

Fast-track your journey to SaaS

HPE Helion SaaS Accelerator

Expand your target market and ensure your customers' service-level agreements are met with Software-as-a-Service solutions powered by a leader in cloud, IT, and application transformation and management.

Insights

The problem:

- Your enterprise customers are planning to aggressively move to procure SaaS solutions.
- SaaS changes the way you do business—from being a software developer to becoming a service provider.

The solution:

- With HPE Helion SaaS Accelerator, you get support on your SaaS journey.

Your benefit:

- With HPE as your partner, you get help meeting your customers' needs—security, SLAs, performance, reliability, and application availability—when they evaluate you as a SaaS vendor.

Change your software business model

Today's requirements on enterprises drive your demand for more Software-as-a-Service (SaaS)-based solutions. And, as an independent software vendor, this requires a change in your business model.

With SaaS, you have to implement, manage, and run the end-to-end stack—from infrastructure to databases, middleware, and the application.

The SaaS pricing model changes your financials from one-time license sales to annuity-based, pay-per-use revenue.

Sales cycles become shorter, with smaller sales sizes per deal.

Your customers require strict application availability service-level agreements (SLAs). They have requirements concerning country-specific security, data sovereignty, and industry-specific laws and regulations.

Making all these changes yourself is time consuming and requires large investments. You need a SaaS business partner who can help.

Enable SaaS migration

With Hewlett Packard Enterprise (HPE) Helion SaaS Accelerator, you can sell your SaaS—without investing in or managing the infrastructure. It provides a comprehensive set of services, which helps migrate, transform, and run your software applications in the cloud or as a SaaS model. Our SaaS Accelerator also supports revenue growth opportunities through a go-to-market partnership.

Gain a business transformation partner

Get help setting your SaaS pricing, and understanding its financial impact, with our return-on-investment (ROI) calculator.

Together, we assess your application for cloud-readiness, identify gaps, and—when requested—support adaptation of your application to the cloud.

Benefit from revenue growth support

Sell and bill your SaaS in a cost-effective way through your online personalized storefront, giving you worldwide reach to potential customers.

Offering overview

With your Helion SaaS Accelerator Storefront, the HPE Helion Managed Virtual Private Cloud Reseller channel is also available to you for resale of your applications through Hewlett Packard Enterprise resellers.

Boost your marketing with our SaaS Accelerator Partner program. As a Helion SaaS Accelerator client, you get access to a range of technical, marketing, sales, and collaboration resources designed to accelerate your go-to-market revenue growth.

Get operational application expertise

Leverage our worldwide, industrialized delivery centers for enterprise-level management of your applications, databases, and middleware—with a selection of committed SLAs. With our in-depth knowledge and experience of local security and data sovereignty laws, we design our delivery model to fully meet the requirements of your customers.

Monitor application performance and response times that your customers experience. In a highly graphical way, you get a quick overview of your application's health. And, Hewlett Packard Enterprise detects and resolves potential issues before your customers notice them.

Ensure scalable, reliable, secure cloud solutions

Deploy and run your SaaS on our enterprise-grade, flexible, pay-per-use secure cloud to meet your SLAs and align your costs with your revenue streams.

HPE Helion SaaS Accelerator leverages a cloud platform that is physically and virtually hardened against attacks and viruses. We

have auditing and reporting capabilities to easily comply with many regulations, with SLAs of up to 99.99 percent.

Receive global, open, flexible delivery

With HPE Helion Managed Virtual Private Cloud, you get open and flexible delivery, with operating expense-based pricing and applications program interfaces (APIs) for open standard support.

To support your SaaS on a worldwide basis, we operate 23 cloud locations on 5 continents and 8 dual pairs for high availability.

Enjoy favorable commercial terms

Gain favorable commercial terms by using ready-to-go, standardized services and predefined contracts.

Get these benefits

Ensure your major pain points are addressed with HPE Helion SaaS Accelerator. With it, you are partnering with a leader in cloud that also supports your business growth.

- Leverage our leadership in cloud to support development of your SaaS migration roadmap.
- Grow your revenue through e-commerce and new channels supported by a go-to-market partnership.
- Focus your application resources on product development and leverage our application expertise to transform, run, optimize, and monitor your SaaS application.
- Ensure your SaaS meets all of your customers' security, performance, and compliance requirements—with an enterprise-grade, global, reliable, certified, and secure Infrastructure as a Service.

- Operate worldwide with flexible delivery models, using open standards that prevent vendor lock-in.

Partner with the best

Hewlett Packard Enterprise has more than 50 years of application and infrastructure technology services and modernization experience. We know how to manage and integrate the most complex applications and IT environments.

Our company has performed more than 1000 cloud advisory and transformation workshops for large enterprise clients. We can support your business transformation through our advisory services and ROI calculator.

With more than 2600 applications migrated annually to the cloud, let us help you transition to SaaS so you can meet your customers' SLAs.

HPE has 24 global industrialized delivery centers, 23 cloud locations, and more than 50,000 application resources. With them, you and your customers are in safe hands. We run your applications to ensure your SaaS meets all security, performance, and regulatory requirements demanded by customers in our enterprise-grade, secure, and reliable cloud.

Become an HPE partner and expand your market through our online SaaS Storefront. Use our partner business managers to support your growth plans and gain access to our direct base and channel partners.

Turn to Hewlett Packard Enterprise; we have the experience and solutions you need for success in the SaaS market.

Learn more at hp.com/enterprise/cloud



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