



**Hewlett Packard
Enterprise**



Beyond a single cloud story

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@CLOUDXP10

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We live in a world where everything computes



Technology embedded
everywhere



Everyone and everything
digitally connected



It's the outcomes
that matter

A sustainable future?



Liquid gold?



Data center fuel?

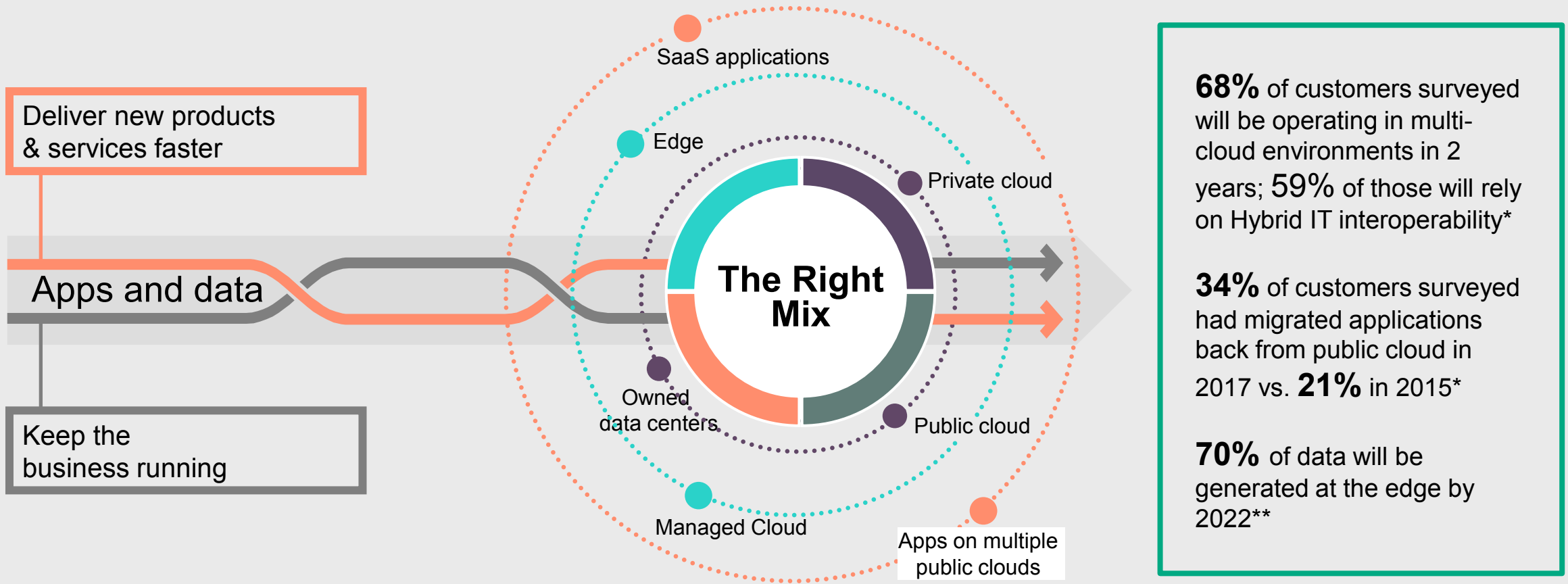
But what if we were just at the beginning?

A new way to collaborate, contribute, and grow...



...through shared creativity, experiences, and resources.

Our customers are on a journey to a Hybrid IT environment ...



Services are the key enabler to deliver the right mix

Service Providers are key to HPE and hybrid IT

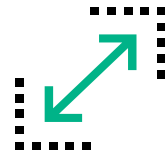
Partnering with service providers to deliver hybrid IT and consumption-based services

Create differentiated services | Increase speed and agility | Extend and enhance reach



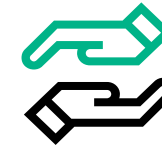
Revenue Generating Solutions

- Software-defined infrastructure
- Service delivery platforms
- Use-case optimized solutions



Flexible Business Models

- Transformation funding
- IT consumption
- Investment strategies
- Asset-light



Go-To-Market Partnerships

- Collaborative sales and marketing
- Deep technical expertise
- Education and enablement

HPE does not compete with our Service Provider partners

Consume IT program from HPE

Transform your IT investment strategies



Help me fund my transformation and rethink IT investment and consumption strategies.

Consume IT as a service on premise



I want an as-a-service experience, but on premises, under my control. I need flexible payment options.

Consume IT as a service off premise



I want an as-a-services experience off premises, but without the compromises of a commodity cloud.

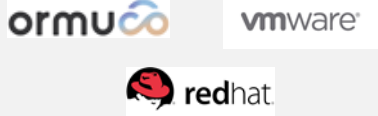

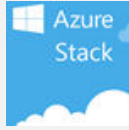



**HPE
POINTNEXT
Accelerated Migration**

**Flexible Capacity
Pre-provisioning
Subscription**

**Partner Ready for Service
Providers**

Cloud28+ community

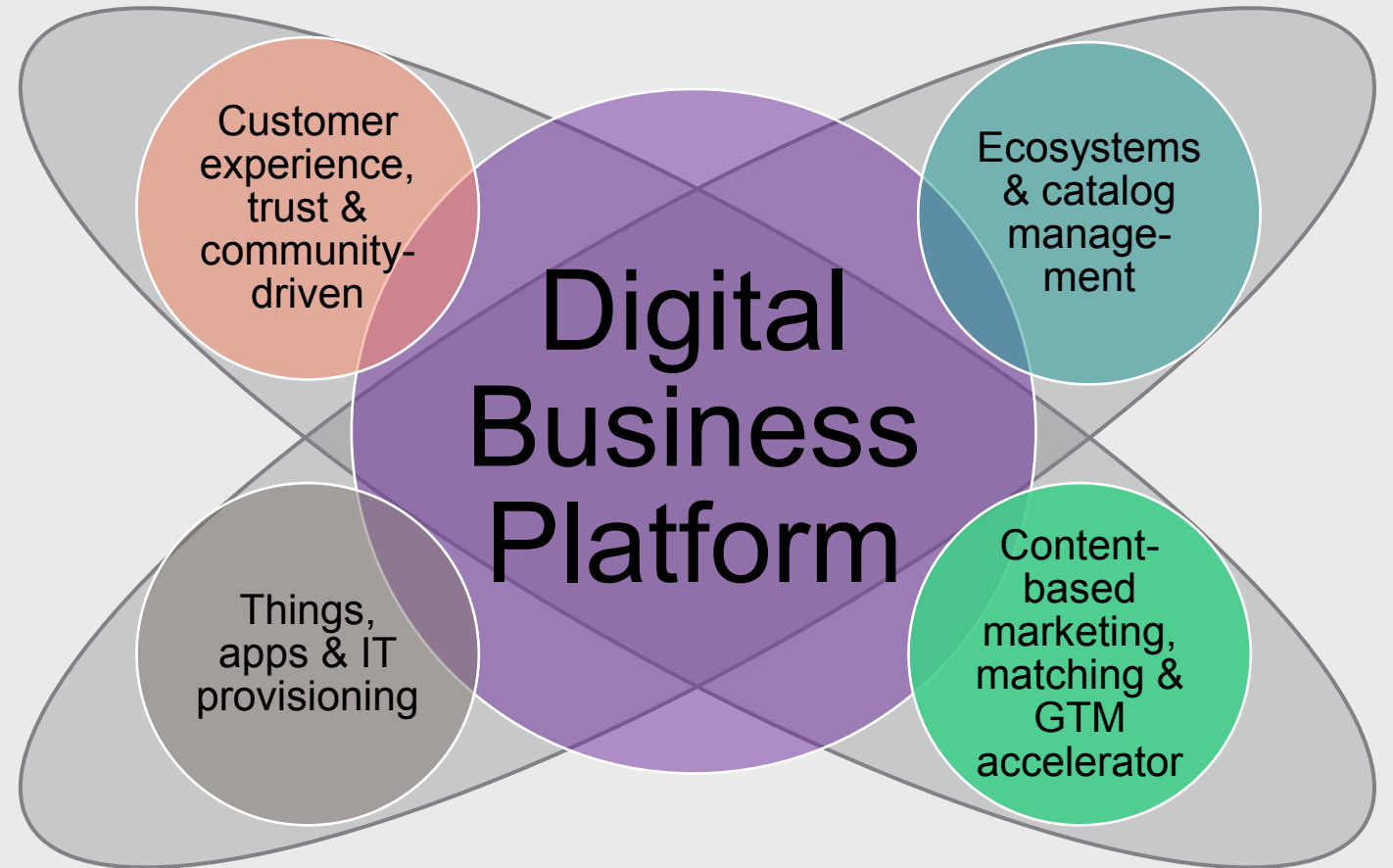
Service Provider Ready Solutions: Six use cases

IaaS Managed Private Cloud	IaaS Public Cloud	IaaS Azure Stack
 +20% CAGR	 +40% CAGR	 Microsoft Hybrid Cloud
SAP HANA As a Service	HPC As Service	Back-up and Archiving
 Shift to off prem	 Shift to off prem	 41% in Public Cloud

A community and digital platform to accelerate growth

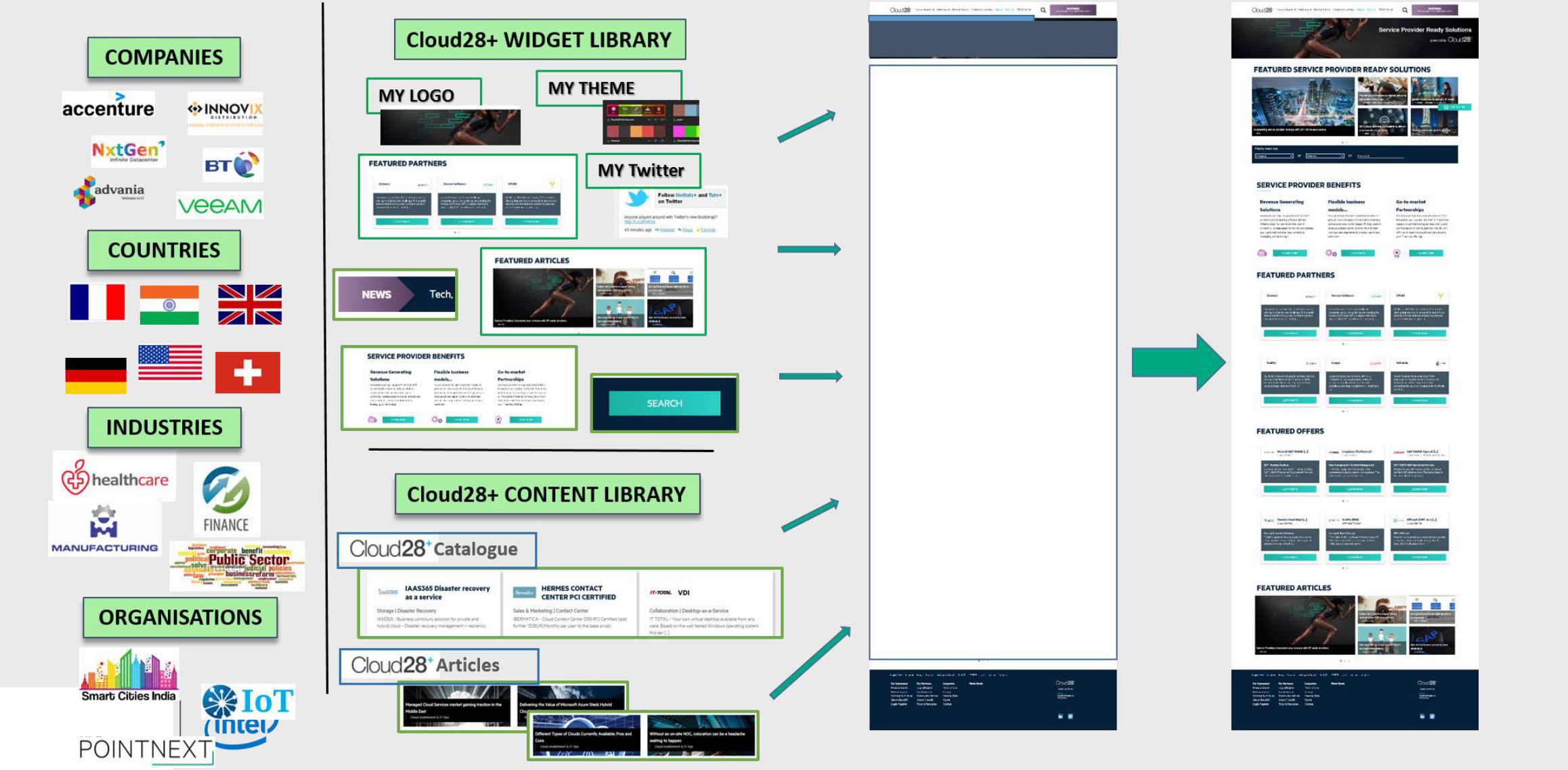
Cloud28⁺

- Innovation, visibility and business growth through a community play
- Available in every region of the world
- Open to all HPE Partner Ready Service and Solution Providers and also ISVs, SIs, distributors and public sector organizations
- No cost to join, no brokerage fees!

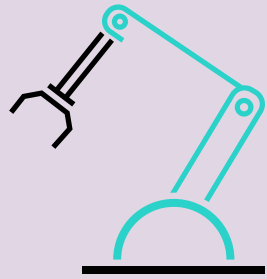


New: Cloud28+ White Label Partner Pages

Personalize your Cloud28+ user experience



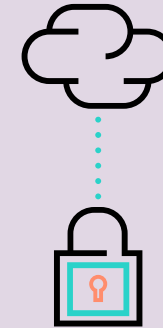
Cloud28+ Platform Connected solutions



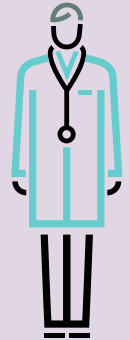
HPE Express App
Platform for Manufacturing



HPE OneSphere
integration

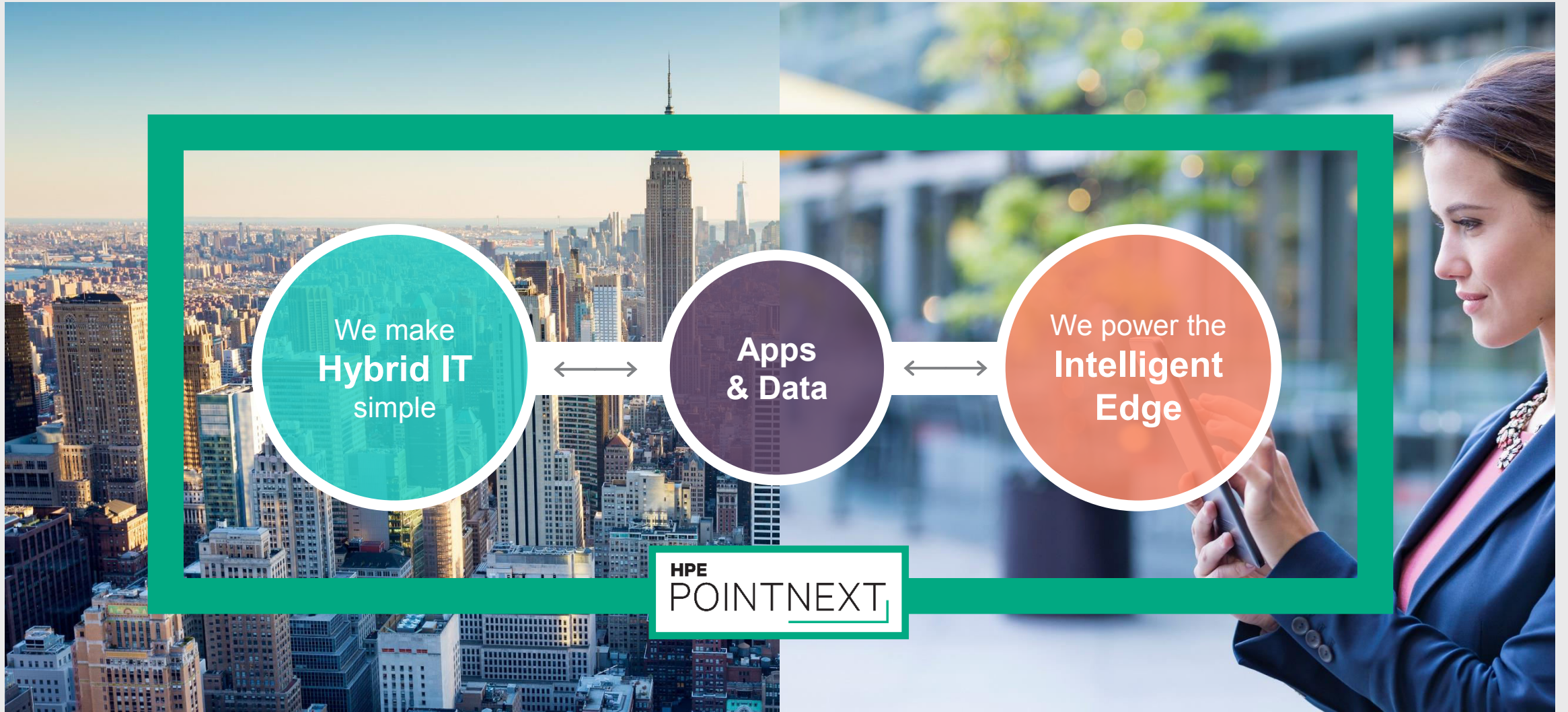


Ormucio

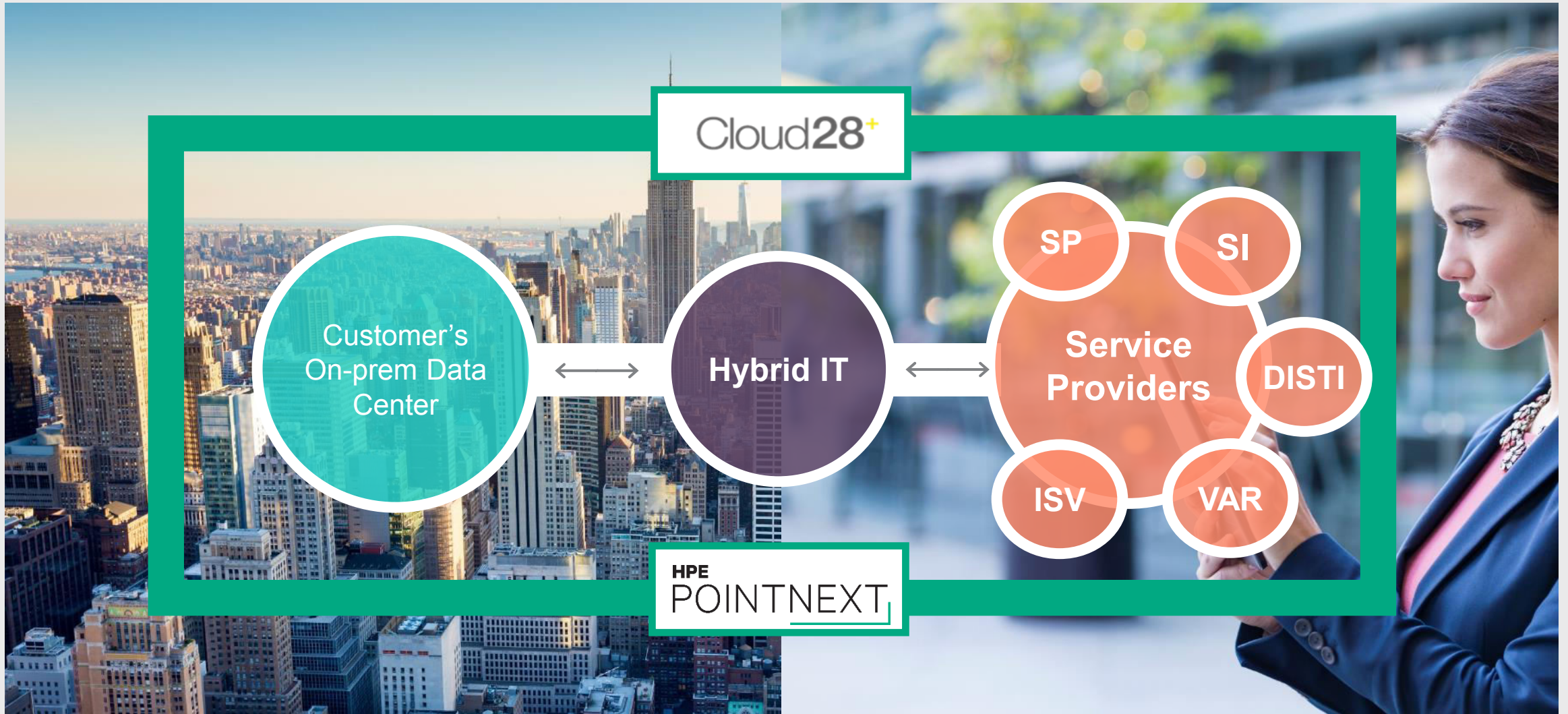


Lequa

We have the right strategy to win



We make Hybrid IT simple together



Accelerating business outcomes across borders together



Orlando Bayter
CEO
OrmucO



Jerker Nilsson
CEO
LEQUA

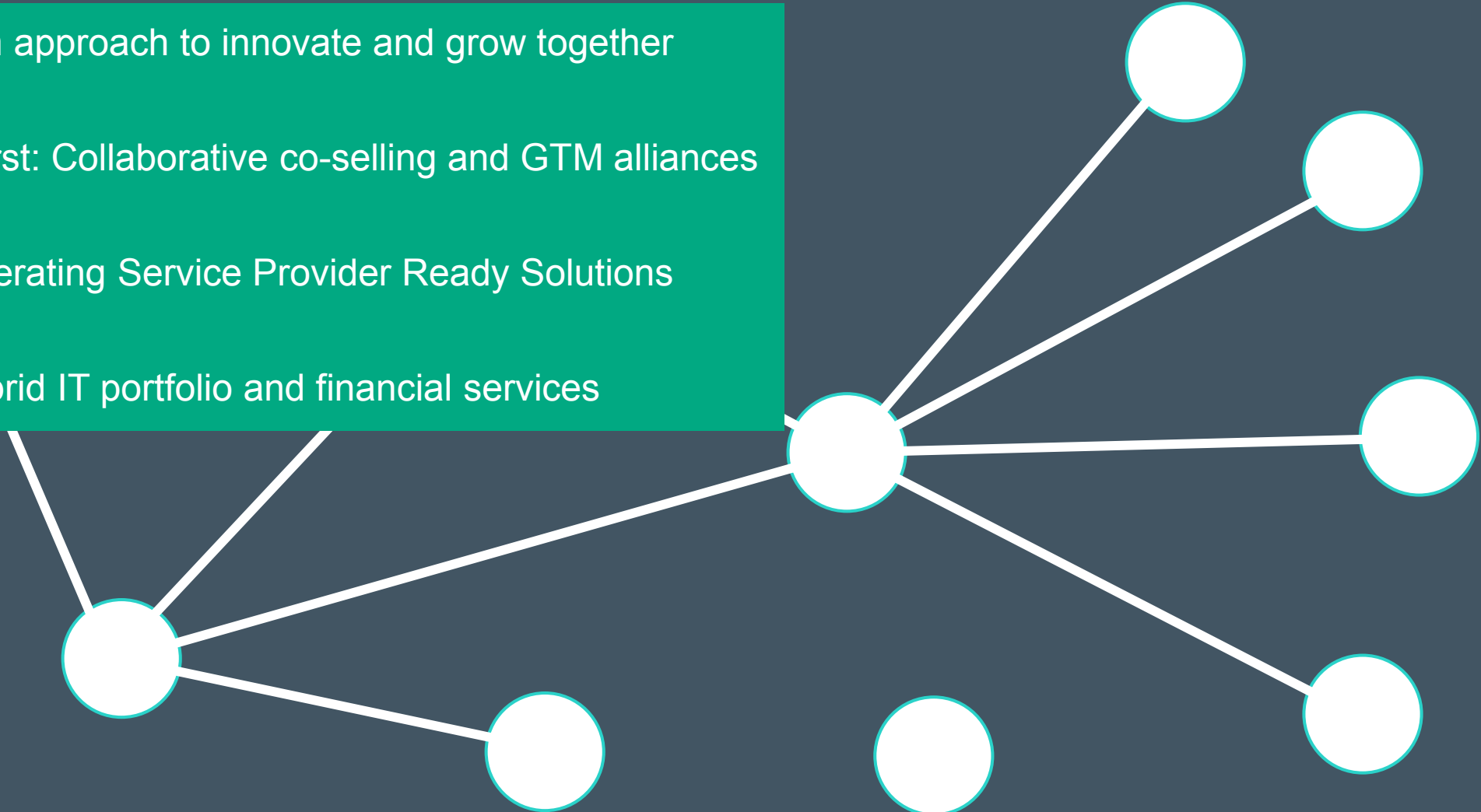
Digital transformation: Why HPE is the right partner?

An ecosystem approach to innovate and grow together

Partnership first: Collaborative co-selling and GTM alliances

Revenue-generating Service Provider Ready Solutions

A winning Hybrid IT portfolio and financial services





Winning Together