

# GET THE TOOLS TO BECOME A TRUSTED ADVISOR

HPE CloudPhysics

**Get instant, data-driven insights that enable you to accelerate your customers' transformation agendas while more easily qualifying opportunities and shortening sales cycles**



## **DELIVER BETTER BUSINESS OUTCOMES FOR YOUR CUSTOMERS**

As a channel partner, you strive to delight your customers and help them achieve better business outcomes. Since every customer faces unique challenges—and everyone is at a different stage in their transformation journey—you need to present each customer with a unique value proposition tailored to their particular environment. But with little to no visibility into customer IT, you're constantly unaware as to what solutions to recommend.

That's no help to the customer, and it hinders you from efficiently identifying and qualifying sales opportunities. And without the ability to confirm the value of your recommendations, customers often delay projects because they can't justify the increased spending.

But there is an alternative: become a trusted advisor—one who's got deep data and analytics to share and is capable of validating recommendations with quantifiable ROI forecasts.

## ACCELERATE THEIR TRANSFORMATION AGENDAS

HPE CloudPhysics transforms your customer relationships into true, productive partnerships. With instant, data-driven insights, you can now collaborate and jointly identify challenges, design solutions, and improve value-added service engagements.

Simple, remote, and agentless software continuously monitors and analyzes IT environments, so you can help your customers analyze, upgrade, repair, and adapt their edge-to-cloud environments in the face of rapidly changing needs.

The data capture of HPE CloudPhysics is one of the most granular in the industry and includes over 200 metrics for virtual machines (VMs), hosts, datastores, and networks. To date, HPE CloudPhysics has collected more than 200 trillion data samples, along with data from 1 million VM instances worldwide.<sup>1</sup>

With deep context into your customer's configuration, workloads, and usage patterns, you can accurately model, forecast, and measure the impact of any recommendation. Before your customers spend, model the accurate costs of migrating to the cloud to right-size virtual environments and help optimize on-premises infrastructure.

Automated, data-driven proposals also increase your efficiency and dramatically reduce your time to value. Shift from guessing what your customer might need to **knowing exactly what they need** before they do.

<sup>1</sup> Based on HPE internal study with respect to data capture and usage, 2021

Make the right purchase decision.  
Contact our presales specialists.



Chat



Email



Call



Get updates

## IDENTIFY INEFFICIENCIES AND PLAN FOR UPGRADES

### What's unique about HPE CloudPhysics?

Shared information and uninterrupted analysis of your customer's environment gives you the ability to offer more accurate and relevant recommendations for their infrastructure, which helps ensure measurable ROI in infrastructure planning, issue resolution, and possible cloud migration.

HPE CloudPhysics learns the resource utilization of each managed object and develops detailed fingerprints to identify optimization opportunities as well as simulate the migration of any set of workloads to a new infrastructure.

Once the infrastructure has been observed and fingerprinted, you can now prove the value of your recommendations. For example:

- Data center optimization: Proactively assess the existing environment, seeking targeted optimization opportunities such as storage reclamation, VM rightsizing, cluster optimization, and contention discovery.
- Digital transformation: Before recommending a new storage solution, hyperconverged infrastructure, or migration to the cloud, leverage data-driven insights to simulate the move. By verifying your recommendations are properly sized, you can demonstrate expected ROI and prove that any proposed move will be cost-effective.

## MODEL THE ACCURATE COSTS OF MIGRATING TO THE CLOUD

With HPE CloudPhysics, you have the data you need to help your customers help optimize their workloads from edge to cloud. Now, you can identify the ideal configuration for compute, memory, storage, and network when moving to the cloud.

Help your customers increase their savings and ROI strategy by analyzing every VM and comparing requirements between on-premises and public cloud. Within minutes of activation, HPE CloudPhysics analyzes a customer's entire VMware® infrastructure against current pricing and configuration options from leading cloud providers, including Amazon AWS, and Microsoft Azure.

Your customers can quickly and easily make data-supported decisions about the costs of running applications in the cloud—based on the actual resource needs of their VMs.

With customized analytics and cost calculators, you get the data you need to validate your recommendations for helping optimize workloads across clouds.

## TRANSFORM THE IT PURCHASING EXPERIENCE

With a real understanding of your customer's configuration, workloads, and usage patterns, HPE CloudPhysics enables you to become a trusted partner in—and simultaneously transform—the customer purchasing experience by proactively addressing emerging problems, capacity needs, and new architectures.

To accelerate your time to value, HPE CloudPhysics auto-generates a quote with ideal storage solution for your customer, taking a process that previously required weeks down to just seconds. You become more efficient and more strategic, and you're able to achieve better outcomes for your customers.

## LEARN MORE AT [hpe.com/storage/cloudphysics](https://hpe.com/storage/cloudphysics)