

# FOR EVERYTHING AS A SERVICE— HPE GREENLAKE IS AT YOUR SERVICE

Knowledge, experience, and resources to deliver true consumption-based IT

Pay-per-use model    Broad range of workloads    On-premises, edge, and cloud    Managed for you    Over a decade of experience



## Follow our story

**2010**

HPE launches Flexible Capacity

**2017**

HPE GreenLake brand established

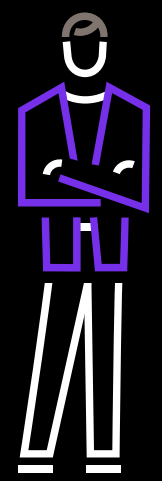
**2019**



**Approx. \$4.2B**  
TCV under contract<sup>1</sup>



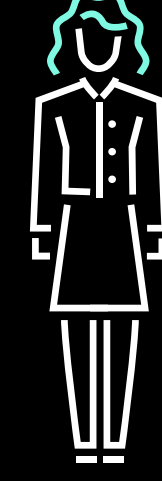
**56**  
Countries served<sup>2</sup>



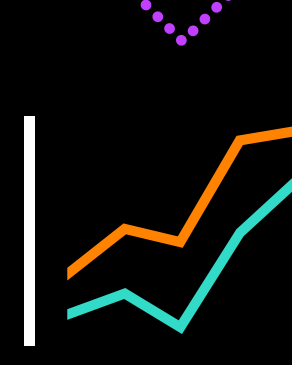
**Approx. 1000**  
Customers worldwide



**Over 500 PB**  
Storage under contract<sup>3</sup>



**95%**  
Customer retention rate



## Growth

**One of the fastest-growing  
business units in HPE**

**42%**

Growth for HPE GreenLake services YoY for FY20<sup>4</sup>

**50%**

Average customer growth<sup>5</sup>

**54%**

Growth YoY in 2020 for HPE channel partners<sup>6</sup>

**More than 700 channel partners  
actively selling HPE GreenLake<sup>7</sup>**



## Pay-per-use workloads

Storage > Compute > Backup > Virtualization > SAP HANA® > Big Data

High-performance computing (HPC) > Database platform > Containers

Private cloud > Public cloud > Networking

Virtual desktop infrastructure (VDI) > ML Ops

## Customer Value

**HPE GreenLake delivers  
measurable value to our customers:**

**30-40%**

CAPEX savings<sup>8</sup>

**40%**

IT resource savings<sup>9</sup>

**75%**

Faster time to market<sup>10</sup>

### LEARN MORE

Contact HPE GreenLake to learn how our proven consumption-based IT solutions can help you radically simplify IT, lower costs, and free up resources for other priorities.

[hpe.com/greenlake](https://hpe.com/greenlake)

Make the right purchase decision.  
Contact our presales specialists.



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