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A CPP PERSPECTIVE



HPE GreenLake: Three Customer Journeys

For many individuals, the concept of a consumption-based, “as a service” private/dedicated cloud offering like HPE GreenLake is still a bit of an anomaly that is not fully understood. Given the fact it has been viewed as a game changer for many of our clients here at CPP, we wanted to share three customer journeys. Our hope is to provide you with insight about the many cloud optimization strategies available with GreenLake.

Let's first start with a refresher on GreenLake's framework.

HPE GreenLake is a single tenant public cloud delivered in a colo with an option for on premises, fully managed or self managed. It can provide a modern cloud experience to support your on-premises workloads with bare metal, containers, and virtual machines (VMs) running in any combination across your edges, colocations, and data centers. It combines self-service resource access for developers with consumption and performance transparency for IT, along with a pay-as-you-go fee structure

(pay for what you use). It delivers many of the benefits of the public cloud – maximum agility, scalability, built-in support and maintenance – but with better security, performance and governance. GreenLake can be implemented to support many key applications such as VDI, VSI, PaaS, Kubernetes, SAP Hana, and disaster recovery/back-up, among others.

With that in mind, let's explore how three companies – different sizes and/or industries – ended up choosing HPE GreenLake, and more importantly, the business benefits that followed for each.



INTERNATIONAL BANK MODERNIZES ITS BC/DR STRATEGY AND TRANSFORMS ITS OPERATIONS

This large, international bank decided it was time to revisit their Business Continuity/Disaster Recovery strategy. In addition to refreshing and modernizing their aging hardware and DR processes, it was recommended they put more physical distance between their back-up data center and their production data center. At the same time, they determined that it would be an ideal time to start their long term IT/business transformation.

Many organizations use a data center refresh as an opportunity to start to transform their business. Since technology/facilities have aged and contracts are expiring, there are often significant business benefits to transforming at this time and using the resulting savings to demonstrate a reduced total cost of ownership.

The bank leadership team wanted to objectively evaluate all approaches to a shift toward cloud computing for its customer-facing operations while still maintaining its strict security and regulatory standards. As their incumbent IT Solution Partner, CPP was in the position to recommend a comprehensive BC/DR study which would help shed light on the business requirements pertaining the bank's Recovery Point Objective (RPO)/ Recovery Time Objective (RTO), risk tolerance, criticality, etc., on an application-by-application basis. The next step was to determine which applications were "cloud ready," meaning they were applications whose functionality and value could be maximized with certain cloud approaches. Finally, CPP provided an apples-to-apples

“CPP shares their knowledge liberally and makes sure that when they are done, you feel confident in your ability to move forward. Their solution provided us with all of the characteristics of the public cloud but with more security, governance and performance, along with a better cost profile. We now have 100% of our workloads fully recoverable and we have far exceeded our RTO, which went from hours to minutes.”

– The Bank's Chief Technology Officer

comparison of four different cloud providers (Microsoft Azure, AWS, HPE GreenLake, and 11:11 Systems) broken down by technology, management, performance, security, risk, and cost.

After careful consideration, it was decided that hybrid cloud approach was the best course of action and settled on HPE GreenLake and Microsoft Azure.

With the hybrid cloud solution in place, the bank is well positioned. It will have the muscle memory needed to run a well-disciplined, fully governed IT operation that will be able to pass any audit while having the tools in place to allow it to grow rapidly.



GROWING MID-SIZED BANK UPDATES ITS UNDERSTANDING OF “CLOUD”

A mid-sized financial institution based in Northeastern U.S. was growing rapidly and needed its IT infrastructure to keep up with it. They had to continue supporting their core legacy apps but were also motivated to embrace new technologies and applications to move the organization forward.

Their imperatives included performance/speed, availability (local), an ironclad disaster recovery plan (remote), and the ability for their developers to move quickly in standing up new applications. In addition, they wanted to minimize their cash outlay and move to more of an operating expense model (vs. a large capital expenditure) to allow them to balance their cash flow and help in funding further business expansion.

Like many organizations, the internal project team originally thought that the large public cloud providers (i.e., AWS and Microsoft Azure) were the only options when it came to digital transformation. CPP was able to position HPE GreenLake as a viable (if not preferred) option that could provide all of the basic tenants of cloud (see our blog article, [Rethink Your Definition of Cloud](#)) while offering better security, performance and governance which is required in the financial services/banking industry. After a full analysis of options, the organization chose HPE GreenLake Infrastructure as a Service (IaaS) with HPE Synergy and HPE Alletra to provide cloud compute and storage for modern as well as legacy applications with no tradeoffs.

Almost immediately, time to productivity went from three months to three hours given the extra capacity the developers now had access to onsite. “We could have reduced it down to

three minutes if we wanted but we needed to have a stringent, governed process,” explained the internal project team lead. “Basically, the time from idea to development to production is no different than it would have been in the public cloud but with GreenLake, HPE pays for extra capacity to be there as a buffer. We see that as a great extra.” After a recent acquisition of a small local bank, the team was able to quickly assimilate the branches into their environment, a process that would have taken months without GreenLake in place.

Cost predictability was achieved with a 60-month agreement which clearly outlined financial terms for the next five years. And cost savings? “We saved approximately 50% over AWS for the workloads we have in HPE GreenLake,” he continued. “Honestly, HPE surprised the heck out of us. It’s not your granddaddy’s HPE anymore. From our perspective, they are way ahead of the curve.”





LARGE COMPONENTS DISTRIBUTOR GEARS UP TO TAKE ON AMAZON

Like many brick and mortar organizations forced to compete with online retailers like Amazon, this large components manufacturer based in New York Metro had to quickly retool their organization to become more nimble and streamlined in the way they approached their business. Company leadership realized they needed to free their business processes from the constraints of the data center and be in a better position to focus on applications and new business development.

“This was straight-up a matter of survival,” said an IT team member. “You either compete or you die in this industry and that can happen very, very quickly. We knew we needed to act fast.”

The IT project team reached out to CPP Associates, who immediately undertook an Infrastructure Anywhere Assessment to do a workload-by-workload analysis of the best delivery model for each application. The results demonstrated that some applications and teams would work best in the public cloud, while others were more suited for an Infrastructure as a Service (IaaS) provider backed by HPE GreenLake. The remaining legacy apps would remain in a traditional infrastructure until they could be moved to one or the other cloud, based upon the required functionality for the business.

The assigned CPP project team handled the migration process, which occurred over a 90-day period. The internal staff was now able to devote their time to becoming experts in their core applications while they allowed CPP to manage the infrastructure. “The positive business outcomes were almost immediate,” commented the internal project lead. “Our time to productivity went from months to weeks and we are well on our way to get down to days. Not only did our business become more agile, but we were also able to reduce costs by over 50%. This was a win-win-win, all around.”

Ready to Start Your Own GreenLake Journey?

Contact CPP Associates today for an initial discussion about the value and business benefits of HPE GreenLake.



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CPP Associates, Inc
6 Route 173 | Clinton, NJ 08809, USA

866-277-4621
www.cppassociates.com

ABOUT CPP ASSOCIATES

CPP Associates provides its customers and partners with responsible, consistent and repeatable solutions that will meet a customer's requirements and business needs now and in the future. Their expertise is the foundation for helping customers implement transformational IT solutions that enable revenue growth while controlling costs.

*CPP's proprietary “Infrastructure Anywhere Assessment” factors in more than 100 variables to determine the ideal approach for its clients to deploy “cloud-like” infrastructure to maximize agility with increased utilization while at the same time, meeting demanding business requirements with a focus on technology, service level, security and costs. Its market-leading **Data Intelligence Practice** is democratizing artificial intelligence, machine learning and predictive analytics to devise breakthrough business strategies for companies of all sizes.*