

**Hewlett Packard
Enterprise**

BECHTLE

HPE GREENLAKE AVEC BECHTLE

27.10.20

Thibaud Lenik, Bechtle Business Development Manager Data
Center

Stéphane Haas, HPE GreenLake Sale Specialist

AGENDA

- Introduction
- Présentation du modèle Greenlake
- Exemples prix Greenlake
- Success Story
- Q&A



INTRODUCTION

- Bechtle est depuis longtemps partenaire HPE Platinum
- Un partenariat établi localement avec les équipes Suisse Romande
- Un portfolio pour répondre à toutes les exigences dans le monde du datacenter et de l'infrastructure IT
- Des références multiples et dans toutes les branches économiques



HPE GREENLAKE

THE CLOUD THAT COMES TO YOU



Self-service

Pay-per-use¹

Scale up
and down

Managed
for you



YOUR TOP WORKLOADS, DELIVERED AS A SERVICE

STORAGE

COMPUTE

VIRTUALIZATION

HPC

PRIVATE CLOUD

CONTAINERS

VDI

COMPOSABLE

DATABASE

NUTANIX

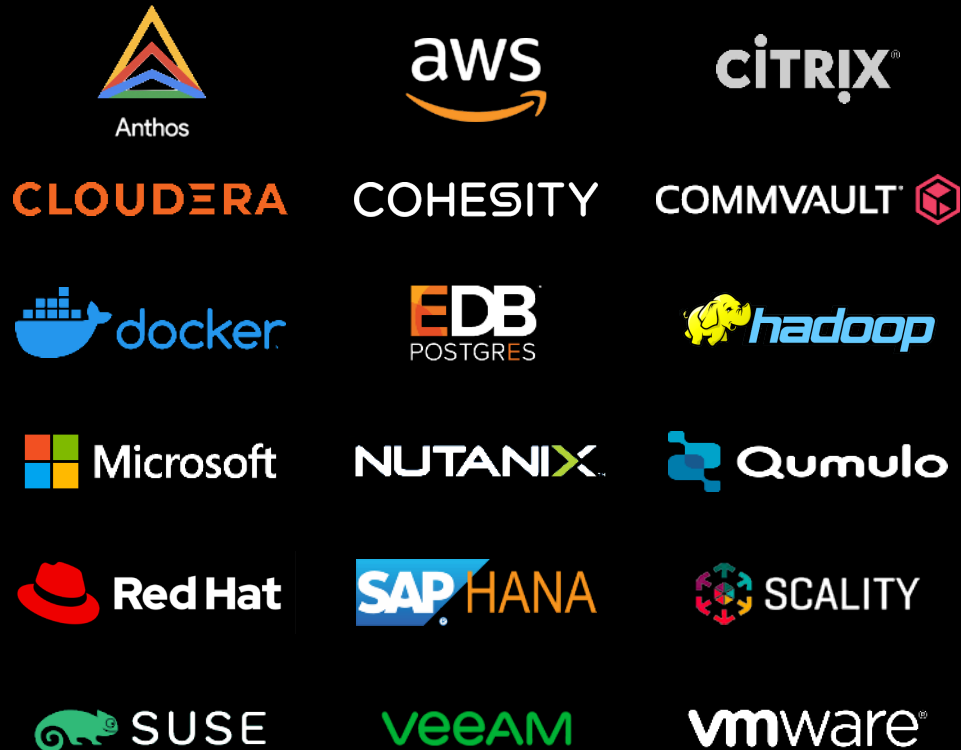
BIG DATA

BACKUP

Metered by GB, core, compute used by software,
memory, TB backed up, container unit, network port,
and more

THE HPE GREENLAKE ECOSYSTEM

Technology partners



System integrator / Hosting

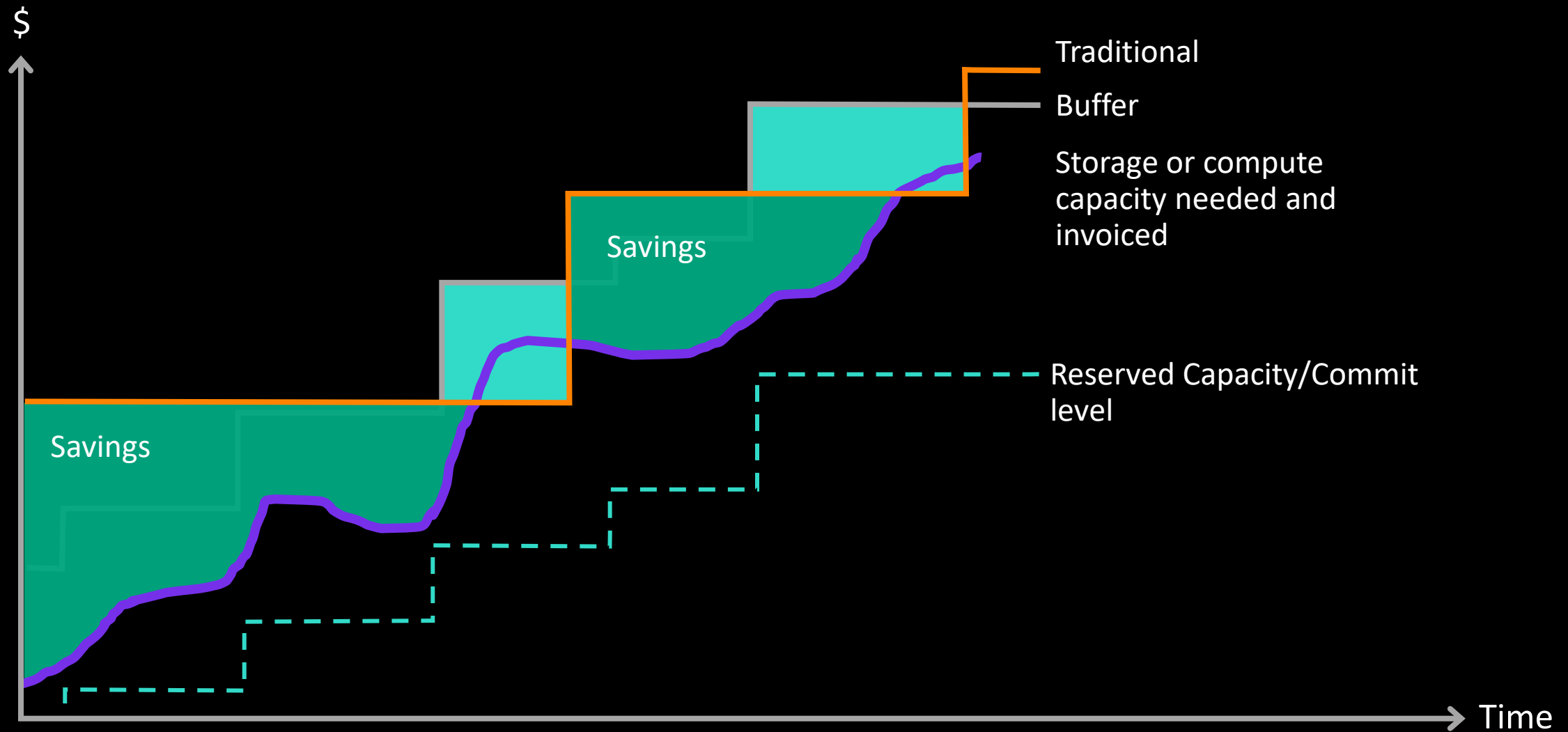


Channel partners

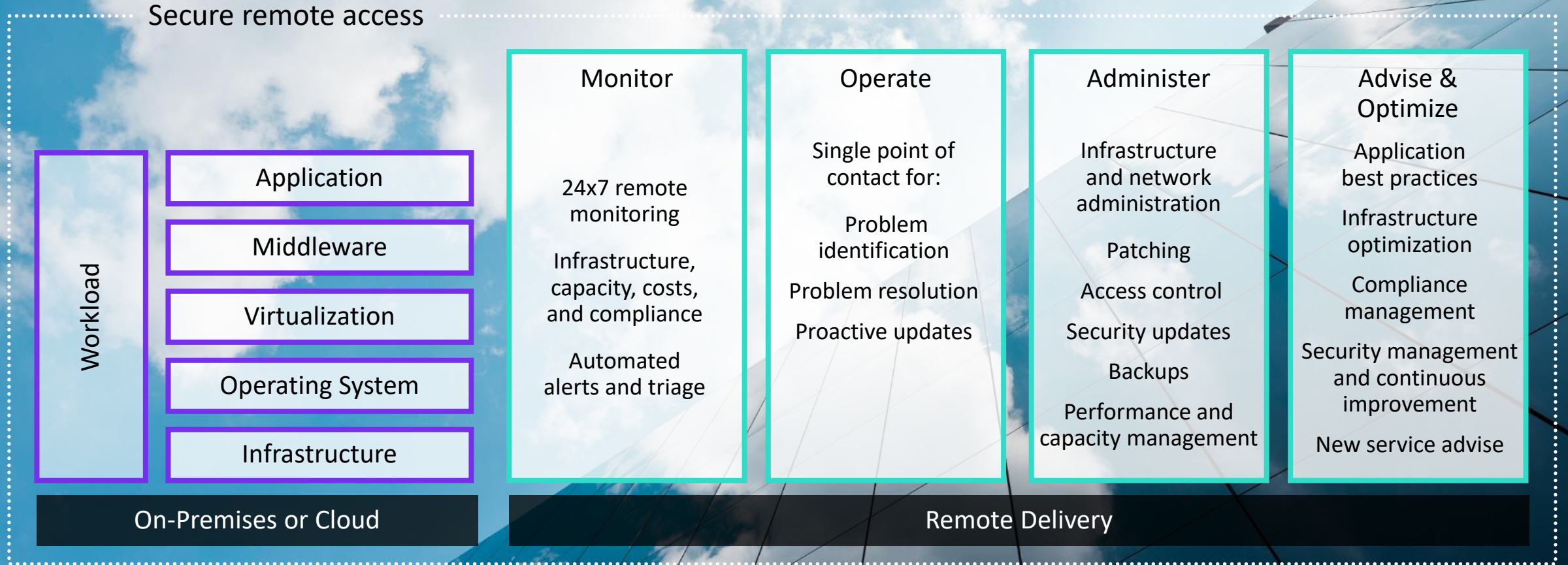
- Selected HPE partners among which Bechtle
- Global presence
- Service providers
- Cloud 28+ partners
- HPE OEM partners



HOW YOU SAVE WITH AN AS-A-SERVICE MODEL



HPE BECHTLE GREENLAKE MANAGEMENT SERVICES



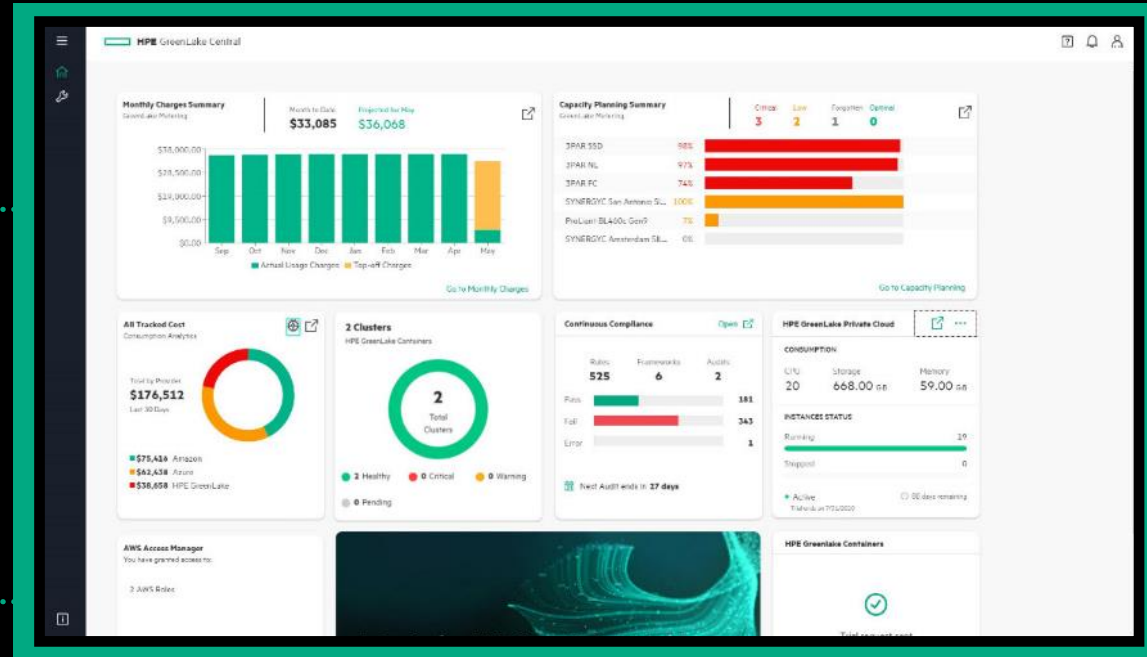
REDEFINE EXPERIENCES WITH HPE GREENLAKE CENTRAL



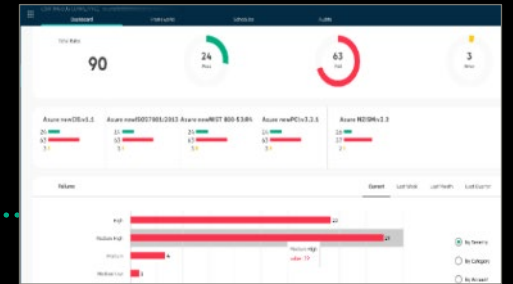
Capacity ready ahead of demand with built-in buffer



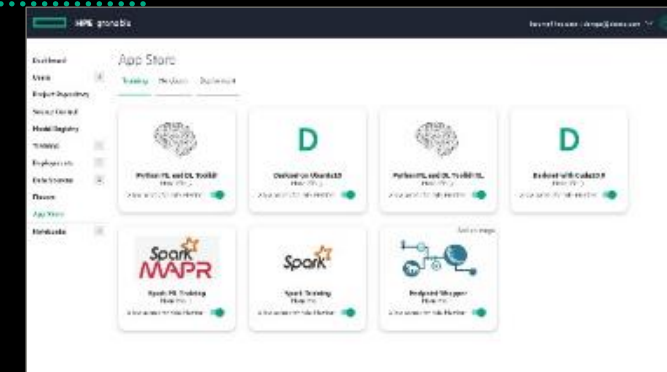
Cost controls to optimize spend across clouds



HPE GreenLake Central
Intuitive, self-serve, point-and-click
portal and management console



Continuous compliance for
over 1,500 controls



Faster insights for data science
teams, with choice of tools



EXEMPLES PRIX



HPE GreenLake

SOLUTION PARAMETERS – All prices composed of the following:

- ❑ Unit Pricing: CHF (excl. VAT)
- ❑ Contract term: 48 months (can be 3 to 5 years upon request)
- ❑ GreenLake model:
 - Pay for committed capacity
 - Sites: 1
- ❑ Standard Services included:
 - HPE Factory Integration
 - HPE HW installation
 - HPE Foundation Care 24*7
- ❑ Datacenter Care Services included:
 - Enhanced Call Handling
 - Relationship Management
 - Assigned remote account support manager
 - Quarterly remote support, activity and review
 - With capacity planning
 - Quarterly support activity report
 - Account Support Plan & Site Survey
 - Proactive Services
 - (none)

HPE GREENLAKE

Pricing per TB for a start around 120 usable TB capacity installed / 84TB committed capacity

- HPE Nimble HF60 storage

Decreasing unit prices

Billing Tiers	Unit of Measure		Band 1	Band 2	Band 3	Band 4
8TB NL	Usable Gb (written)	Volume	0 – 126,999	127,000– 179,999	180,000 – 235,999	236+
		Unit Price	CHF 0,0618	CHF 0,0601	CHF 0,0585	CHF 0,0569

Minimum Commitment

Configuration	Billing Tiers	Unit of Measure (UoM)	Committed Capacity (in % of installed)	Committed Capacity (in UoM)	Unit Price Per month	Total Price Per Month	Total Price Per Month at 100%
Nimble HF60 Storage	Nimble HF60 StoreOnce	Usable Gb (written)	75%	84 000	0,0618	CHF 5'191,2	CHF 7'416

Prices are non-binding and valid for 30 days from day of submission.
Changes in configuration or scope may result in changes to pricing.

HPE GREENLAKE

Pricing for VDI servers

- DL380 with:
 - Intel Xeon-Platinum 8160
 - 16 x 64 Gb 4Rx4 PC4-2666V-L
 - 2 x 300 Gb
 - 6 x HPE NVIDIA Tesla T4 16GB Module

Decreasing unit prices

Billing Tiers	Unit of Measure		Band 1	Band 2	Band 3	Band 4
Server	Server	Volume	0 - 6	7 - 8	9 - 11	12+
		Unit Price	CHF 1.565	CHF 1.535	CHF 1.496	CHF 1.467

Minimum Commitment

Billing Tiers	Unit of Measure (UoM)	Committed Capacity (in % of installed)	Committed Capacity (in UoM)	Unit Price Per month	Total Price Per Month	Total Price Per Month at 100%
Server	Server	80%	4	1..565	CHF 6.260	CHF 7.825

HPE GREENLAKE

PRICING For virtualisation

- 4 x HPE Simplivity Hybrid
 - 2 x Intel Xeon-Gold 6148 (2.4GHz/20-core)
 - Mémoire 768 GB
 - 4 x SDD 1.92TB en RAID-6
 - 8 x HDD 4TB en RAID 6

– Price per Compute Unit (CU)

- A Compute Unit is a GB of physical RAM allowable to a VM
- In this case, 2.538 Compute Unit counts for 4 Simplivity nodes

Decreasing unit prices

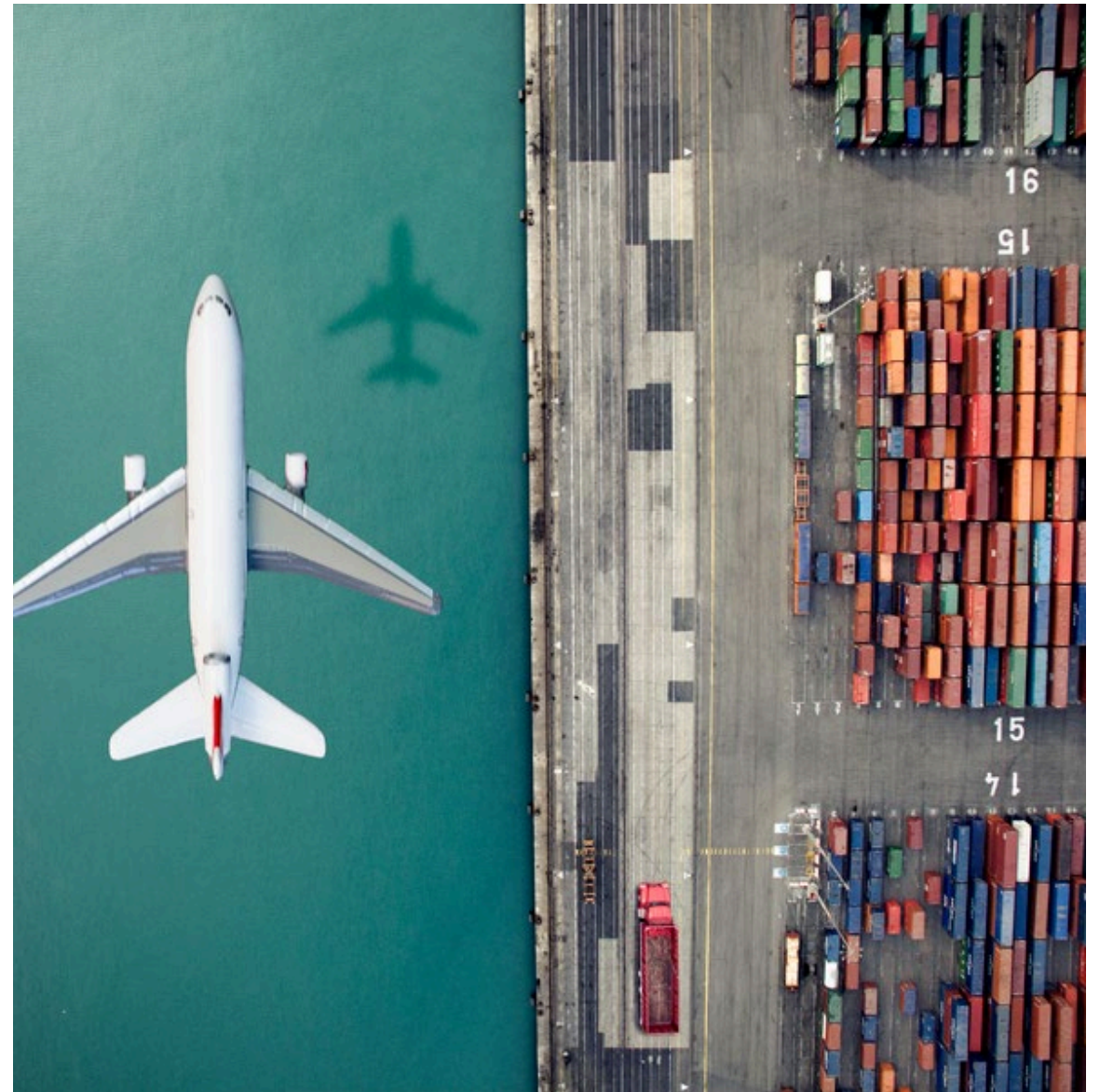
Billing Tiers	Unit of Measure		Band 1	Band 2	Band 3	Band 4
Simplivity	Compute Unit	Volume	0 – 3,100	3,101– 3,645	3,646– 3,647	3,648+
		Unit Price	CHF 4,79	CHF 4,70	CHF 4,59	CHF 4,46

Minimum Commitment

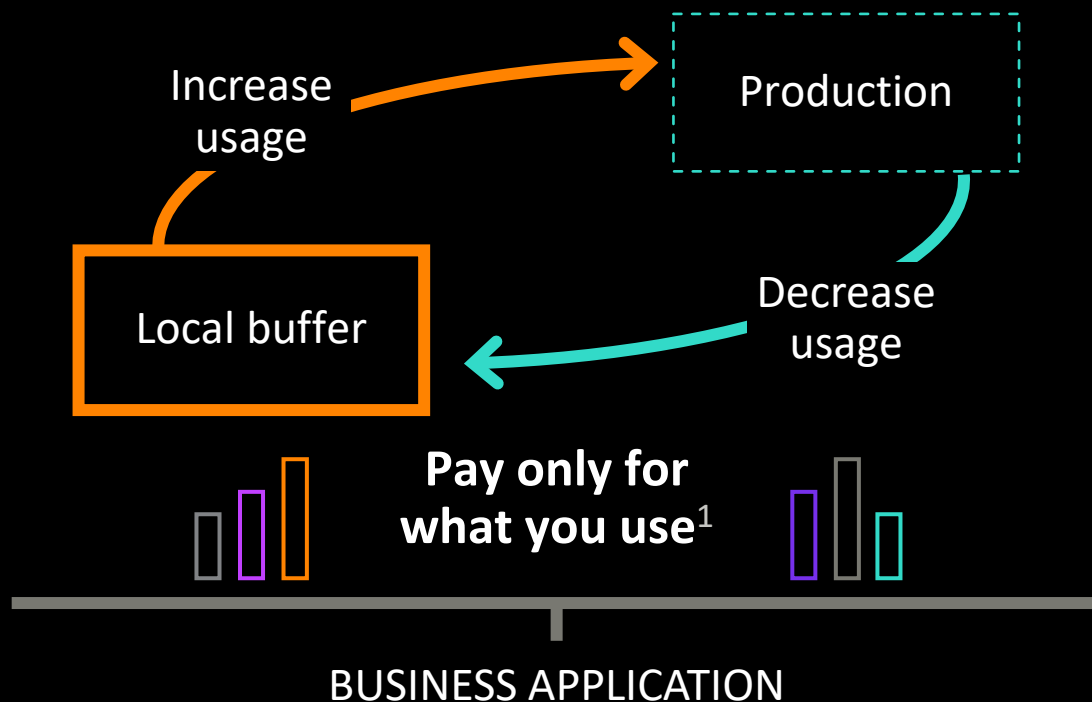
Billing Tiers	Unit of Measure (UoM)	Committed Capacity (in % of installed)	Committed Capacity (in UoM)	Unit Price Per month	Total Price Per Month	Total Price Per Month at 100%
Simplivity Hybrid	Compute Unit	80%	2.031	4,79	CHF 9.728,49	CHF 12.157,02

Success Story Suisse Romande Bechtle-HPE

- Secteur aéronautique
- Projet lancé en décembre 2019
- Solution de stockage As a Service:
 - Capacité de départ de 450 TB sur 2 types de disques (baies 3Par)
 - Prix unitaire au GB incluant scan, implémentation patching et updates trimestriels
- Bénéfices:
 - Pouvoir éviter le sur-provisionnement et capacité tampon sur site
 - Permet au département IT d'offrir du stockage *as a Service* à l'entreprise
 - Avoir une offre de service permettant un ajout rapide de capacité dès que l'activité reprendra
 - 20% saving Vs option Capex (avec services supplémentaires)



QUAND PENSER À GREENLAKE ?



Raison Budgétaire/Financière

Vous souhaitez payer pour ce dont vous avez besoin maintenant, les futurs besoins sont déjà établis

Vous souhaitez un paiement mensuel selon votre consommation

Une seule facture pour Hardware, Software et Services

Libérer des ressources

Vous souhaitez bénéficier de services opérationnels
Transformer l'équipe IT en Service Provider interne à l'entreprise

Meilleur contrôle et usage

Meilleur contrôle sur ce qui est consommé

Meilleure visibilité sur les coûts

Temps de déploiement du nouveau matériel réduit



CONTACT

Thibaud Lenik

thibaud.lenik@bechtle.com

+41 79 448 12 32

Stephane Haas

stephaneh@hpe.com

+41 79 283 78 80



THANK YOU

