

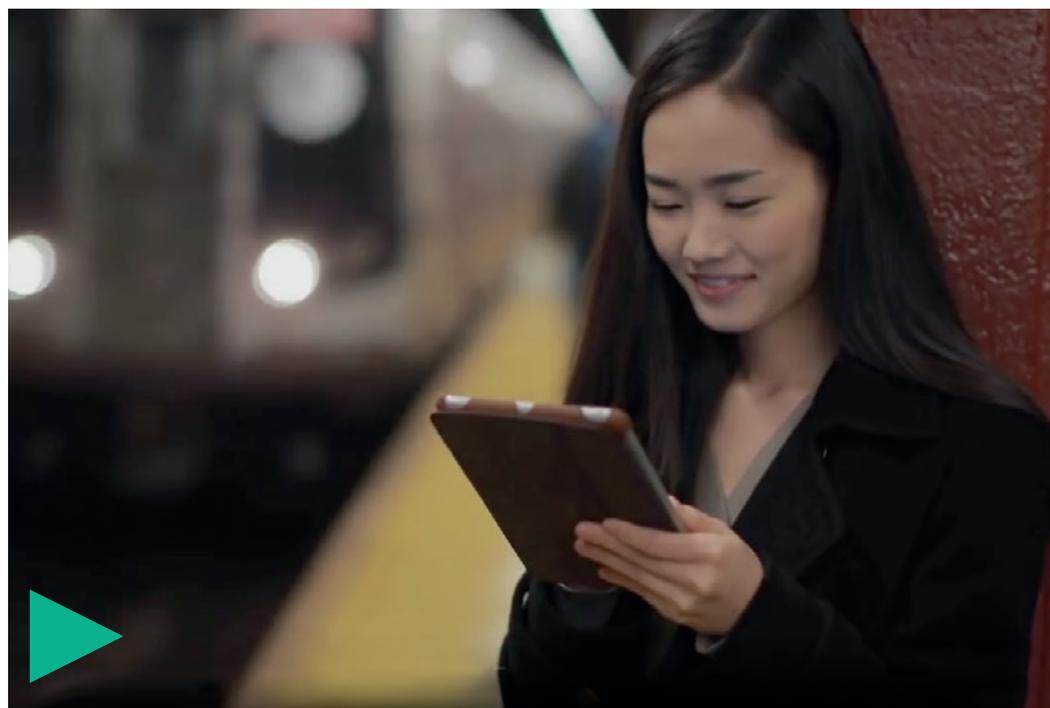
Accenture serves up the cloud on client terms

The HPE Helion private cloud provides the right foundation for Accenture's innovative hybrid solutions

accenture

“We’re integrating [the HPE Helion private cloud] directly into the Accenture hybrid cloud and our ACP hybrid cloud solution set. It provides a very powerful capability that allows us to bring to our customers a strong private cloud solution combined with a public cloud piece.”

–Chip McCullough, Solutions & Go-to Market Lead – HPE, Accenture



Delivering multi-cloud flexibility

With a reach that spans 120 countries and 40 different industries, **Accenture** is on the front lines of today's rapidly evolving technology landscape. The global professional services company offers a broad range of services and solutions in strategy, consulting, digital practice, technology innovation, and operations. In recent years, and largely because of the **public cloud**, Accenture has seen a significant shift in how its clients want to consume technology. Isolated hardware and software purchases have become a thing of the past.

Instead, “Clients want to buy bundled technology packages that include the application, the business process, and the infrastructure all integrated together,” says Accenture’s Chip McCullough, Solutions & Go-to Market Lead – HPE.

But that’s just part of it. In addition to bundled solution packages, business leaders and, in turn, their IT organizations, want the simplicity of purchasing technology with the “swipe of a credit card.”

How Accenture uses hybrid cloud

- Accenture Cloud Platform (ACP) is a multicloud management platform that enables organizations to centrally manage all of their enterprise cloud resources—public and private—and automate and accelerate the delivery of cloud solutions.
- ACP is designed to help organizations increase the operating efficiency, cost structure, governance, and control of their cloud applications.
- The open, scalable, technical cloud platform manages and integrates with cloud technology such as Amazon Web Services and Microsoft Azure, among others.
- ACP is designed to increase the pace of development and deployment of new business solutions, while decreasing the overall time and cost to migrate legacy workloads to the public cloud.

Drawing from its own **HPE Helion private cloud** and the industry leading hardware, software, and services included in that offering, Accenture is serving up hybrid cloud solutions that are more in line with what its clients want.

Fine-tuning a hybrid focus

To help IT organizations empower their respective businesses, Accenture is focusing on the hybrid cloud space. It recognizes that no two businesses are alike. Some are more oriented toward the private cloud and others toward the public cloud. Finding the right mix requires a hybrid model that can be tailored to individual business requirements. To this end, the company is excited about two key offerings—Accenture Cloud Platform and Accenture Hybrid Cloud. Both are hybrid cloud solutions that launch clients on their respective journeys.

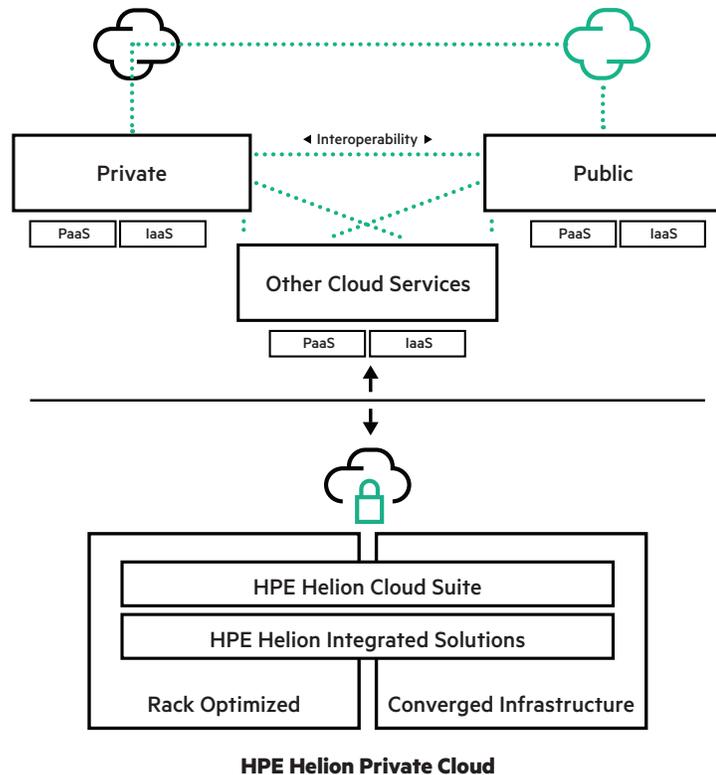
“It depends on whether the customer wants to start with more of a focus on the public or private cloud,” says McCullough. “This will ultimately drive the different solutions we put in place for clients.”

Accenture builds on its HPE Helion foundation

To drive solutions that satisfy clients’ specific and evolving needs, Accenture relies heavily on its own HPE Helion private cloud solution. “One of the goals within our Hewlett Packard Enterprise practice,” says McCullough, “is to own the private cloud space within Accenture.”

The company’s private cloud solution, leveraging **HPE Helion OpenStack**, is built on a pre-configured converged infrastructure that can be easily and rapidly deployed to support application environments.

Accenture Cloud Platform and HPE Helion Private Cloud



The HPE solution provides balanced building blocks of servers, storage, and networking, along with integrated management software. Integrated directly into the Accenture hybrid cloud and the Accenture Cloud Platform hybrid cloud solution set, the HPE Helion private cloud enables Accenture to provide its customers with a strong private cloud solution combined with a public cloud piece.

~\$200M

saved in IT operations costs
by a life sciences company
migrating workloads to a mix of
private cloud and public cloud

The Accenture Dealer Management System (ADMS), for example, provides SAP hosting services for Caterpillar Inc. dealers. Transparent scalability of the HPE solution allows the infrastructure to scale up as Accenture onboards more dealers onto the platform.

The HPE solution provides balanced building blocks of servers, storage, and networking, along with integrated management software. It also delivers a best-in-class virtualized infrastructure that is delivered as a single, proven solution that can support multiple hypervisors and enables cloud management. Both HPE Data Protector* and the newer Recovery Manager Central (RMC) data protection solutions are available as part of Accenture's solution offering depending on the client use case.

Accenture's HPE Helion private cloud delivers, "Absolutely leading edge technology that we are able to take into the different offerings and solutions we're building for clients," says McCullough. He adds, "We're integrating it directly into the Accenture hybrid cloud and our ACP hybrid cloud solution set. It provides a very powerful capability that allows us to bring to our customers a strong private cloud solution combined with a public cloud piece."

Powerful technology and a flexible consumption model

Three components of the HPE Helion solution make it easier for Accenture to build out solutions that better serve its clients. The first piece is HPE's industry leading hardware, which Accenture uses as the foundation for many of its solutions.

"If you look at Gartner and other analysts' views," says McCullough, "the HPE hardware solution absolutely stands out. And we're able to optimize our clients' solution through this very powerful hardware set."

The second piece is HPE's management toolset, especially operations, monitoring, and automation capabilities. HPE Operations Orchestration* "has been quite powerful for Accenture as its out-of-the-box capabilities provide integration with both internal HPE tools as well as external toolsets." McCullough adds, "We've been leveraging that extensively in several of our solutions to help drive automation within the different offerings and capabilities that we're delivering to clients."

The third critical piece to Accenture's success is the **HPE GreenLake Flex Capacity** offering. Accenture has bought into this capability because it allows the company to offer a public cloud-type consumption model around private cloud hardware and software without forcing clients to invest in large upfront capital purchases.

Democratization of the cloud

While the technology is a critical component of the solution, innovative business and consumption models are equally as important. The HPE GreenLake Flex Capacity component of the solution benefits everyone involved—Accenture, its clients, and HPE. According to Eric Brown, Managing Director at Accenture, HPE GreenLake Flex Capacity helps Accenture bring more capabilities to its clients. "We've been able to deliver capabilities that clients, in the past, have not been able to afford by allowing them to pay only for what they consume."

"HPE GreenLake Flex Capacity literally allows our clients to have on-premises hardware and software that very much looks like a credit card swipe that you see in the public cloud environment."

—Chip McCullough, Solutions & Go-to Market Lead – HPE, Accenture

↓4hours

A large publicly held personal lines insurer uses automation to cut provisioning time from 45 days to 4 hours

McCullough elaborates, “Accenture traditionally is an asset light company, so we typically do not want to invest in significant assets as a part of our solutions. What HPE GreenLake Flex Capacity allows us to do is to drive these assets into our as-a-service solution without the need to invest heavily up front.” Of course, what’s good for Accenture is good for HPE. “HPE GreenLake Flex Capacity in itself has triggered particular momentum across Accenture for Hewlett Packard Enterprise,” admits McCullough, “and we’re seeing that grow significantly as we continue to leverage the program.”

Networking looks to the cloud

Moving forward, Accenture is excited about innovative solutions it can bring to clients through its partnership with Hewlett Packard Enterprise. The company is focusing specifically on the networking space—and is creating solutions around next-generation software defined networking that, according to McCullough are “absolutely differentiated in the marketplace.” The **HPE Helion private cloud** provides the foundation from which to build these solutions. “Underneath the networking is a Helion OpenStack solution running virtually all of the network functions,” Adds McCullough. “We expect nothing but huge growth for us in this networking space with our partnership with HPE over the next couple of years.”

Learn more at
hpe.com/helion



Objective

Serve and grow its clientele with solutions that address evolving IT trends and the desire for new business models.

Approach

Leverage the HPE Helion private cloud and HPE GreenLake Flex Capacity to build and deliver hybrid cloud solutions that follow the public cloud consumption model.

IT Matters

- Optimized client solutions using HPE's powerful private cloud hardware offering
- Leveraged HPE's Operations Orchestration* software to drive automation within its different client offerings and capabilities
- Enabled clients to access technology without a large capital outlay using HPE Flexible Capacity

Business Matters

- Delivered bundled solutions more in line with client and industry trends
- Expanded its own solution portfolio without a sizeable upfront investment
- Made technology more affordable—and therefore accessible—to new clients and industries

Customer at a Glance

HPE Helion Cloud solution

- HPE Helion OpenStack

Hardware

- HPE ConvergedSystem 700x
- HPE 3PAR Storage
- HPE StoreOnce systems
- HPE ConvergedSystem for SAP HANA (CS500 and CS900)

Software

- HPE Operations Orchestration*
- Windows Server 2012
- Redhat Linux
- Suse Linux

HPE Pointnext services

- HPE GreenLake Flex Capacity
- HPE Datacenter Care



* Since the time of original publication (April 2017), HPE Operations Orchestration and HPE Data Protector have been sold to Micro Focus.



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