



DELOITTE HYBRID CLOUD, POWERED BY HPE GREENLAKE

Making sure the cloud you get is the one you want and need

Use cases

- Digital back office—ERP modernization: SAP and Oracle®
- IT transformation, including application modernization, data center rationalization, and cloud transformation
- IoT-enabled digital supply chain, including Industry 4.0, edge-to-core, and Microsoft Azure Stack IoT
- M&A cloud spin out—Accelerate transition services agreements

IS THAT RIGHT?

It's a simple fact: the public cloud is not for everyone. In fact, well over half of enterprise applications are currently not ready for the public cloud, because they:

- Cannot meet required levels of security, privacy, and compliance
- Present data access issues, including latency and/or substantial data egress charges
- Involve a lengthy transition period that can lead to significant disruption of the company's operations

Yet it's clear that the public cloud offers agility, flexibility, and cost advantages that are attractive to just about any organization.

SO WHAT'S THE RIGHT MOVE?

Increasingly, opting for a Hybrid Cloud strategy is the right move because companies are getting the best of two worlds: the agility and reduced cost of public cloud, plus the data control, security, and compliance of on-premises deployments. In fact, according to Gartner, by the end of 2020, 75% of organizations will likely deploy a multicloud or Hybrid Cloud model.¹

REALIZE THE ART OF THE POSSIBLE WITH DELOITTE

Companies choose Deloitte to help engineer their Hybrid Cloud environments because they don't simply theorize, they build. Deloitte gets "in the trenches" with you to design a strategy and operating model that helps you quickly deliver value.

When designing your Hybrid Cloud solution, Deloitte:

- Starts with the application
- Assesses its value to the business
- Allows the application requirements to determine where it should reside—on-premises or in a private or public cloud

From there, Deloitte can support application and infrastructure modernization, turnkey delivery, optional managed services, people and process alignment, and more.

Deloitte also leverages its deep industry and technical knowledge, as well as relationships with cloud technology leaders such as HPE, to support strategy, design, and implementation. All of this helps you put your data and applications where you want them to help you transform the art of the possible into reality.

And then, there's HPE GreenLake.

¹ Gartner, "Market Insight: Making Lots of Money in The New World of Hybrid Cloud and Multicloud," September 7, 2018.

Hybrid Cloud benefits

- Compliance with data regulations
- Improved, consistent security
- No vendor lock-in
- Fit for purpose
- Use of current infrastructure
- Workload mobility
- Visibility across clouds
- Streamlined operational model
- Optimal cost flexibility

RIGHT NOW, HPE GREENLAKE IS THE WAY TO GO

HPE GreenLake is a revolutionary infrastructure as a service (IaaS) offering that directly addresses two major barriers to digital transformation and the journey to the cloud: up-front acquisition/upgrade costs **and** operational/provisioning costs. It also includes a range of management capabilities from HPE Pointnext Services.

With HPE GreenLake, you can also provision storage and compute according to what you need and then pay only for the capacity you use. It's a superior way to start or continue your journey to the cloud with lower risk and higher confidence.

JUST RIGHT FOR ACCELERATING SAP® S/4 TRANSFORMATION

When it comes to deploying SAP S/4HANA®, customers often want the flexibility of the cloud, but require the control and security

offered by on-premises, legacy solutions. The Deloitte Hybrid Cloud solution, powered by HPE GreenLake, offers the flexibility and control of a managed service model and can help companies like yours leverage the benefits of both cloud-based and on-premises environments.

Deloitte has infused the solution with deep expertise from implementing technology solutions across industries such as life sciences and healthcare, technology, media and entertainment, energy, consumer and industrial products, and more. End-to-end HPE technology capabilities along the enterprise journey to cloud are also integral to the solution, including change management, training, onboarding, and financials. Together, HPE and Deloitte are the right choice to deliver S/4HANA transformation projects.

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