Tech Data®

ACCELERATE YOUR DIGITAL TRANSFORMATION PROJECTS

Leverage Expertise to Make It Happen

IT Organizations Face Difficult Challenges

Transforming an outdated data center to a modern hybrid IT environment is key to competing more effectively in the digital economy. But organizations say their top four concerns include, in order of importance:

High maintenance costs — 01

02 — **Keeping up with new technology**

Capital budget constraints — 03

04 — **Growth of data storage requirements**

Deliver Better Business Outcomes

Organizations seeking to transform to a hybrid IT environment often choose IT as a Service (ITaaS) to achieve cloud-like economics and flexible IT consumption using on-premises infrastructure, as it offers the following benefits:

COST – Optimized, predictable, manageable

CONTROL – Compliance, security, risk, governance

PERFORMANCE – Business-critical workloads

AGILITY – Rapidly meet business needs

Accelerate your Customers' Digital Transformation

HPE Pointnext services are a critical part of all IT solutions — before, during, and after your customers acquire the assets they need:

SERVER

STORAGE

NETWORKING

CLOUD

Advisory & Transformation Consulting Services

HPE Advisory & Transformation Services delivered by HPE Pointnext focus on three key practice areas: hybrid IT, big data, and Intelligent Edge. This is the beginning of the journey where solutions are envisioned and defined.

- Focus on your business outcomes and goals
- Design your transformation
- Build a roadmap tuned to your unique challenges
- Help you digitize the core and innovate offerings
- Drive better experiences for your customers

Professional Services

HPE Professional Services, a part of HPE Pointnext, works in tandem with your teams from technical design to implementation, build to migration, distribution, and finally to operational consulting and service, with the following benefits:

- Top-stack agnostic
- Work with your preferred technologies
- The right solution for your needs, and not a one-size-fits-all model
- The IP and experience of thousands of implementations and deployments
- Done on time, on budget, and on target
- Ongoing education

Consumption-Based IT (HPE GreenLake Flex Capacity)

HPE GreenLake Flex Capacity, delivered by HPE Pointnext, is a suite of complete IT solutions such as big data, edge computing, database, and more — delivered on-premises in a pay-per-use model.

- PAY-PER-USE ECONOMICS
- SIMPLE IT EXPERIENCE
- ACCELERATED TIME TO VALUE
- ON-PREMISES CONTROL

11 000+ PROJECTS ENGAGED IN ANNUALLY

99.8% SATISFIED ENGAGEMENTS

25 000+ TECHNICAL EXPERTS

3 MILLION TECHNICAL EXPERTS

When You Think HPE, Think Tech Data

Think of Tech Data as your HPE supplier partner. Tech Data is one of the world's largest technology distributors. We help companies like HPE bring their products to market, and we offer a wide range of technical and business support services.

We certify, train, instruct, and support our reseller customers We also help configure, install, and finance their purchases. Many of the hardware devices and software applications that you use in daily life have passed through our logistics centers on their way to market.

We provide tools and resources to assist you in building skills to sell and support solutions. Our goal is to help you master complex training roadmaps so you achieve higher levels of authorization and increase revenue.

Contact Tech Data today at (727) 539-7429 to learn more about MAX, a new, intelligent enablement platform designed by Tech Data and HPE to assist channel partners.

MAX can help you find what you need — online sales and technical training, demand generation programs, certification, promotions, and more — fast!

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