

HPE GreenLake Edge Compute

Realize the full potential of IoT for your business



Business outcomes at the edge

As you look to harness data from the Internet of Things (IoT) to increase insights, the separation between the line of business, operations, and IT is decreasing. The challenge is to accelerate time-to-accurate insights by processing data at the edge—or close to the point of origin—without increasing the complexity of your environment. HPE GreenLake Edge Compute helps you simplify the creation of a flexible IoT infrastructure to meet the needs of your business today and tomorrow. It includes defining and deploying the right IoT solution with the right infrastructure, management, security, and support.

Meeting the challenge of IoT

Advancements in IoT technology are dramatically changing the way businesses derive value from data. With the majority of modern operational systems and products (such as manufacturing equipment and facilities) being digitally instrumented and producing a flood of telemetry, data analytics can be used to glean real-time, actionable insights. In addition to helping you increase operational efficiency, mitigate risk, and save money, these insights can also help deliver the innovation needed to succeed—and thrive—in today’s digital economy.

To reap greater benefits from these new insights, data needs to be analyzed quickly and in the most cost-effective way. This means processing data as close to the point of origin as possible. Doing so helps mitigate data latency issues, reduce costs, minimize security exposure, and can help you fulfill compliance requirements while accelerating time to insight.

While recognizing these benefits, many organizations are concerned about the investment, complexity, and IT skills required to shift data processing closer to the edge. HPE GreenLake Edge Compute is designed to deliver the capabilities you need, at a price aligned to your business while minimizing your need to acquire additional IT skills.

Making compute on the edge easy

HPE GreenLake Edge Compute is an end-to-end, comprehensive framework that allows you to deploy IoT solutions at your own pace. **HPE Pointnext** guides you to **think big** to help you transform with the right IoT solution. It provides a modern IoT operational infrastructure within a flexible framework, designed to help you address the challenges of an ever-changing landscape by constantly and proactively adapting to fluctuating market conditions.

Deploy a proven solution

Deploying the right IoT technology is critical to realizing your strategic goals and meeting your business objectives. HPE Pointnext experts help guide you through the different options, matching the latest IoT technologies available from HPE based on your needs. By focusing on your desired business outcomes, the process is intended to eliminate much of the industry **noise**, so you can quickly identify IoT technologies and solutions.

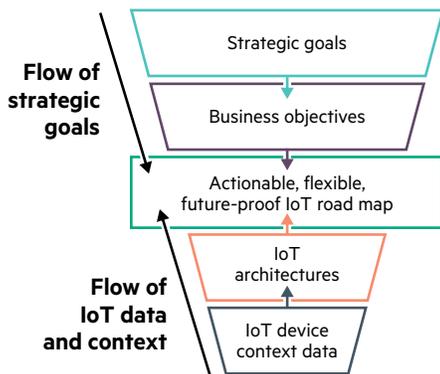


Figure 1. Align the right architecture to your unique business objectives



HPE GreenLake Edge Compute

Simplify your IoT transformation

- Outcome-driven advisory services help you to think beyond your immediate needs and short-term efficiency gains
- A flexible framework built on a scalable foundation provides customized support for multiple use cases
- End-to-end design, configuration, deployment, integration, support, monitoring, management, and operational IoT services
- Pay-as-you-go pricing model to align your investment with your growth

Leave it to the experts

As an end-to-end lifecycle framework, HPE GreenLake Edge Compute simplifies and accelerates your IoT journey. Once your business objectives are understood and relevant supporting technologies identified, your HPE Pointnext team helps design your IoT solution before integrating and rolling it out across your environment. Rather than having to acquire or train additional IT resources at the edge, **HPE** remotely monitors, manages, and operates your IoT environment on your behalf and according to your operational, security, and compliance requirements.

In the unlikely event of a component failure, Hewlett Packard Enterprise provides hardware services aligned to your business and service-level requirements. Once the component is replaced, automated provisioning takes place under the watchful eye of HPE Pointnext experts to get you up to full operational capacity as quickly as possible.

Transforming IoT with end-to-end, managed edge services

HPE IoT advisory, professional, and operational services encompass a combination of consulting, security, support, and management built on HPE's experience delivering IoT infrastructure and software solutions.

Intelligent Edge advisory and professional services

To help you navigate this complex process, Hewlett Packard Enterprise has a variety of executive sessions, workshops, and assessments. Led by HPE Pointnext experts, your lifecycle experience begins by identifying your unified IoT vision and mapping your business goals to available technology.

By combining the **outside in** or **inside out** drivers derived from your data, technology, and business strategy, the intended outcome of this process is to allow you to develop a single design criteria for your IoT environment. The resulting technology road map and flexible solution framework is designed to support your critical use cases, accommodating their requirements in terms of support levels and cost with the goal to maximize business outcomes and reduce risk.

Industry-leading IoT environment

Once your technology road map and solution framework are created based upon your current and future business requirements, your HPE Pointnext team helps design, configure, and deploy your IoT solution. Your solution includes

- **An IoT operating environment** consisting of HPE hardware appliances specifically designed for your IoT environment along with certified operating systems
- HPE network infrastructure with security features for **data distribution and connectivity** across your IoT environment from the edge to the data center, including provisioning and operational management
- **IoT middleware and security** features chosen to meet the unique requirements of your business

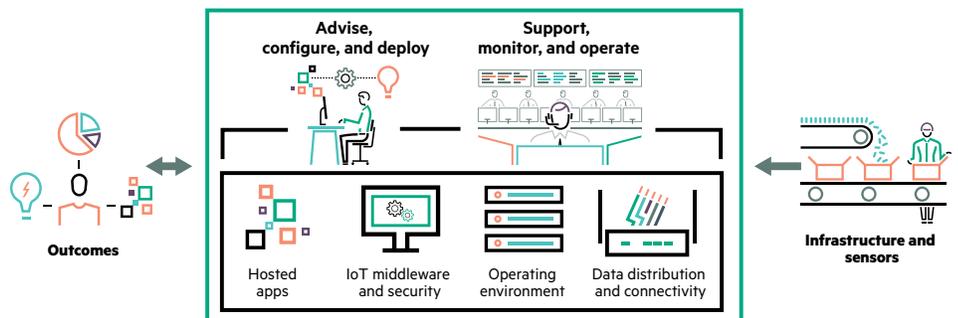


Figure 2. A complete IoT environment designed, built, and managed by HPE Pointnext experts to deliver your business outcomes



Brochure

- Focus on your core business rather than on IT infrastructure
- Rapidly innovate and add new IoT use cases with flexible IoT infrastructure
- Optimize performance with infrastructure composed for your workloads
- Help improve security and compliance
- Eliminate upfront investment and reduce total cost of ownership by shifting to a pay-as-you-go pricing model

Pay-as-you-go pricing model

Scale and innovate rapidly with pay-as-you-go pricing model. Designed to empower your business with functionality, you can easily scale as you expand operations or add new use cases. Pay-as-you-go pricing can potentially be treated as OPEX, aligning your costs to the business benefits of your IoT rollout.¹

Choose your infrastructure and a service level aligned to your needs with differentiating deliverables based on location, available skill sets, level of criticality, or required scale. In addition, by eliminating the upfront expense of setting up and managing an on-site infrastructure, you can roll out your IoT environment at your own pace and in line with your expected business outcomes.

Operational services

Offering different service levels aligned to the criticality of each use case, HPE Pointnext provides an integrated set of IoT services designed to augment your own capabilities.

Intelligent Edge management

Tailored to meet your internal service-level agreements (SLAs), these services include monitoring, management, and operation of your IoT environment.

Personalized account management

An assigned account team focused on your IoT environment and business objectives provides a single point of contact within HPE to help meet your expectations. The team's goal is to form a close working relationship with designated members of your IT staff and gain a clear understanding of your business objectives, key SLAs, and the key performance indicators (KPIs) you need to meet. Your team oversees the delivery of the various support options you have chosen.

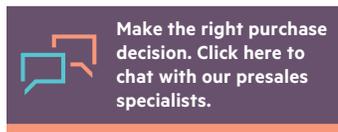
Realize the full potential of IoT with HPE GreenLake Edge Compute

- Focus on your core business and operational imperatives rather than on IT infrastructure
- Implement your IoT environment without having to acquire additional staff or skills that HPE Pointnext can provide
- Innovate rapidly, implementing new solutions faster
- Help increase the availability, reliability, and security of your IoT environment by leveraging HPE Pointnext skills and expertise
- Accelerate time-to-actionable insights and help decrease operational costs with pay-as-you-go pricing

Whether you're just beginning your IoT journey or well on your way, HPE Pointnext can help you build the platform you need to realize your business outcomes at the edge.

Learn more at
hpe.com/greenlake

¹ Customer must obtain their own financial advice on treatment of this service.



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