

### **Insights from Customers**

“The truth is multi-vendor data centers are complex to manage and difficult to scale,” said **Kristinn Elvar Arnarsson, CTO at Opin Kerfi**. “When we looked at consolidating our data centers on one vendor, we really wanted both scale up and scale out compute and storage and unified storage management. Now we have HPE GreenLake for Block Storage with Alletra MP as a showcase solution for our customers to see how we can deliver future-proof innovation to them.”

“HPE GreenLake aligns perfectly to our hybrid cloud strategy enabling us to be cloud-sensible, instead of cloud-first. HPE GreenLake for Block Storage is the right solution to replace our HPE 3PAR arrays because it gives us a 100% data availability for our mission-critical workloads and the flexibility to scale performance and capacity as our data needs expand,” **Alan Harper, director of corporate technology at Shawbrook Bank Limited**.

“In response to evolving infrastructure requirements, we recognized the need to reassess our storage approach. Transitioning from HPE 3PAR to HPE GreenLake for Block Storage built on HPE Alletra MP emerged as the optimal choice, aligning benefits, cost, and risk considerations. HPE GreenLake and HPE Alletra streamlined operations and granted us an agile data infrastructure equipped with comprehensive data services,” **Dominik Hof, head of IT, Fachhochschule Nordwestschweiz**.

### **Insights from Partners**

“With the new release of HPE GreenLake Block Storage for AWS, customers can manage and monitor their global storage environments across on-premises and the public cloud through the HPE GreenLake platform. They’ll be able to manage AWS workloads quickly and move workloads back and forth depending on cost or performance requirements. I think customers are going to love those benefits,” **Curtis Dery, senior vice president, Powerland**.

“With this release of HPE GreenLake for Block Storage on Alletra MP, customers can simplify management and operations with AI-driven analytics. It’s a lot easier to manage your storage: they can step away from the day-to-day management of storage provisioning and focus more on the business,” **Curtis Dery, senior vice president, Powerland**.

“An advantage of the HPE GreenLake platform is that everything is in one location: You can log into HPE GreenLake and manage your servers and your storage; you can monitor and manage your entire hybrid cloud environment with OpsRamp. HPE GreenLake is a one-stop shop to look at your IT environment holistically,” **Chuck Hutton, senior technical solutions architect, SHI International**.

“HPE GreenLake for Private Cloud Business Edition delivers expanded offerings that appeal not only to our customers, but also to our organization as resellers. Customers will appreciate the ability to self-manage both on-premise and public cloud virtual machines in one unified dashboard. And because it’s a pay-as-you-go solution, it gives them more flexibility and agility. It’s resilient with 100% data availability leveraging HPE Alletra Storage MP, efficient with built-in services, and automated allowing faster time to market. It’s a win-win,” **Chuck Hutton, senior technical solutions architect, SHI International**.

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