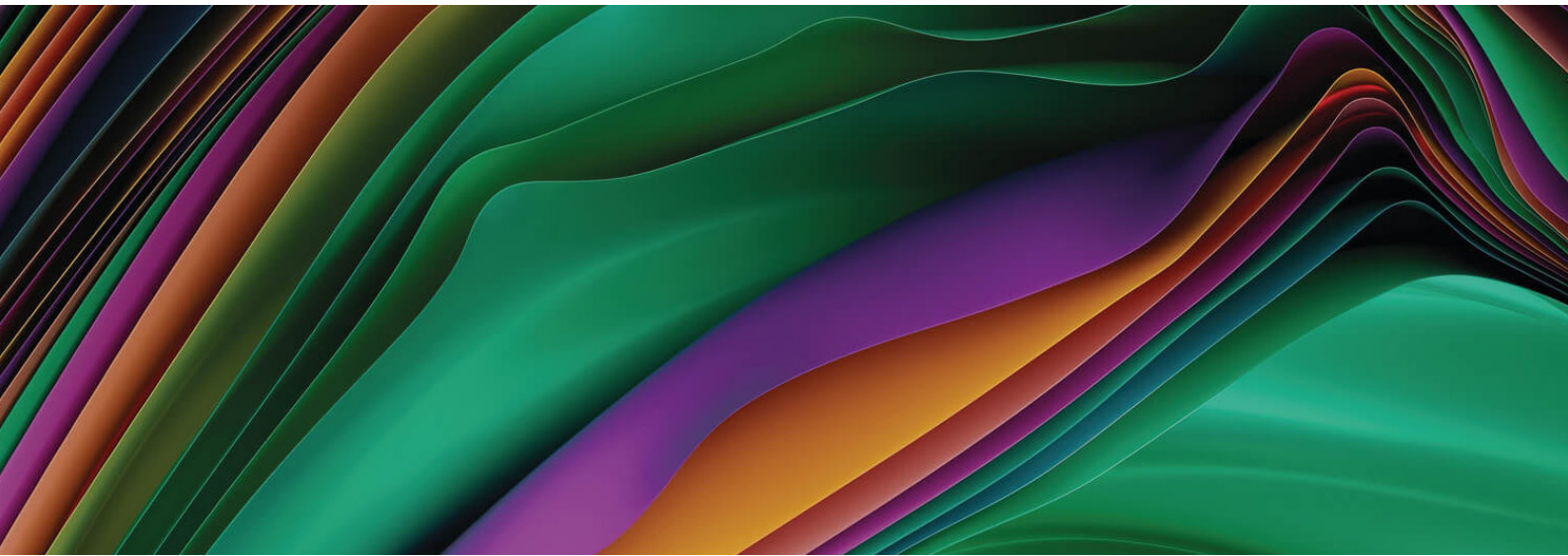


Create a cloud smart strategy leveraging HPE GreenLake with Digital Realty

Build your right mix hybrid and multicloud IT environment on a foundation of secure, sustainable, and cost-optimized cloud services





Data trends show why colocation is needed more than ever¹

- 72% plan to add new business locations in the next two years
- 84% need global coverage and a secure data exchange from a single DC provider
- 77% have data latency-specific performance requirements

HPE GreenLake with Digital Realty allows you to leverage the benefits of a cloud experience while keeping full control of your IT. You gain the flexibility and cost savings of running your workloads in a cloud model with extra security and without the burden of running your own data center.

Challenges to a successful hybrid cloud strategy

While developing their optimal hybrid cloud environments, enterprises must navigate rising data center capital and sustainability challenges, including space constraints and IT modernization requirements. Yet, moving everything to, or repatriating workloads from public cloud environments can carry its own set of obstacles in the form of potential security breaches, outages, data privacy, and sovereignty requirements, as well as data movement and egress charges.

In parallel, enterprises are seeking to extract more value from their ever-increasing quantities of data while ensuring optimal end-user experiences in a world of increasingly dispersed workloads and workforces. Enterprises need to think through where their data is located and how it needs to be accessed, as well as compliance, security, and performance concerns. Whether those data centers be in one or more condensed geographic regions or across national borders, access, latency, and local regulatory requirements create complexity that must be addressed.

Gain simplicity and agility in one move

Although moving to a hybrid cloud ecosystem makes business sense, companies need to consider the up-front costs of designing and implementing a move to colocation. Capacity planning, as well as managing your infrastructure and applications, require dedicated resources and expertise that you may not have in-house. For that reason alone, it's important to evaluate your current setup, explore what your potential is, and work with a partner to determine what combination of on-premises hardware and cloud services will help you achieve an optimal outcome.

The HPE GreenLake platform delivers that consultancy expertise with our data center technology services team, who have experience from more than 300 projects of varying sizes across 40 countries to help you design the right components for a successful hybrid cloud journey. And with more than 300 data centers located around the globe, Digital Realty offers you the flexibility to choose the right location to meet the specific latency, data sovereignty, and connectivity requirements your business demands. You can put your data where it needs to be—closest to your employees, customers, and partners.

¹ "Global Data Insights Survey, 2022 Report," Digital Realty, 2022





Digital Realty by the numbers

- 15 consecutive years of five 9s availability²
- Access to several densely populated connected data communities including 1,500+ enterprises, 1,200+ network service providers, and 1,100+ cloud and IT providers³
- More than 300 data centers across 6 continents in more than 27 countries and 50 metro areas⁴

Create long-term value through HPE GreenLake with Digital Realty

To solve these challenges, Hewlett Packard Enterprise and Digital Realty have partnered to provide enterprises with robust cloud experience, available in hundreds of data centers around the world. Combining the HPE GreenLake platform with Digital Realty's Platform Digital provides a meeting place between providers and enterprises, allowing enterprise customers the opportunity to develop compelling economic and environmental efficiencies while helping to ensure a best-venue approach to workload and data placement.

- **A broad services portfolio with cloud adjacency:** Comprehensive range of HPE GreenLake cloud services—more than 70 workloads—and supporting data center facility, networking, and management services, coupled with Digital Realty's ServiceFabric™, providing a wide span of seamless, on-demand internetworking services
- **Security and data sovereignty:** Workloads securely placed in the locations of your choice with respect to local or industry regulations. HPE GreenLake employs a zero trust-enabled architecture from edge to cloud, as well as built-in data protection and encryption capabilities, together with Digital Realty's advanced physical security protocols and 24x7 support in its fully redundant, state-of-the-art data center facilities
- **Advanced workload architecture:** End-to-end support to design, build, deploy and manage your integrated IT solutions within your colocation data center space
- **Cost and simplicity:** A pay-per-use, off-premises model that offers one HPE GreenLake contract, point of contact, and monthly invoice to reduce the costs and complexities of both data center management of off-premises cloud solutions (no egress fees, no data transfer fees)

This unique partnership delivers the cloud under your control, anywhere you're located, and everywhere you're connected. With a global presence in over 27 countries, you can quickly set up data centers at the edge, close to where data are generated, with the IT workload and data center flexibility you need. You gain an off-premises, single tenant cloud services experience while keeping control of applications and data in a pay-as-you-go⁵ model with no up-front capital investment.

- Access to an extensive cloud ecosystem for multicloud environments
- Achieve low latency in close proximity to compute and storage nodes
- Support for network-dense requirements, as well as large IT workloads, tethered together
- Dynamically allocate resources in a hybrid environment

² "Celebrating five-nines of uptime for the 15th consecutive year," Digital Realty, July 26, 2022

³ "Digital Realty Strengthens its Global Platform with Launch of New Interconnectivity Solution," Digital Realty, July 14, 2022

⁴ Digital Realty data centers, 2022

⁵ May be subject to minimums or reserve capacity may apply

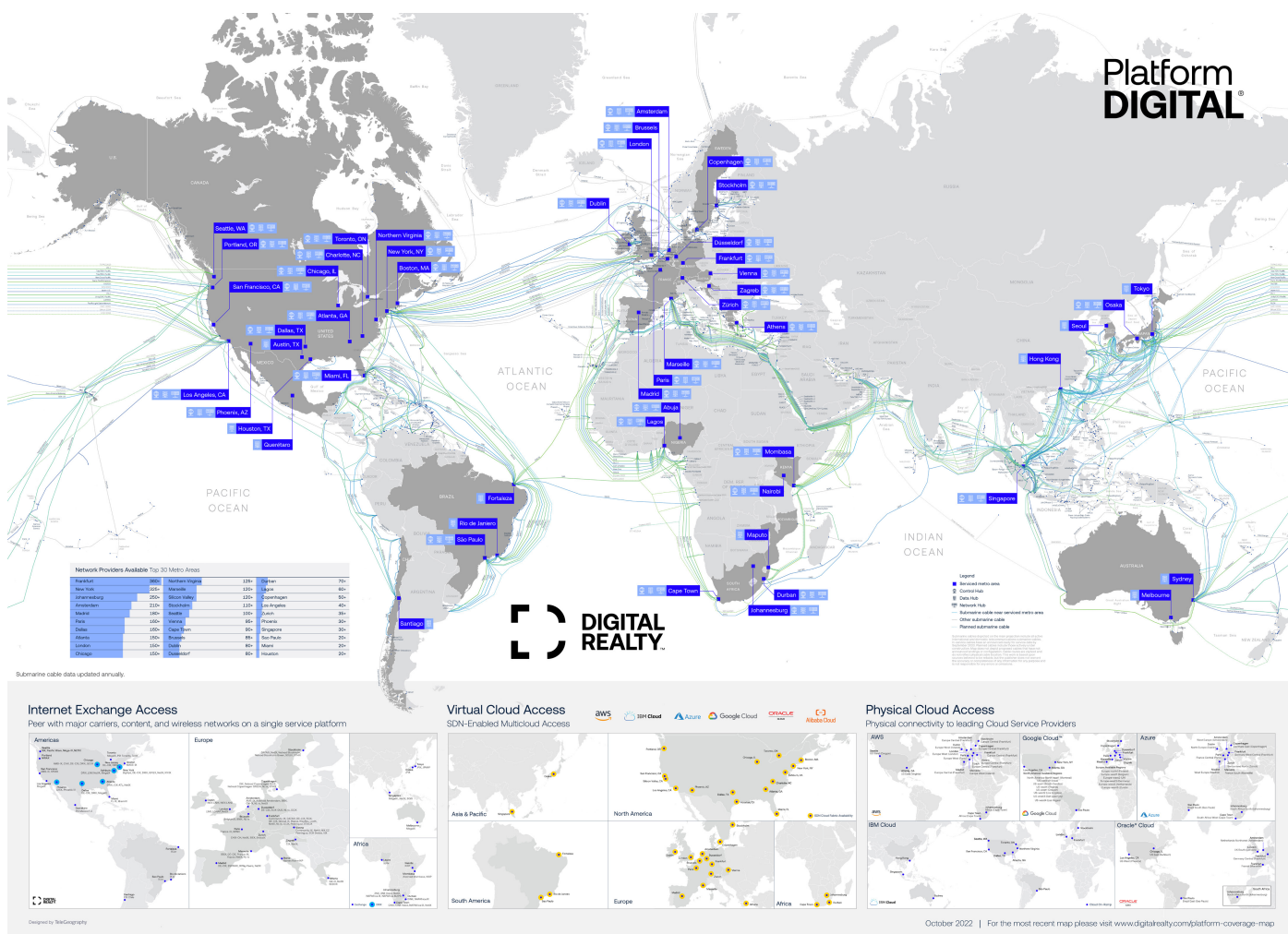


Figure 1. Digital Realty global data center platform
Image courtesy: Digital Realty

Drive sustainability with HPE GreenLake and Digital Realty

HPE helps you to implement a comprehensive sustainable IT strategy that lowers costs and energy consumption using the latest, most efficient technologies; lack of over-provisioning; and end-of-life asset management. For example, HPE has committed to refurbishing and remarketing 90% of recovered equipment, with the remaining 10% safely and responsibly recycled.

In addition, by housing your HPE GreenLake experience within Digital Realty facilities, enterprises benefit from multiple environmental advantages:

- Leading power usage effectiveness (PUE) levels—some as low as 1.12⁶
- 100% renewable energy coverage for the US colocation business, the UK, and the European portfolio⁷
- 59% of Green Certified buildings receiving Gold or above ratings⁸
- 31 ENERGY STAR®-certified data centers⁹
- Water-efficient and free cooling technologies and tap into reclaimed water supplies where available to reduce the use of potable water
- Technology to reuse existing heat in commercial and domestic applications where available
- 2022 EPA ENERGY STAR Partner of the Year Award for the third consecutive year—receiving the Sustained Excellence designation¹⁰

⁶ "Driving Efficiency in Design and Performance through Sustainability," Digital Realty, 2022

⁷, ¹⁰ "Environmental, Social and Governance Report 2021," Digital Realty, 2021

⁸, ⁹ digitalrealty.com

Gain operational efficiencies with HPE GreenLake

HPE GreenLake can address the key causes of inefficiencies, including over- or under-provisioning, outdated technologies or facilities, and scalability challenges by helping you to implement an effective hybrid cloud delivery model. With HPE GreenLake Management Services, HPE remotely monitors, operates, and optimizes your infrastructure and applications, so you're not held back by internal resources and capabilities. Our metering and monitoring tools provide the insights you need to improve efficiency and achieve the highest levels of utilization of your deployed systems. With unique IP and automation, along with a team of 23,000 global experts, the service delivers comprehensive monitoring, operations, administration, optimization, and nearly continuous improvement across the areas of IT.

The HPE GreenLake with Digital Realty difference

Having the right IT, data center facilities, and services lets you focus on the decisions that will make your organization a data-first enterprise. But to adapt a modern approach to digital business, you must leverage a cloud experience that allows you to unlock the value of your apps and data, wherever they may reside.

HPE GreenLake with Digital Realty provides a comprehensive, pay-per-use¹¹ cloud solution—off-premises. You can create and leverage a hybrid estate with low latency, improved performance, and lower costs while keeping control of your data and processes with full visibility over usage and spend.

HPE GreenLake with Digital Realty's PlatformDIGITAL®, the company's global data center and connectivity platform, provides best-in-class workload and data management to accelerate digital transformation.

Learn more at

hpe.com/us/en/products/software/marketplace/digital-realty.html

¹¹ May be subject to minimums or reserve capacity may apply

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