Gartner Inc., “Predicts 2022: The Distributed Enterprise Drives Computing to the Edge,” Oct 2021.

<sup>2</sup> Futurum Research, “Why Everything-as-a-Service? Why HPE?” Jan 2020.

<sup>3</sup> Futurum Research, “Why Edge-to-Cloud Platform? Why HPE?” Dec 2022.

<sup>4</sup> Hewlett Packard Enterprise, “HPE Customer Survey,” April 2020.

<sup>5</sup> Forrester Consulting, “The Total Economic Impact of HPE GreenLake,” May 2022.

<sup>6</sup> IDC, “The Business Value of HPE GreenLake Management Services,” Jan 2020.

<sup>7</sup> Hewlett Packard Enterprise, “HPE GreenLake: the key facts and figures,” 2023.



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