

HPE GREENLAKE CLOUD SERVICES

Discover Announcement News—Workloads and Ecosystem

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At HPE Discover 2021, Hewlett Packard Enterprise announced new vertically optimized HPE GreenLake cloud services designed to deliver the cloud experience for the applications and workloads that organizations rely on to run their businesses. Available as cloud services on-premises, at the edge, or in colocation centers, these services include managing electronic medical records, financial payments, risk management, machine learning operations (ML Ops), SAP®, Microsoft Azure Stack HCI and Microsoft SQL Server, 5G core for Telco, Epic, Splunk, and more. The HPE GreenLake edge-to-cloud platform is an industry leader in offering hybrid cloud services workloads on-premises that are designed, configured, and optimized for critical industry vertical and horizontal workloads.

HPE GREENLAKE FOR MICROSOFT AZURE STACK HCI

Q: What is HPE GreenLake for Microsoft Azure Stack HCI?

A: Azure Stack HCI is a new hyperconverged infrastructure (HCI) operating system delivered as an Azure service that provides the latest security, performance, and feature updates. We will deliver this as an HPE GreenLake cloud services to accelerate data center modernization, remote office productivity, and many edge applications.

Q: When is HPE GreenLake for Microsoft Azure Stack HCI available?

A: The service will be generally available early in 2022. Right now, we can work with early customers using the custom approach for the HPE GreenLake platform and the validated node platform that HPE offers today for Azure Stack HCI.

Q: How should we position HPE GreenLake for Microsoft Azure Stack HCI compared to HPE SimpliVity and HPE Nimble Storage dHCI?

A: While Azure Stack HCI has a hyperconverged architecture similar to HPE SimpliVity and HPE Nimble Storage dHCI, this service is specifically aimed at customers who are seeking a hybrid cloud service with the ability to directly connect to Microsoft Azure.

HPE GREENLAKE FOR MICROSOFT SQL SERVER

Q: What is HPE GreenLake for Microsoft SQL Server?

A: Microsoft SQL Server is the top workload for our data platforms, with installations in the thousands. We can implement Microsoft SQL Server within the HPE GreenLake platform, delivering the standard experience—scalable, pay per use, and optionally managed for the customer.

Q: Do we have pre-defined platforms?

A: Yes, the storage business unit has drawn on its data from the installed base to build configurations in various sizes, which are perfect to get started with. And with HPE GreenLake Central we'll use the usage data and capacity management to provide our customers with the capacity they may need, ahead of demand while eliminating overprovisioning.

Q: What are the different configurations useful for?

A: The different configurations offer a variety of compute performance levels and capacity sizing.



HPE GREENLAKE FOR DATA PROTECTION WITH VEEAM

Q: What is new with the HPE GreenLake with Veeam solution?

A: We are offering customers validated, sized configurations for Veeam data protection use cases based on the HPE Apollo 4000 platform. This solution will provide customers with a scalable, simplified, and fast data protection service for rapid backups and restores of critical applications and workloads. It also includes cost-efficient density with hundreds of terabytes of local storage capacity and the compute capacity to run a Windows OS, all in a proven, expandable cloud platform.

HPE GREENLAKE WITH NUTANIX

Q: What are we announcing with Nutanix?

A: HPE GreenLake has enhanced the Nutanix cloud services with new modular metered solutions in databases and end-user computing. The enhanced Nutanix Era services help customers modernize, consolidate, and automate multi-database management and operations. In addition, HPE GreenLake with Nutanix now supports file and object storage along with block storage providing a hyperconverged, private cloud ready for any data type.

Q: When will these new capabilities be available?

A: These new offerings will launch as part of the HPE GreenLake with Nutanix NSI 2.0 with a first quote date (FQD) of July 6, 2021, and a first ship date (FSD) of July 29, 2021.

HPE GREENLAKE PLATFORM FOR INDUSTRY WORKLOADS

Q: What new workload platforms are we announcing?

A: We are announcing a few and emphasizing a few to show our leadership beyond infrastructure. These are workload-optimized platforms for apps and data that run our customers' businesses. They are cloud services that bring validated configurations, management services, and cloud experience for flexibility and optimized for quality delivery. We're talking about workloads for electronic medical records (EMR) with Epic, payments in FSI with Lysis, real-time risk management with Splunk, and emphasizing our work on core 5G platforms for Telco customers, SAP, and HPC. While our competitors are working out their services to deliver basic infrastructure, the HPE GreenLake platform is delivering on the workloads that customers depend on for their business outcomes.

Q: What is HPE GreenLake for Epic?

A: For the most critical healthcare workloads that demand the utmost security and compliance, we are introducing HPE GreenLake for electronic health records (EHR) for market-leading Epic EHR application. EHR is a huge investment made by hospitals and healthcare systems, and many organizations require the data to stay in a private, highly secure, on-premises facility. HPE has specific configurations and management services that enable us to comply with the Epic Honor Roll standards to make it easy for healthcare organizations to move to the HPE GreenLake platform.

Q: What is HPE GreenLake for payments?

A: Based on HPE NonStop, which powers some of the largest payment systems globally, this platform is tailored to Lysis TANGO, a modern payments platform that makes it easy to incorporate contactless and other payment types but robust enough to scale—tested at 10,000+ TPS.

Q: What is HPE GreenLake for Splunk?

A: Tailored to Splunk, HPE uses NVMe memory capabilities, scalable configurations, and management services to enable Splunk at any size. These datasets can be large and private. Many of HPE's banking customers have pointed out that they would rather bring the cloud to the data versus bringing the data to the cloud. By incorporating HPE Ezmeral Runtime, customers gain efficiency, the flexibility to scale the Splunk intake, and to position it to many use cases. That means that a per server ingest rate of 500 GB of data per day can now scale to 8.7 TB. That's a 17x improvement over a typical legacy implementation.¹

¹ Based on Splunk, Intel®, and HPE testing with up to 12 indexers per host (Results may vary), August 2020
hpe.com/psnow/doc/a00111464enw



Frequently asked questions

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Q: What is HPE GreenLake for 5G?

A: The momentum around 5G has not slowed during the pandemic, and if anything, the market is accelerating at warp speed. By deploying the HPE 5G Core Stack with the HPE GreenLake platform, carriers get a purpose-built, open, and cloud-native 5G core with minimal up-front investment. The solution scales according to demand and is ready to support changes in demand and business growth. Using HPE Telco Core blueprints and the HPE 5G Core Stack software, the HPE GreenLake platform simplifies and accelerates time to value for customers. Customers can pay per subscriber, which helps speed up 5G implementation and reduce risk.

Q: What cloud services are available for SAP HANA®?

A: The HPE platform for the SAP S/4HANA® Cloud, private edition, customer data center option is generally available. This will be sold by SAP and delivered and managed by SAP and the HPE GreenLake platform. We continue to sell HPE GreenLake for SAP HANA as a standard HPE GreenLake cloud services.

Q: Is HPE GreenLake for HPC available?

A: HPE GreenLake for HPC offers self-service, tailored modular building blocks for easy configuration, management services, and HPE GreenLake platform economics, this will be good for customers who wish to democratize HPC—so that they can put it to work to solve problems for use cases where the price and skills needed prohibited, until now.

Q: Which of these services are available for HPE channel partners to sell?

A: The following services are available for HPE channel partners to resell via the HPE GreenLake for partners program:

- HPE GreenLake with Nutanix
- HPE GreenLake for SAP HANA (the SAP S/4HANA Cloud, private edition, customer data center option service is sold by SAP, and not by HPE or HPE channel partners)

HPE GreenLake for Azure Stack HCI and for Microsoft SQL Server use reference architectures with standard HPE products, and all the underlying hardware is available for HPE channel partners to resell via HPE GreenLake for partners. Solutions with Veeam and Qumulo are ready to sell through the channel.

The HPE GreenLake platforms for 5G core for Telco, Epic, and Splunk are preview services being used with a few customers on the path to being commercialized. As such they are typically sold directly.

NOTE

The HPE GreenLake for partners rebate is only available for the HPE portion of the solutions and not for third-party software.

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