

HPE Service Provider Ready Hybrid Cloud with Ormuco

Solving the hybrid-cloud challenge with a turnkey solution

HPE Service Provider Ready Hybrid Cloud solution at a glance:

- Ormuco software and management
- Docker containers
- OpenStack
- HPE infrastructure, including rack and blade servers or converged infrastructure and Arista networking
- Cloud28+

Turning challenges into opportunities

Cloud computing enables companies to reduce costs and increase agility, but not all workloads belong in a public cloud. Many customers want the benefits of a public cloud with the performance, latency, and security of dedicated infrastructure. In many cases, governmental or industrial regulations also dictate where and how companies may store their data. Some customers address these challenges by building their own private clouds, but proprietary software (like VMware), high capital costs, and a lack of technical expertise often disrupt the goal of a cost-efficient, agile cloud platform.

Hybrid IT solutions offer the best of public and private clouds by delivering flexible deployment options for diverse workloads. These solutions range from on-premises private cloud to off-premises private, virtual private, or public cloud.

HPE is focused on making hybrid IT simple with the help of its service providers. HPE does not compete with its service-provider partners but relies on them to deliver and manage on-premises, off-premises, or both cloud workloads for customers. We are committed to the success of our partners' hybrid-cloud solutions.

Making hybrid IT simple

OrmucO addresses the hybrid-cloud challenge by delivering a full-featured cloud solution as a turnkey appliance. With managed private and public clouds that are easy to deploy and consume, customers will be able to meet performance, security, and regulatory needs across multiple geographic regions with a public-cloud experience provided from your data center. Ormuco's platform provides a world-class experience, engineered around open design principles and end-to-end automation—all built in collaboration with HPE using the latest software-defined compute, storage, and network technologies.

OrmucO uses Docker containers, OpenStack, and its proprietary software to deliver unique features, such as its own federated Identity Provider, end-user and service-provider/reseller portals, API access, metering and advanced billing, and an app center. All of these run side by side with the unmodified OpenStack services and are remotely installed and managed by Ormuco.

You can deploy Ormuco's solution as a single-tenant private cloud, a multitenant public cloud, or both and have federated access between locations. The solution provides a fully featured cloud, including dedicated and virtual servers, storage, backup, networking, and more.



Why HPE and Ormuco?

Differentiated cloud services

Deliver a price-competitive and unique hybrid-cloud experience to customers.

Accelerate time to market

Using a proven blueprint, deliver cloud in three to six months from contract signature.

Expertise and experience

Leverage best-in-class infrastructure and operational expertise, providing cloud services to over three million users.

Extend your reach

Leverage HPE Sales and Cloud 28+, the largest cloud-aggregation platform.

Turnkey cloud for service providers

Many service providers have limited resources with which to build and operate their own clouds and would rather invest in delivering higher-value services like database applications and security management. To make cloud adoption easier, Ormuco delivers its solution as a turnkey appliance that it can deploy and manage in your own data center or even in a customer's data center on your behalf. The solution can be white labeled to deliver a seamless experience to your customers and is backed by an uptime SLA of 99.95%.

You own and manage your customer relationships and are responsible only for data-center capacity and level-1 support, freeing you to focus on delivering incremental value on top of the infrastructure layer. This successful approach allows partners to benefit from repeatable expertise, technical resources, quick time to market, and a cost-efficient investment model.

Joint go-to-market through Cloud28+

Building out a cloud solution in your data center is not enough. To be successful, service providers need to extend reach and ensure that services can be successfully promoted and sold. Because HPE's hybrid IT strategy is based on partnerships with service providers, we offer two programs to accelerate your revenue growth and return on investment.

First, by joining the HPE Partner Ready for Service Provider program, HPE will co-market and co-sell your cloud services, and HPE account managers will get credit for selling your services. Second, HPE founded Cloud28+, an open community of SPs, ISVs, VARs, SIs, developers, and government entities. In fact, according to 451 Research, Cloud28+ is the largest cloud-aggregation platform in the industry. Cloud28+ can help decrease content and advertising costs, create lead-generation campaigns, build new business alliances and offerings, and expand market visibility and thought leadership.

The opportunity is now

HPE Service Provider Ready Hybrid Cloud with Ormuco provides HPE partners with competitive, flexible, and agile public, private, and community cloud solutions for SMB, enterprise, and government customers. This proven solution mitigates risk and accelerates revenue growth by partnering with HPE, Ormuco, and Cloud28+.

Take the next step

Schedule a meeting and demo with HPE and Ormuco to learn more about how you can deploy and sell public, private, and hybrid cloud services.

Learn more at

hpe.com

ormuco.com

cloud28plus.com



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