



## **Insights from Customers and Partners**

### **HPE GreenLake for Block Storage**

“We want to be on the cutting edge of technology so we can offer services to our customers that they have the need for today and in the future. When placed in our private cloud, built on HPE cloud-native storage, we can go so much deeper in terms of supporting our customers compared to the public cloud. With HPE Alletra, it’s easy for us to tailor storage to our customers’ needs. We’re confident HPE’s newest innovations in storage and data services will further simplify how we support our customers.” **–Knut Erik Raanæs, Chief Infrastructure Officer, Intility**

“As an HPE partner, we’re looking for cloud data services that are flexible to each of our customers’ operational needs. Our mid-size customers will appreciate that mission-critical storage is now available to them with HPE GreenLake for Block Storage. They can start small and scale big without disruption, all the while taking full advantage of enterprise-class features like 100% data availability guaranteed. As customers’ business needs changes, HPE GreenLake makes it simple to adapt.” **–Fernando Hortal, CTO, Pleiades Tecnología**

“At FGS, we are committed to helping our customers succeed with innovative hybrid cloud solutions such as HPE GreenLake. We are a long-time HPE storage partner and believe that the new HPE GreenLake for Block Storage will give our HPE 3PAR customers the enterprise features at a midrange price that they value with their 3PAR 7000/8000 arrays – as well as better performance and a simple cloud management experience. Even better, we can offer a smooth and efficient transition path.” **–Jonathan Kaiser, CTO, FGS**

“HPE GreenLake delivers an AI-driven, intuitive cloud operational experience that simplifies operations across the storage lifecycle for our customers. It allows you to provision SLA-driven storage, deploy, manage, and monitor cloud-native infrastructure, simplify hybrid cloud provisioning and protection, and instantly backup and recover on-prem and cloud storage and compute—all via a single unified access and common cloud experience.” **–Chuck Hutton, Sr. Presales Solutions Architect, SHI International**

“As Denmark’s leading HPE partner, we are excited that they are advancing their HPE GreenLake platform with an expanded HPE GreenLake for Block Storage. We’re looking forward to reducing storage complexity and inefficiency for our customers with the AI-driven cloud experience, disaggregated scaling and 100% data availability available with this innovative cloud data service.” **–Niels Vejrup Pedersen, Datacenter Lead and Infrastructure Specialist, Edgemo**

“ACP Holding Germany GmbH has successfully implemented many customer projects with HPE GreenLake worldwide and we’re honored to have been HPE GreenLake Global Partner of the Year 2022. The new innovation and service from HPE are strengthening our competitiveness in going to market and the completeness of the services we can offer customers. The expanded HPE GreenLake for Block Storage is an ideal solution for our many HPE 3PAR 8000 customers who are looking to modernize their mission critical storage with 100% data availability at the right mix of price and performance.” **–Günther Schiller-**

**Managing Director of German ACP Group and Member of the Board of Directors of ACP Group AG,  
Vienna, ACP Holding Germany GmbH**

"HPE GreenLake accelerates app deployment with AI-managed self-service provisioning. Policy-based automation strategically provisions storage, which means admins can assign a specific array to a particular application without manually verifying the capacity of all existing arrays. It looks at an environment and basically says, "Based on what you want to do, HPE suggests using this particular array at this particular time." Line of business and app admins can now self-provision storage to accelerate app deployment—freeing up IT resources to work on strategic, higher-value initiatives." **–Chuck Hutton, Sr. Presales Solutions Architect, SHI International**

## **HPE GreenLake for File Storage**

"At Agoda, our most vital assets are customer information and travel supplier data. We need a data platform that can easily scale performance and capacity to keep up with our growth. Agoda has always been about using the best technology for the task; to that end, the combination of HPE GreenLake with VAST Data technology makes perfect sense and we look forward to seeing HPE GreenLake for File Storage deliver best-in-class performance for years to come." **–Idan Zalzburg, CTO, Agoda**

"We're enthusiastic about the new HPE GreenLake for File Storage offering because it will open doors for us that were previously closed. We'll be able to set up and easily manage secure, on-premises private clouds, migrate born-in-the-cloud workloads for clients who have never considered anything other than public, as well as support clients on their digital transformation journeys, giving them a public cloud experience all at a fraction of the cost. I can already see how we can accelerate client opportunities with the scalability, performance, and unified management console that this solution offers. HPE GreenLake for File storage is not just the right answer, but the right answer with strategic, cutting-edge innovation" **–Howard Hall, Group Managing Director, DTP**

"With data more valuable to industry than ever, but data silos causing administration headache, our customers have been looking for this kind of file storage solution for a long time—a solution with breakthrough technology, from a trusted market leader such as HPE. HPE GreenLake for File Storage offers the holy grail of scalable performance, density, and availability for data-intensive unstructured workloads. Built on leading HPE Alletra Storage MP architecture and VAST Data software, this solution provides a platform to consolidate storage islands of multiple datasets and use cases into a single solution, a single management interface and single point of support, driving substantial operational efficiencies. With storage density and All-NVMe performance being delivered cost competitively through superior global data reduction capabilities, this will significantly reduce IT footprint and energy costs to make a huge sustainability impact. We see opportunities to collapse multiple racks into less than 1 at lower TCO with a consistent platform, so, for us as partners, this is a really exciting product!" **–Steve Hinns, Head of HPE Solutions, Nexstor**

## **HPE GreenLake for Backup and Recovery**

"With HPE GreenLake for Backup and Recovery, we are performing easy backup in multiple environments and selecting multiple destinations independent of the source. The dashboard provides the most important information on one screen, so we know what is happening at all times and can have confidence we are being protected against ransomware and human errors." **–Fernando Hortal, CTO, Pleiades Tecnología**

## **HPE GreenLake for Disaster Recovery**

“After a long-standing 15-year partnership with HPE, we are excited to deploy the HPE GreenLake platform. With over 400 stores operating in EMEA, we want to ensure that we have a platform that delivers an ongoing positive customer experience. We knew that adoption of cloud technologies would help us improve our customer service offering and HPE GreenLake was the most compelling platform to fit our current requirements. We were also impressed that HPE GreenLake can scale as we grow with the flexibility to be tailored to meet our future needs. Coupled with disaster recovery and business continuity capabilities from Zerto, we’re highly confident HPE GreenLake will deliver the operational stability and reliability we seek.” –**Jon Higginson, IT EMEA Director, City Electrical Factors**

“At 11:11 Systems, our unique integrated platform combines cloud connectivity and security to ensure our customers’ data and applications are running, accessible and protected on a global basis regardless of where the workload exists. Working with HPE has been phenomenal for 11:11 Systems. We share a common vision working hand-in-hand to ensure the best possible customer outcome. As a top HPE and Zerto ecosystem partner, we are aligned with HPE GreenLake and the adoption of services - whether it’s protecting data, migrating data, and managing security services, it’s all delivered as a service.” –**Dante Orsini, Chief Strategy Officer, 11:11 Systems**

### **HPE Media Contact:**

Victor O’Brien

[Victor.obrien@hpe.com](mailto:Victor.obrien@hpe.com)