

Brochure



# Integrating hybrid IT with Microsoft Azure

HPE Services for Microsoft Azure



**Hewlett Packard**  
Enterprise

# Confidently deploy the right mix of Azure cloud technologies

## During the next two years, hybrid cloud will be the primary deployment venue for most workloads

In a recent survey of 1155 enterprise accounts, 72% of respondents said that the cloud will be their primary destination over the next two years.\*

## Step-by-step transformation to hybrid IT—the new operating model

- The first step is **automating** low-value manual tasks that people perform, enabling machines to do the work.
- The next step is **orchestrating** the processes that directly support the business, which will drive agility and speed.
- The final step is **transforming** IT with a new operating model that supports innovation and enables IT to work as a holistic end-to-end system.

Flexibility, speed, and cost-efficiency are today's top business priorities. Transforming to a hybrid IT infrastructure can get you there. HPE Services professionals can help by defining the right mix of public cloud, private cloud, and traditional IT—powered by Microsoft® Azure and HPE converged or hyperconverged infrastructure.

## A new operating model is emerging

### The digital experience is driving change

Today, we are experiencing an explosion of technology enabled by new digital interactions. In this digital world, the time to value for new ideas is greatly reduced—enabling new market players to emerge, disrupting traditional business models, and creating a more connected world.

In today's idea economy, everything is a connected digital instance, generating and consuming exponential amounts of data. And as data volumes continue to grow, they will become the new currency. Creating, mining, and exploiting these massive data volumes will be critical success factors for remaining a competitive force in your industry.

Going forward, systems will integrate and there will be no distinction between human and machine-based interactions. Workflows and analytics will work together in real time to contextualize everything and personalize it for every customer—and for your business processes. This is what we call the “digital experience.”

Many companies will respond to this disruption by exploring new business models. They will identify the requirements for new operating and infrastructure models to support the “digital vision.” IT's job will be to interpret the requirements and then transform the infrastructure model to meet them.

This future-focused operating model is available today. It's called **hybrid IT**, and it includes a mix of new models for application and workload architecture, infrastructure, service delivery, DevOps, and service management. To deliver the right mix within your IT supply chain—on-premises for certain workloads and off-premises for others—you can work with the experts at HPE Services. Together, we can define your organization's right-fit solution, based on Microsoft Azure hybrid cloud and HPE converged or hyperconverged infrastructure.



# 4000

More than 4000 HPE service professionals have the expertise to design and deploy an HPE Azure hybrid cloud solution.

**Unmatched capabilities for Microsoft Azure**

Today, HPE is the only vendor that offers Azure hybrid cloud solutions with:

- Unified application and performance monitoring for Azure public cloud, Azure Stack hybrid cloud, and traditional IT
- Unified security information and event management and data security for Azure public cloud, Azure Stack hybrid cloud, and traditional IT
- Pay-as-you-go pricing and unified billing

## Delivering integrated hybrid IT infrastructure

### HPE and Microsoft share a strategic cloud partnership

For more than 30 years, HPE and Microsoft have shared a successful partnership. In December 2015, we extended our relationship by announcing a three-year collaboration to advance innovation in hybrid cloud computing through Microsoft Azure and HPE infrastructure and private and managed cloud solutions. This collaboration promises to help our customers accelerate and simplify their journey to the cloud.

As part of the agreement:

- Microsoft Azure serves as HPE's preferred public cloud partner.
- HPE is a preferred provider of infrastructure and services for Microsoft's hybrid cloud.
- HPE is integrating Microsoft Azure or Azure services with HPE servers.
- We are jointly developing a portfolio of engineered hybrid cloud solutions.
- HPE is incorporating the full portfolio of HPE Security and Big Data software solutions on Microsoft Azure Marketplace.
- Microsoft is a member of the HPE Composable Infrastructure Partner Program.
- HPE is a member of the Microsoft Cloud Solution Provider Program.

## On the road to hybrid IT

### Helping you realize the benefits of hybrid IT

The portfolio of HPE Consulting Services for Microsoft Azure includes comprehensive consulting skills for private, public, and hybrid IT environments.

Private	Hybrid	Public
<ul style="list-style-type: none"> <li>• Private cloud implementation</li> <li>• Microsoft Windows Azure Pack</li> <li>• Microsoft Azure Stack</li> <li>• Enterprise app foundation and modernization</li> <li>• Platform modernization</li> <li>• Microsoft SQL Server 2016</li> <li>• SAP®</li> <li>• Windows® 2016</li> <li>• Windows 10</li> <li>• Data center transformation and automation</li> </ul>	<ul style="list-style-type: none"> <li>• Hybrid protection</li> <li>• Hybrid platform</li> <li>• Moving workloads to hybrid cloud with Workload Portability Services</li> <li>• Hybrid Infrastructure</li> <li>• SQL Server on Azure</li> <li>• SAP on Azure</li> <li>• Hybrid Office 365</li> </ul>	<ul style="list-style-type: none"> <li>• IT Broker Consulting</li> <li>• Big Data on Azure</li> <li>• Developing and deploying cloud-native apps</li> <li>• VDI and application virtualization</li> <li>• Mobility</li> <li>• Azure IaaS</li> </ul>



# > 90%

More than 90% of the Fortune 100 companies trust the HPE Services global team of hybrid cloud experts.

## Integrating your Microsoft hybrid cloud

### Get started today

If you're ready to take the first steps on your cloud journey, HPE TS Consulting can help you get started on the right path. For example, if you want to:

- **Develop a Microsoft Azure cloud strategy**—You can attend the HPE Advisory Workshop for Azure Hybrid Cloud to align your stakeholders and objectives and get started on what is most important to your business.
- **Build a Microsoft Azure private cloud**—We can help integrate your new cloud solution with your existing IT environment.
- **Move targeted workloads to Microsoft Azure**—We can discover, rapidly assess, and migrate workloads to create the “right mix.”
- **Secure your Microsoft Azure private cloud**—We can recommend the appropriate security services, including service catalogs, service designs, and cloud protection.
- **Complement integrated solutions**—You can choose from:
  - HPE ConvergedSystem 700 with Microsoft Azure Pack with fast implementation and integration services
  - HPE Hyper Converged 250 for Microsoft CPS Standard with implementation and integration services
  - HPE | Microsoft Azure Stack Solution (available soon)



#### Typical use cases for HPE Azure Hybrid Cloud include enterprises that:

- Want to deliver on- and off-premises Azure services to increase flexibility and lower cost, where unified security and management are important
- Want to offer multi-cloud services to their lines of business with a single cloud management platform that includes Azure plus other cloud technologies such as OpenStack, Amazon Web Services, and VMware®
- Need the flexibility and economics that public cloud provides for workloads that need to be delivered from the data center
- Need help from the experts to implement Azure hybrid IT

#### Go further with hybrid IT

When the time is right to extend cloud capabilities throughout your data center, work with HPE TS Consulting to deploy proven solutions to drive greater success.

- **For backup or site recovery for a virtualized environment**—Choose HPE TS Consulting Services for Microsoft Azure Backup and Microsoft Azure Site Recovery
- **For single sign-on to SaaS/PaaS in Microsoft Azure**—Select Single Sign-On to Microsoft Azure Services using corporate identity
- **When you use Microsoft Azure for your recovery site, and you need failover to work for both employee and external connections**—HPE TS Consulting can seamlessly integrate Microsoft Azure public cloud with your corporate network
- **If you want to deploy Microsoft Azure Stack**—You can choose Design and Integration Services for Microsoft Azure Stack (available soon)

#### Infrastructure, monitoring, and operations

In addition to expertise in Microsoft Azure and hybrid IT, HPE TS Consulting also has extensive experience with Windows Server®, System Center, SQL Server, Office 365, Windows 10, and Hyper-V deployments. We can extend our best practices for managing and monitoring Microsoft environments and to every Microsoft Azure deployment.

To provide greater value to our customers, HPE TS Consultants are also well-versed in SAP, Hadoop/Big Data, and VDI—as well as the entire HPE Helion product line and portfolio, OpenStack®, and Amazon Web Services (AWS).

### Flexible financing options

HPE Financial Services can help you capitalize on new opportunities by delivering flexible investment and asset management solutions. You can build inherent flexibility into your acquisition strategy, which will allow for refresh, expansion, or replacement—based on needs, not the age or depreciation schedule of the technology.

With HPE Financial Services, you can:

- Increase flexibility and agility with monthly payment options
- Optimize cash and create greater investment capacity
- Remove legacy assets on the books as a barrier to new project approvals, but keep them in place while in transition
- Improve the ability to grow and expand when needed
- Acquire spare capacity to have on hand now, but pay later when deployed

## HPE Support Services

Offering unified support for your end-to-end Microsoft Azure deployment—including servers, storage, networking, and Microsoft software—HPE Technology Support Services are just a phone call away.

For IT components in your data center, HPE Proactive Care helps you focus on driving business goals and growth with support that is:

- **Personalized**—You receive an enhanced call experience with rapid access to a Technical Solution Specialist (TSS) with expert technical skills who manages your case from start to finish.
- **Proactive**—To prevent problems before they occur, you can connect devices to HPE for 24x7 monitoring, pre-failure alerts, automatic call logging, and parts dispatch. In addition, connected products provide data that enables:
  - Tailored reports with analysis and recommendations for firmware and patch revision management
  - Proactive scanning that provides a health check for your devices to identify and resolve potential configuration issues
  - A trend/incident report
- **Simplified**—An integrated set of support deliverables that is competitive and cost-effective. You can select the level of response that best fits your IT and business needs.

For your IT environment—including your private cloud, your DevOps environment, and your hybrid IT—HPE Datacenter Care can help you deliver IT stability and an experience that meets the needs of your organization, while optimizing cost and IT resources and retaining control and security. HPE Datacenter Care makes it easier to operate your data center today, removing the “heavy lifting” and freeing up your resources for innovation that differentiates your business.

You'll benefit from the continual introduction of new capabilities for delivering what hybrid IT requires for the future—to improve the speed and flexibility of IT delivery and to enable disruptive innovation.

HPE Datacenter Care is a personalized service with modular service “building blocks” tailored to your business needs. Your assigned HPE account support team, backed by HPE's global expertise and ecosystem, helps you simplify and get more out of day-to-day operations. With strong expertise in Microsoft software, coupled with a Center of Expertise for Cloud solutions, HPE is your single-source IT partner.



### **HPE Flexible Capacity**

With the HPE Flexible Capacity service, you receive the agility and economics of a public cloud experience with the security and performance benefits of on-premises IT. You can set up IT capacity, pay monthly based on what you use, and easily scale up or down—with no capital outlay or lengthy IT procurement process.

HPE Flexible Capacity also offers the option to incorporate selected Microsoft Azure services into your IT mix. This gives you fast access to public cloud resources, as well as conventional on-premises IT infrastructure. As your needs change, so can your mix of on-premises and public cloud resources, so you always maintain the right mix.

With HPE Flexible Capacity, you're always prepared for changes in demand, whether it's a seasonal spike in traffic to your website or a new business application that experiences growth. As with the cloud, the Flexible Capacity model allows you to provision capacity in a matter of minutes from the ready-to-use buffer in your data center. It's truly like a public cloud experience for on-premises IT—without a months-long procurement cycle or upfront capital costs.

Better still, with HPE Flexible Capacity, you no longer need to oversize your environment to be sure you can meet peak demands. Instead, you pay for only the capacity you actually use, when you need it. You benefit from a variable payment model, enabling you to align your cash flows to the business.

Ultimately, a Flexible Capacity model can transform the role of your IT organization. You can become a broker of IT services to the business—spending more time on innovation and less time on designing, procuring, and maintaining your IT infrastructure.

For more information

- [HPE Flexible Capacity animated video](#)
- [Eshgro CloudSystem case study](#)
- [Agfa Datacenter Care case study](#)
- [National Water Datacenter Care case study](#)
- [HPE Datacenter Care video](#)



## The future of IT is “hybrid”

### Ease your transition with HPE Services for Microsoft Azure

As you look forward to transforming to a hybrid IT business model, remember that HPE service professionals can help get you there. Let's work together to define the right mix of public cloud, private cloud, and traditional IT—powered by Microsoft Azure and HPE converged or hyperconverged infrastructure.

Learn more at  
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[hpe.com/services/fc](https://hpe.com/services/fc)  
[hpe.com/services/cloud](https://hpe.com/services/cloud)

### Our solution partner



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