



HPE Storage Transformation Workshop

HPE Technology Consulting

Led by experienced technology consultants, Hewlett Packard Enterprise Storage Transformation Workshop Service provides a highly interactive, meaningful half day-long session with a customer's IT, business, and executive stakeholders. Using a series of high-quality (slide-free) discussion panels, HPE TS Consulting will facilitate an exploration of data management transformation journey to business-aligned visions, aligning your specific situation and HPE's experiences over evolutionary trends in Data Management, Transformation to All Flash and End to End Data Protection. HPE consultants will also lead discussions on the potential implications that a data management transformation may present to IT, your storage and backup staff, and your business.

HPE Technology consultants stimulate interactive discussions and help to both draw out and broaden your perspective on emerging technologies. They will share HPE's knowledge and experience, relevant use cases, and customer examples to invoke a new and different vision of a business-aligned data management strategy while facilitating an open discussion about your unique storage and backup transformation goals. Using a stepped approach, HPE technology consultants help to invoke thought, discover what-if scenarios, as well as identify the links and interdependencies between IT and your business. Customers who have participated in the workshop have seen significant value in simply getting their entire IT ecosystem in one room to share viewpoints on the role of storage and backup, and the journey to business-aligned methodology. This value is enhanced significantly by HPE's own experiences and the structured methodology of a facilitated exploration and conversation.

The workshop is designed to help you explore and understand how IT can add value to your business by delivering services that increase efficiency and effectiveness, for both internal and external customers, enabling innovation and differentiated business models.

Service benefits

The Storage Transformation Workshop is the first step for the ideal data management transformation journey. Its goals are to:

- Provide an understanding of the benefits, scope, scale, and critical success factors of a data management transformation
- Identify quick wins
- Define a roadmap, with a desired end state, constraints, opportunities, and the steps needed to achieve success
- Leverage best practices
- Bring multiple IT viewpoints to the data management transformation conversation
- Gain stakeholders buy-in and give traction to current projects

The workshop helps you to:

- Make informed business and IT strategy decisions
- Transform your enterprise to a business-aligned 'virtual team' and increase opportunities for value creation
- Support the transformation of relationships between businesses, partners, and customers

Table 1. Service features

Feature	Delivery specifications
Service planning	<p>Service planning is done in collaboration with the Client sponsor.</p> <p>An HPE technology consultant will initiate the introduction of the service to the Client sponsor and work with that sponsor to identify the required workshop stakeholders and provide any relevant background information that may be useful during the workshop preparation.</p> <p>The HPE technology consultant will also work with the Client sponsor to define service delivery logistics (e.g., date, location, and scheduling).</p>
Workshop preparation	<p>HPE will familiarize itself with the Client-provided background information on key business drivers, IT/business issues and current initiatives.</p>
Storage Transformation Workshop	<p>An HPE technology consultant will facilitate a half-day Storage and Backup Transformation Workshop event based on HPE's proved workshop methodology.</p> <p>The Storage Transformation Workshop culminates with an interactive roadmap building session to identify the key components in the Customer's storage and backup transformation journey, including long-term goals, major transformational steps, constraints, as well as short-term opportunities (quick wins) to sustain and boost the transformation initiative.</p>
Data consolidation and analysis	<p>HPE technology consultants will consolidate the output and perform a detailed review of collected information (notes, flip charts, a roadmap board etc.). The results will be used to create the final summary documents, which will include practical suggestions based on HPE's experience, technologies, and capabilities.</p> <p>The HPE technology consultant will provide a summary PowerPoint report of the results, consisting of:</p> <ul style="list-style-type: none"> • A summary of the discussions • A roadmap with key strategic initiatives • Conclusions • A high-level desired state and an implementation roadmap • HPE's recommendations for the next steps
Summary report and recommendations	<p>Within 10 days of the workshop, HPE consultants will present the executive summary to the Customer's key stakeholders and workshop participants at the Customer site or remotely using HPE Virtual Rooms, answering questions and identifying next steps with the Customer.</p>
Key facts and requirements	<p>The workshop is designed for an ideal audience of 5 to 8 participants (maximum 10). All participants should be decision makers, strategic influencers or key representatives from business, finance and technical critical functions within the Customer, representing a cross-section of the stakeholders within the Customer's organization. Representatives of technical functions should include storage, backup, and operations. The workshop is also designed to include lines of business constituents, depending on the Customer's specific situation.</p> <p>A Customer champion within the Customer's organization will act as the main sponsor for the event. This individual should be a senior manager in IT or the business, be someone with strong contacts and respect across the business and IT organizations, and be someone who is likely to be responsible for a strategic change program.</p> <p>Typically, the workshop is approximately six hours long, including breaks, and is delivered by HPE storage and backup technology consultants and HPE facilitators</p> <p>Qualifying: The workshop will offer significant value to customers experiencing the following:</p> <ul style="list-style-type: none"> • Storage and backup environments that are complex and expensive • Storage and backup complexity that prevents seamless regulatory compliance • An environment that does not enable the business to operate with maximum efficiency and effectiveness, and/or implement innovative business models • An environment where costs are high and budgets are insufficient • An environment where assets are becoming obsolete and a large refresh is needed or planned • Plans for new data centers • An environment that is rigid and complex

Service limitations

The service is limited to discussion and recommendations in support of a customer's unique storage and backup transformation journey. It does not include detailed analysis of current environment, documentation of the Customer's storage and backup architecture, a business case definition, or architectural blueprints. The service output report and recommendations cover high-level approaches to storage and backup transformation. They do not cover comprehensive design or specific detailed project roadmaps.

The service is priced on a fixed-scope basis. Any services not clearly specified in this document are excluded from this service.

Service eligibility

This service is available worldwide and is delivered on standard work days during country-specific HPE standard business hours excluding weekend days and HPE holidays. It is usually delivered off site to the customer.

Customer responsibilities

Identify an executive sponsor and key stakeholders with the help of the HPE representative; the Client sponsor is also responsible for identifying and engaging all stakeholders, and scheduling their workshop participation

Assign a designated person from the Client's staff who, on behalf of the Client, will grant all approvals, provide information that the HPE service specialist will need in order to deliver the service, and otherwise be available to assist HPE in facilitating the delivery of the service

After an initial contact is made by the HPE technology consultant, make contact with that HPE technology consultant within 30 days of purchase date to schedule the delivery of the service

General provisions/Other exclusions

HPE reserves the right to charge, on a time and materials basis, for any additional work over and above the service pricing that may be requested by the Customer or may result from work required to address service prerequisites or other requirements that are not met by the Customer.

HPE reserves the right to re-price this service if the Customer does not schedule and provide for subsequent delivery within 30 days of purchase.

HPE's ability to deliver this service is dependent upon the Customer's full and timely cooperation with HPE. This engagement is deemed fully completed and accepted as soon as the summary reports have been presented and handed over to the Customer.

Ordering information

To obtain further information or to order the HPE Storage Transformation Workshop Service, contact your local HPE sales representative and reference the following product number: **H7B37A1**.

For more information

For more information on Hewlett Packard Enterprise Consulting services, contact any of our worldwide sales offices or visit the following website:

<https://www.hpe.com/us/en/services/consulting.html>

