

Innovate without Increased Cost & Risk

Why Choose the Hybrid Cloud?



ABSTRACT/SUMMARY

The digital economy is speeding the rate at which organizations need to adopt a cloud strategy. As companies and employees demand increased agility, scalability and cost-effective solutions, the market for hybrid cloud has increased. The hybrid cloud market is estimated to grow from USD \$33.28 billion in 2016 to USD \$91.74 billion by 2021, at a Compound Annual Growth Rate of 22.5% during the forecast period¹. In this white paper, you will learn how Hewlett Packard Enterprise, partnered with Connection, has designed a service that provides the ease and flexibility of public cloud combined with the security and control of private cloud—HPE Flexible Capacity, which can be utilized to manage technologies like the HPE ProLiant DL380 Gen9 servers, powered by Intel® Xeon® processors. Migrating to a hybrid cloud strategy is no longer a choice but a necessary step to operating and innovating your business.

Deliver Business Value through Private and Hybrid Cloud

Technology innovation and business unit demands are putting pressure on IT to evolve and transform their infrastructure. To meet the basic requirements necessary to deliver what the business needs to run, companies are investing in public cloud and ramping up infrastructure. However, this comes with security risks and lack of control with public cloud and potential over spending on infrastructure.

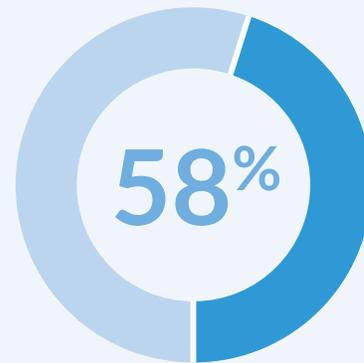
CIOs and IT organizations can adopt a hybrid approach with technologies like the HPE SimpliVity 380, strengthened by Intel® Xeon® processors, that enables them to meet the demands of future innovation and business requirements while also being able to respond quickly and avoid overinvestment. Research shows cloud spending will increase and many of those surveyed are thinking in terms of a hybrid cloud strategy. 58% of all organizations surveyed are embracing cloud, using public or private cloud for more than one or two small applications or workloads, which is up from 24% 14 months ago. The top drivers of cloud adoption are improving resource utilization and staff productivity².

By leveraging Hewlett Packard Enterprise services such as HPE Flexible Capacity, organizations can reap the benefits of public cloud and still maintain control and security since it is deployed on-premise.

What's Keeping You Up at Night?

With digital transformation impacting every organization at a breathtaking pace, the costs and risks associated

with managing your organization's IT environment is a challenge to say the least. Historically, IT departments have had to build systems that were big enough to handle peak demand. This leads to over spending and unused capacity. Additionally, the procurement process is often plagued with delays in cycle times and in today's competitive environment, lost time means lost revenue.



of all organizations surveyed are embracing cloud, using public or private cloud for more than one or two small applications or workloads.²

Today's digital transformation has created a huge shift in IT spend; employees at any level can purchase applications and technology solutions on demand, often storing those applications and data on a public cloud that they purchased with no input from IT³. While this encourages innovation in the business, it creates a risk for IT in the form of security. Every company has data and applications on the cloud in some form; InfoWorld recently identified the top 12 security threats associated with cloud computing, which include data breaches, compromised credentials, broken authentication, and hacked interfaces and APIs⁴. These threats are

reason enough to investigate hybrid cloud solutions, providing on-premise security with public and private cloud benefits. Connection believes that the hybrid cloud is the future of IT.

Deliver for the Business & Thrive with Hybrid Cloud

HPE Flexible Capacity is an infrastructure service offering on-demand capacity that combines the agility and economics of the public cloud and the security and performance of on-premises IT. IT leaders can scale and manage infrastructure, such as the HPE 3PAR StoreServ all-flash storage array, powered by Intel® Xeon® processors, when business needs suddenly shift. Major benefits of a hybrid cloud solution are tighter compliance, control, and security, and better performance with minimal latency.

Organizations have the flexibility of using as much or as little of the servers (including the HPE ProLiant DL380 Gen9 server, strengthened by Intel®), storage, networking, software licenses, services and other infrastructure as they need with HPE Flexible Capacity. As the business demands require more or less capacity, IT can scale up or down on demand. The solution is deployed on-premise and metered for usage so you only pay for what you use.

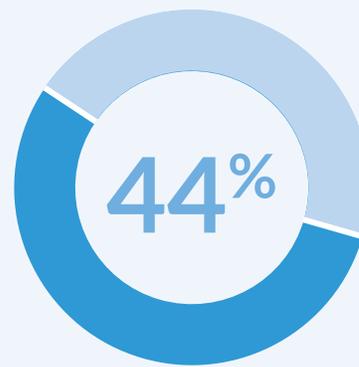
HPE Flexible Capacity also offers the option to incorporate selected Microsoft Azure services into your IT mix. This gives you fast access to public cloud resources as well as conventional on-premise IT infrastructure.

With HPE Flexible Capacity, you are always prepared to deliver and more importantly, innovate. IT organizations need to evolve from being viewed as organizations

that “keep the lights on” and cause delays through long procurement processes, to leaders that drive new business models and services that increase the company’s bottom line. By transforming to a Hybrid Cloud environment and utilizing a solution like the HPE Hyper Converged 380, powered by Intel® Xeon® processors, as part of the pooled resources available to be provisioned through HPE Flexible Capacity, IT leaders can do just that, without overspending on capital costs.

Connection: Design the Hybrid Solution to Fit Your Business

The ability to bridge private cloud infrastructure with the always-on availability and dynamic scalability of the public cloud is too promising to ignore. Despite the increase in organizations embracing and investing in the cloud, only five percent of respondents believe they have an “optimized” cloud strategy⁵. Furthermore, IDC found that respondents expect to increase their cloud spending by approximately 44% over the next two years.



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A leading national technology solutions provider, Connection prides itself on connecting people with technology that enhances growth, elevates productivity, and empowers innovation. Founded in 1982, Connection is a Fortune 1000 company delivering valuable IT services and advanced technology solutions, like the HPE SimpliVity 380, powered by Intel® Xeon® processors, to business, government, healthcare, and education markets. With more than 2,500 employees nationwide, the team offers the support of technical solutions experts, professional IT services, in-territory solutions architects, and local field coverage—all with national reach.

At Connection, your challenges become our challenges and our experts become your experts. We pride ourselves on serving as an extension of your IT team to help you deploy, support, and manage the technology you need, when and where you need it. For over 35 years, our technical expertise, experience, and industry partnerships find the right technology for your IT needs, timeline, and budget. We strive to create a foundation for long-lasting

and rewarding partnerships by offering expert guidance, exceptional service, and innovative strategies to empower you to make informed IT investment decisions.

Our talented engineers have acquired more than 2,500 professional certifications, which allow us to offer enterprise-class service, access to volume pricing and in-demand products, software licensing programs, and expert technical service and support that you need to be more productive, efficient, secure, and profitable. A collaborative approach to the design, deployment, and support of technology has fueled our growth and earned us the reputation of trusted advisor to our clients.

In partnership with Hewlett Packard Enterprise, we provide the ability for IT to be the engine of growth and give you the agility to get applications to market right away—in minutes—without waiting months to expand IT infrastructure and secure budget. There is no other choice than Connection to get started on your hybrid cloud transformation.

Contact Connection to learn more about the right hybrid cloud strategy to best meet your unique requirements at (800) 800-0014.

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¹ Market report, "Hybrid Cloud Market By Solution, By Service, By Service Model – Global Forecast To 2021," April 2016

² Research report, "IDC's Latest CloudView Multiclient Study Reveals Attitudes and Strategies of the 58% of Organizations Embracing Cloud," February 26, 2016

³ Press Release, "Technology purchases funded by line of business budgets are approaching parity with IT-Funded Purchases, According to IDC," February 16, 2016

⁴ Article, "The dirty dozen: 12 cloud security threats," March 11, 2016, Fahmida Y. Rashid

⁵ Research report, "IDC's Latest CloudView Multiclient Study Reveals Attitudes and Strategies of the 58% of Organizations Embracing Cloud," February 26, 2016

Hewlett Packard Enterprise specializations include Platinum: Converged Infrastructure, Gold: Cloud Builder

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