How to better sell HPE GreenLake consumption IT

A quickfire of everything you need to know when it comes to selling HPE GreenLake consumption IT to your clients.

What is HPE GreenLake?

- **A hybrid cloud solution –** including all the benefits of public cloud and security and control of on-premise IT

- **Pay-per-use service –** for a cost effective, fair and flexible outcome

- **Consumption-based –** so users can scale up or down as and when required, and manage IT on their own terms

What problems does GreenLake solve?

- Maintaining complex IT infrastructures that are time-consuming and costly

- Inefficient operations

- The feeling that current operations are hindering growth and halting transformation

- Lack of IT resource

What HPE GreenLake questions will I be asked?

- **What is the set-up process?** As part of our HPE GreenLake package, HPE installation services are bundled within the solution. Once installed, the HPE GreenLake software is deployed by the UDM within 30 days.

- **How long does it take to implement?** Typically it should take the same amount of time as an upfront CAPEX traditional purchase.

- **Where can I find out about my usage?** HPE GreenLake offers a consumption analytics portal which shows usage direct from HPE with updates from UDM.

- **How does pay-per-use work?** HPE plan's ahead of demand so that there is always a "buffer" of ready capacity in the data center. This cuts the cost of overprovisioning, eliminating downtime and performance issues caused by lack of capacity.

- **Will I be better off with HPE GreenLake?** Yes, businesses see the benefit of freeing up cashflow to be re-invested into innovation and growth. With HPE GreenLake you get additional capacity in minutes, not months, and you pay for what you use (subject to a minimum commitment usage).

What are the main selling points of HPE GreenLake?

- Cloud-like experience with security and control of on-premise IT

- Access to HPE Pointnext experts to help deploy, install and manage the solution

- Scalability ahead of demand with HPE GreenLake Flex Capacity, saving between 20-33% in overprovisioning

- Cost-effectiveness with no expensive upfront equipment purchases

- HPE GreenLake Central for usage overviews for complete transparency

- The security and privacy of on-premise infrastructure

- The ability to manage IT on their own terms

Why choose Tech Data for HPE GreenLake?

- StreamOne offers access to other cloud solutions including AWS, Azure and Google

- Higher ROI passing from Tech Data, to partners to end users

- Tech-as-a-Service providing access to a range of Tech Data Services on a pay-per-month basis

Want to know more?
Talk to your Tech Data account manager today.

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