



**Hewlett Packard
Enterprise**

Brochure

Five steps to getting HPE 3PAR Flash Now

Maintain control of your data for less than the cost of outsourcing it to the public cloud



What you get with HPE Flash Now:

- Accelerated and non-disruptive
- Consume All-flash HPE 3PAR StoreServ Storage on premises, for pennies per usable gigabyte per month
 - Rapid deployment with the option to defer payments for the first 90 days
 - Accelerate your transformation to all-flash storage with built-in non-disruptive migration tools

End to End Data Protection

- Reduce SAN complexity with error-proof zoning automation through HPE Smart SAN technology
- Support your mission-critical objective with optional participation in the HPE 3PAR Get 6-Nines Guarantee Program
- Protect workloads at the speed of flash with HPE Recovery Manager Central to integrate HPE 3PAR StoreServ Storage with HPE StoreOnce Backup

Risk free

- Keep up with the latest flash and data protection technologies without disruption to your environment
- Keep control your data and your infrastructure by avoiding long-term lock-ins
- Reduce the risk associated with the removal of aging IT, leveraging HPE expertise and best practices

Are you evaluating storage consumption and usage models in your IT environment? Are you looking to reduce storage costs but don't like the idea of ceding control and introducing new security risks? Then it may be time to look at alternative ways to acquire, consume and pay for your data storage.

HPE 3PAR Flash Now is an initiative that gives you the ability to strike the right balance when it comes to hybrid IT by bringing public cloud-like economics to on-premises all-flash storage deployments. HPE 3PAR Flash Now enables you to retain total control and uncompromising security for the data you need to keep on-premises while benefiting from public cloud-like economics, including pay as you consume infrastructure.

In five easy steps, HPE 3PAR Flash Now can get you up and running with your new all-flash HPE 3PAR StoreServ Storage and complementary technologies. Many times, you'll be up and running even before you have paid a single dollar for your new flash storage infrastructure¹. New, built-in consumption models allow you to scale your flash storage use up or down while only paying for what you consume. These options give you the ability to pay only pennies per usable gigabyte per month.² Best of all, you can maintain security and control of your data, in many cases for less than the cost of outsourcing it to the public cloud.

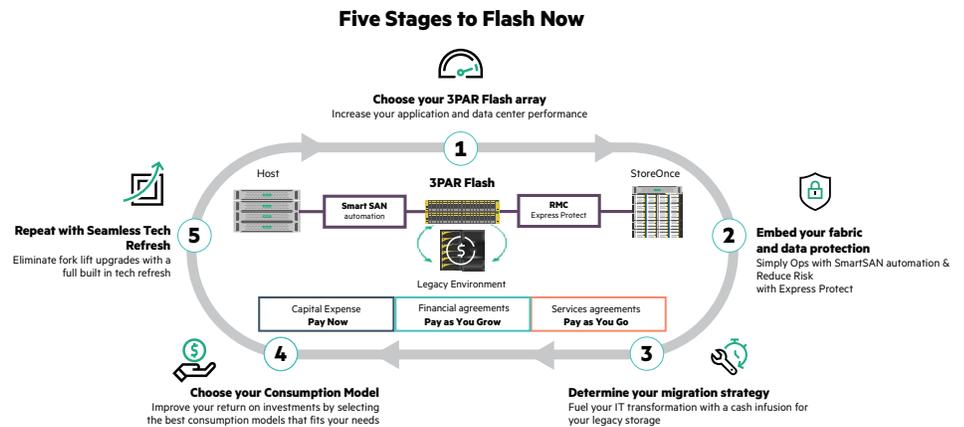


Figure 1: Flash Now in 5 steps

Step 1: Choose your flash storage model and configuration

The foundation of the HPE Storage portfolio, HPE 3PAR StoreServ Storage, offers a range of all-flash and tiered storage models for effortless, tier-1 resiliency, and affordable consolidation of all of your applications and workloads onto enterprise-class flash. To learn more about HPE 3PAR StoreServ models, contact your account representative and visit hpe.com/3PAR.

¹ HPE Pre-Provisioning Storage provides a 90-day payment deferral option.

² Price varies by region and is based on your specific configuration option. Contact your HPE sales representative to calculate exact pricing based on your options.

Do you need mission-critical high availability?

Ask about the HPE 3PAR **Get 6-Nines Guarantee Program** for any HPE 3PAR StoreServ Storage model with four or more controller nodes.³ This optional program costs you nothing but gives you the added confidence that Hewlett Packard Enterprise stands behind the ability of your HPE 3PAR flash array to deliver 99.9999 percent uptime. To learn more, contact your account representative and visit hpe.com/storage/3PARget6nines.

Need to create capital to fuel your IT transformation? Optional HPE Accelerated Migration services can help you monetize your aged IT equipment and convert it to a monthly payment schedule for your transition period. HPE will help provide a fast and safe transition to your new 3PAR Flash Now solution, helping you safely remove your old storage regardless of brand.

Step 2: Choose your fabric and protection storage options

Flash changes everything—and this has direct implications on your storage fabric and data protection environment.

Now is the time to consider upgrading to the latest HPE StoreFabric components. By doing so, you can take advantage of 16 Gbps or 32 Gbps storage fabric networking speeds and HPE Smart SAN for HPE 3PAR technology for error-proof SAN zoning automation. HPE Smart SAN offers a smart, simplified solution that radically simplifies and de-risks SAN zoning and management by taking advantage of intelligence built into HPE StoreFabric networking components, including network adapters and switches, and HPE 3PAR StoreServ Storage. To learn more, visit hpe.com/storage/smartsan.

Is your data protection solution flash-ready? Inserting flash into your data center can have massive implications on your protection strategy. Now is the time to consider the benefits of flash-integrated data protection with HPE StoreOnce backup and HPE Recovery Manager Central software. This solution features Express Protect for flash- and application-integrated data protection that can accelerate backups by 23x and increase restores by up to 5x.⁴ To learn more, visit hpe.com/storage/rmc.

Step 3: Determine your migration strategy

Are you feeling stranded on legacy infrastructure that is no longer meeting your needs? With good reason—migrating off of legacy storage and provisioning your new infrastructure can turn into a project that spills over into multiple quarters and ends up costing more than half as much as the storage array you're investing in⁵. Not with HPE 3PAR Flash Now.

Accelerated, automated data migration powered by **HPE 3PAR Online Import** utility makes moving to your new HPE 3PAR StoreServ flash array simple, painless, and in many cases non-disruptive⁶. With support for HPE Enterprise Virtual Array (EVA) as well as solutions from EMC, HDS, and IBM, HPE 3PAR Online Import makes modernizing your storage infrastructure simple and 2x faster than relying on host-based migration tools⁷.

Consider putting your migration to HPE 3PAR StoreServ Storage in the capable hands of HPE Storage migration consultants. From planning through the movement of your data, our consultants can transform your current storage and data environment. Learn more by visiting hpe.com/services/consulting.

“The HPE 3PAR StoreServ has helped us achieve our objective of having a stable system that meets our company’s performance requirements. The HPE Flexible Capacity model gives us complete flexibility to cope with future developments.”

– Jens Reimann, department head of data center, Bilfinger Global IT

HPE Case Study

³ Qualification for the HPE 3PAR Get 6-Nines Guarantee Program is subject to your compliance with the terms and conditions, which will be provided by your HPE sales or channel partner representative

⁴ Based on internal HPE testing performed comparing backup performance of HPE Recovery Manager Central with traditional, non-HPE backup software, May 2016

⁵ **The Cost of Storage Array Migration in 2014**, Wikibon.org

⁶ Some OS may be minimally disruptive, check HPE Single Point of Connectivity Knowledge (SPOCK) portal for details at hpe.com/storage/spock

⁷ Based on internal testing of moving 1 TB of data from EMC VMAX to HPE 3PAR using OUI vs. the same migration with VMware vSphere® vMotion®, August 2016

“We needed to change how we acquired and paid for IT. Pre-Provisioning is a major advantage. We’re now able to show the business what it consumes, in IT terms, which is a real benefit. This ‘showback’ model helps demonstrate the value of IT to a particular business function.”

– Jon Shippey, head of IT Operations, Technology Services, ERS Insurance Group
HPE Case Study

Step 4: Choose your storage consumption model

IT consumption solutions enable you to optimize your resources by aligning your payments to your deployment and use. Choose the solution that best fits your needs for flexibility and agility and helps you achieve your desired business outcomes.

- **HPE Flexible Capacity** is a public cloud like experience in the privacy of your own data center. Consume storage on a per GB basis with no upfront payments—a pay per use model with the ability to scale up and scale down in line with your business requirements.⁸ Active metering and capacity management are standard and help eliminate the costs of over provisioning while always ensuring you have capacity ahead of demand and no lengthy procurement cycles to contend with. Other services can be tailored to provide the ownership experience you desire.
- **HPE Pre-Provisioning Storage:** is an investment solution that provides immediate access to spare storage capacity and avoids long procurement cycles. Acquire up to 50% buffer capacity and begin paying for it only if and when it is consumed. Pay for baseline storage capacity on a monthly plan that meets your business needs.

Both options provide flexibility to help manage change, and get you up and running faster without wasting capital on overprovisioning or over-purchasing storage to account for peak loads. Regardless of which option you choose, HPE 3PAR StoreServ Storage resides on-premises in your company-owned data center—so you maintain control over performance, security, data privacy, compliance, data sovereignty, and infrastructure health and visibility.

Step 5: Stay up to date with seamless technology refresh

HPE 3PAR Flash Now can accelerate your transformation to hybrid IT, pay only pennies per usable gigabyte per month for your infrastructure, and allow you to scale your flash storage use up or down. Unlike other solutions, you won't have to agree to long-term lock-ins or cede control of your data by outsourcing it to the public cloud. In addition, the HPE Flash Now initiative offers ongoing technology refresh options that give you the opportunity to keep up with the latest flash and data protection technologies without disruption to your environment.

Learn more at
[**hpe.com/storage/3PAR**](http://hpe.com/storage/3PAR)

⁸ Subject to minimum commitment



Sign up for updates
