

# 5 Key Questions to Ask Every Consumption-Based IT Vendor

Organizations of all types and sizes are moving to an as-a-service IT model — on-premises, at the edge, and in the cloud. That's because it offers greater scalability and the ability to pay only for what is used<sup>1</sup> — all while offloading the heavy lifting associated with operating IT.

Not all consumption-based IT vendors are the same. The stakes are high, so choose wisely.

## #1 What is your real consumption model?

Multi-year leasing? Static subscription pricing? Pay per use? Hardware ownership with outsourced operations?

### » What to look for: Pay per use

Unlike a lease or subscription, a pay-per-use model is based on actual usage of your IT resources so you only pay for what you use<sup>1</sup>

- **Flexes up and down** depending on usage
- Allows you to pay for IT resources **as needed**
- **Minimizes** upfront capital expenditures



Enterprises that will use flexible, lower-cost IT consumption models by 2023<sup>2</sup>

## #2 Do you offer metering?

Does your solution meter actual usage? How often does metering occur? Can I track my own metered usage and costs?

### » What to look for: True metering

Metering should capture granular usage data for each service to enable accurate billing and deep, actionable insights

- Provides granular **visibility into usage and costs**
- Helps achieve **100%** economic utilization
- Enables **active capacity management** to deliver capacity ahead of demand



Through 2020, 80% of organizations will overshoot their cloud infrastructure as a service (IaaS) budgets, due to lack of cost optimization approaches<sup>3</sup>



Average amount enterprises overprovision (and overpay for) capacity.<sup>4</sup>

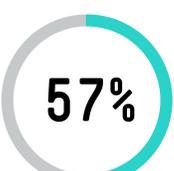
## #3 How deep is your portfolio?

Can you run your top workloads as a service? How about a private cloud? Containers? VMs? High-performance computing?

### » What to look for: Everything as a service

Vendors should offer a wide array of as-a-service offerings that span on-premises, edge, and hybrid cloud

- Delivers **business outcomes faster** with purpose-built services
- **Accelerates innovation** with rapid expansion of additional capacity and new workloads
- Integrates complementary technologies for more **complete offerings**



IT decision makers pursuing integrated on/off premises strategy<sup>5</sup>

## #4 How long have you been doing this?

Solutions refined over time based on experience? Customer references? Strong financial model?

### » What to look for: Experience [period]

Evaluate factors like how long the vendor has offered the service, number of customers, retention rates, annual growth, and total contract value

- **Speeds time to market** with trusted reference architectures, expertise, and automation
- **Reduces risk** with mature metering, monitoring, and active capacity management
- **Protects investments** with strong financial arm



“Customers are seeking expertise from services firms to establish new methodologies and best practices in order to successfully onboard emerging technology solutions.<sup>6</sup>”

## #5 Do I get the right services with that?

What services are included—and what costs extra? Do I need to invest in new skills training? Who's responsible for daily upkeep of the infrastructure?

### » What to look for: Trusted advisor

An as-a-service experience should include infrastructure maintenance, metering, monitoring, and active capacity management, as well as the ability to add additional services as needed

- Simplifies IT with **comprehensive** operational services
- Removes the **“heavy lifting”** from internal staff
- **Accelerates business outcomes** with specialized skills and resources



Organizations that increased IT team productivity by reducing the support load on IT<sup>7</sup>



Enterprises that leverage managed services to gain access to specialized expertise they don't have<sup>8</sup>

### Learn more

Contact HPE 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)

1. Minimum commitments may apply

2. IDC FutureScape: Worldwide Datacenter 2019 Predictions, Oct 2018 | Doc #US42582518

3. Gartner, Ten Moves to Lower Your AWS IaaS Costs, FOUNDATIONAL, Refreshed: 15 October 2018 | Published: 25 April 2017

4. 451 Research, “Best of both worlds,” November 2016

5. 451 Research, “Offloading Hybrid Cloud Management for Strategic Advantage,” an advisory report commissioned by HPE, November 2016

6. IDC, Worldwide Infrastructure Services (Compute and Storage) Forecast, 2019–2023, #US44035819, May 2019

7. The Total Economic Impact™ of HPE GreenLake Flex Capacity, a commissioned case study conducted by Forrester Consulting on behalf of HPE, May 2018

8. 451 Research, “Offloading Hybrid Cloud Management for Strategic Advantage,” an advisory report commissioned by HPE, June 2019