

For everything as a service.. HPE GreenLake is at your service

Knowledge, experience, and resources to deliver true consumption-based IT

- Pay-per-use model
- Broad range of workloads
- On-premises, edge, and cloud
- Managed for you
- Over a decade of experience



Follow our story



HPE launches Flexible Capacity



HPE GreenLake brand established



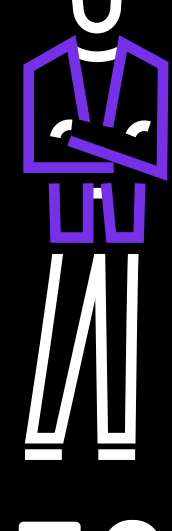
\$3B

TCV under contract¹



56

Countries served²



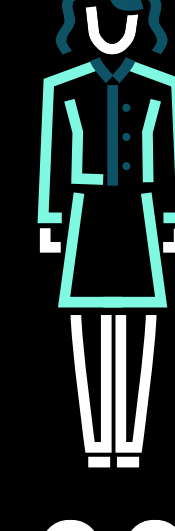
>700

Customers worldwide



500PB

Storage under contract³



>99%

Customer retention rate



Growth

One of the fastest-growing business units in HPE

45%

Year over year revenue growth⁴

50%

Average customer growth⁵

275%

Year over year growth in channel partners

More than 100 channel partners actively selling HPE GreenLake⁶



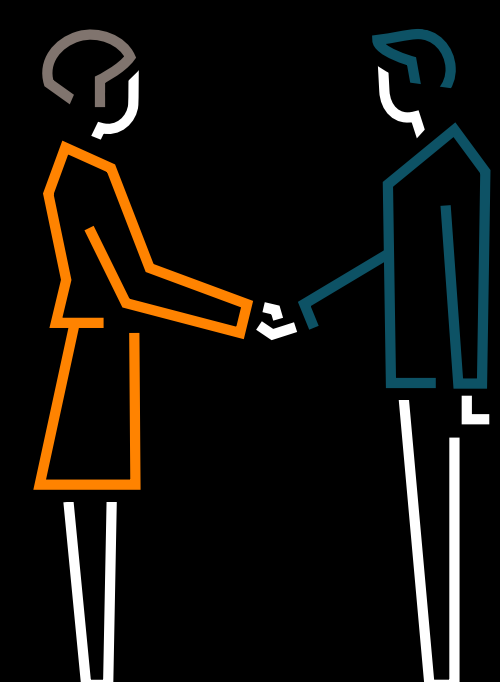
Pay-per-use workloads

Storage > Compute > Backup > Virtualization > SAP HANA® > Big Data

High-performance computing (HPC) > Database platform > Containers

Private cloud > Public cloud > Networking

Virtual desktop infrastructure (VDI)



Customer Value

HPE GreenLake delivers measurable value to our customers:

30%

CAPEX savings⁷

40%

Higher IT productivity⁷

65%

Shortened time to market⁷

Learn more

Contact HPE GreenLake to learn how our proven consumption-based IT solutions can help you radically simplify IT, lower costs, and free up resources for other priorities.

hpe.com/greenlake

¹ \$3B TCV is estimate based on HPE '19 FY19 booking records

² HPE GreenLake is sold in all countries where HPE Financial Services is operational

³ Extrapolated estimate

⁴ FY18 per sales reporting 39% Q2 FY19

⁵ Represents our customers' year-over-year contract term

⁶ By sales count, 400 partners with HPE GreenLake in the pipeline

⁷ Forrester TEI study: A commissioned study conducted by Forrester Consulting, "The Total Economic Impact™ of HPE GreenLake Flex Capacity," May 2018