Brochure

Pay as you grow

HP Datacenter Care Flexible Capacity
A public cloud experience with on-premises IT benefits

As a component of HP Datacenter Care, HP Flexible Capacity delivers a public cloud experience with the benefits of public and/or on-premises IT. With this pay-as-you-grow solution, you can scale instantly to handle growth needs without the usual wait for the procurement process. Without tying up capital, your capacity never runs out.

Hybrid IT for a hybrid world

Industry analysts predict—and many enterprises agree—that we are heading to a hybrid world. Hybrid IT is the only way for your organization to gain the agility and flexibility you need to take advantage of business opportunities without being constrained by IT capacity. But a hybrid environment must be seamless. Until now, IT has used separate pools of resources on site and from the public cloud. The reality is, some workloads need to stay on premises. For reasons of compliance, data sovereignty, privacy, latency, or other issues, they are not a good fit to move to the cloud. Other workloads are appropriately provisioned either on premises or in the public cloud.

What you need is a public cloud experience with the benefits of public cloud and on-premises IT. That’s what you get with HP Flexible Capacity. Flexible Capacity is a service from HP that offers payment for what you use based on capacity metering. We position a “buffer” of capacity on site beyond your minimum capacity, that you don’t pay for until you start to use it. And we replenish the buffer as agreed, so that you never run out. And support is included. All in one monthly bill.

HP Flexible Capacity top benefits

- Pay-per-use for your on-premises capacity
- Enterprise-quality support experience
- Flexible pricing models including per VM
- Support for ConvergedSystem for SAP HANA
- OPEX treatment
- Instant scalability
- Control and security
Now hybrid IT can truly become the fabric of IT

Choose rapid provisioning solutions such as HP Helion CloudSystem and HP Helion OpenStack as the technical mechanism to speed provisioning and manage resources. Team with our data center experts and use HP professional services to make the tough decisions about how your workloads should be deployed. Then implement and manage your environment with HP as your partner.

**Added flexibility to help you run the business**

You can price your capacity by virtual machine (VM) if you prefer, or per server, storage, networking, and software capacity. And now you can include the ConvergedSystem for SAP HANA. Whatever your requirements, hybrid-ready Flexible Capacity means you never run out of capacity.

Based on your service agreement with HP, Flexible Capacity gives you immediate access to the right amount and the right type of capacity. You pay only for the capacity actually used,\(^1\) taking into account user demand, as well as changing market conditions.

**Be ready for the New Style of IT**

With HP Flexible Capacity, resources provided to the hybrid cloud include servers, storage, networking, and software on premises, as well as resources in HP Helion Public Cloud. Virtual machines are welcome too, because Flexible Capacity includes the ability to meter and price usage per VM. The New Style of IT relies on the IT environment for its benefits (and not on siloed homogenous systems). That’s why Flexible Capacity also includes hardware from other vendors and can include software for the operating environment from Microsoft, VMWare, or Red Hat. So you get even greater financial and IT scalability benefits in a way that truly supports your environment.

\(^1\)Subject to minimum capacity or 80 percent of forecasted SW licenses needed
Build a leaner, efficient data center
Flexible Capacity offers smooth and cost-effective capacity growth—with the headroom for peak processing periods such as quarter or year-end processing. Our utility concept gives you a detailed view of the expenses associated with your IT infrastructure, allowing you to achieve greater IT flexibility and manage your costs. In this way, you can increase agility with compute resources that are ready to react quickly to support new business opportunities—without the delay of procuring needed capacity. You can have a fully configured environment ready to tap into on demand.

Ideal for service providers
If you are a service provider, HP Flexible Capacity offers an ideal model. It enables you to avoid spending capital on IT. With Flexible Capacity metering that tracks actual usage, you can match cash out to cash in. For service providers building the cloud, Flexible Capacity helps align infrastructure costs to monthly recurring revenues.

Figure 1. Flexible Capacity—for a public cloud experience with the benefits of on-premises IT

Increase capacity
- Pay only for what you use
- Forecasted capacity
- Local buffer

Decrease
- Business application

No upfront fee. Single monthly invoice

True financial agility
With Flexibility Capacity, you can improve both financial agility and capacity management. You can track public cloud and on-premises IT spending with one monthly invoice. You not only gain predictable cash flows but you also save the cost of unused capacity. And, because Flexible Capacity most likely qualifies as an operating expense, you may be able to move toward becoming a "zero-capital enterprise."

Pay only for what you use
To eliminate waste and uncontrolled spending, you pay only for what you actually use, subject to a minimum commitment. This lowers the risk of investing too much or too little in IT infrastructure.
The charge is per blades and servers used each day, per gigabyte used for storage, and network ports as available or by user. Flexible Capacity also meters and prices usage per VM. Your software is charged on overall usage of licenses and support. This allows you to scale up and down as required and pay only for what you use.\(^2\) Capacity used from HP Helion Public Cloud is also a pay-per-use charge and is included as part of your monthly payment.

**Stricter cost control and responsible user behavior**

Knowing exactly what you’re using and how much that usage is going to cost you allows for much stricter control over expenditures. Variable billing by product class enables clear insight into actual costs and drives better decision making in infrastructure planning and management. HP Flexible Capacity also encourages rational usage behavior, because your internal users know exactly what they pay for. And, you can use the capacity metering software used in Flexible Capacity, for other parts of your datacenter. Just add the cost of the software into your Flexible Capacity agreement.

**Offer HANA with Flexible Capacity**

HP ConvergedSystem for SAP HANA is a portfolio of scalable, performance-optimized systems for SAP HANA, designed to reduce complexity and risk while providing the fastest path to value for your deployment. HP ConvergedSystem for SAP HANA is optimized with proven performance and built-in high availability (HA), as well as broad scalability to grow as your data grows. Using ConvergedSystem for SAP HANA in a Flexible Capacity offers lower cost since you only pay for what you need, and a monthly payment which is likely treated as operating expense. Included is the SAP HANA capacity planning and performance review service to accurately track your needs at the SAP HANA level, and support to ensure that you get all of the help you need to operate and manage your ConvergedSystem for SAP HANA.

“Using on-demand HP Flexible Capacity means that we no longer risk running out of storage capacity or having too much money tied up in unused storage.”

— Nico Drost, IT director, Erasmus Medical Center

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\(^2\) Subject to minimum capacity or 80 percent of forecasted software licenses needed
How HP determines your monthly invoice

A utility price is specified upfront in the Flexible Capacity service contract. This price is fixed for the duration of the contract. It specifies the cost per server used per day, per gigabyte, per-port or use for networking, and per software license.

Server and cloud software like HP Cloud Service Automation Enterprise Suite is billed based on a projected number of VMs to be used per blade and charged based on the number of blades used per day. Storage and networking software is charged, based on the number of required licenses configured and can vary up and down monthly to meet your needs.

The “power-on” days of the servers are metered (measured) along with the number of gigabytes used in your storage devices, using software on an onsite server.

This information is periodically transmitted to HP, securely and privately. The power-on time of the servers is multiplied by the daily rate in the contract. The number of gigabytes used per day is multiplied by the daily rate per gigabyte. And, the number of available networking ports is multiplied by the daily rate. All three are combined to compute the monthly invoice amount. Monthly usage from HP Helion Public Cloud is also added to your invoice.

Flexibility for growth and shrinkage
HP Flexible Capacity is a proven concept for provisioning infrastructure capacity quickly. Choose from two options, allowing for both growth and shrinkage:

1. **Flexible Capacity Basic**—HP’s Pay-as-you-Grow option allows for growth only
2. **Flexible Capacity Premium**—HP’s Pay-as-you-Go option allows for growth and shrinkage
### Table 1. How usage and monthly invoicing is determined

<table>
<thead>
<tr>
<th>Service feature</th>
<th>Basic</th>
<th>Premium</th>
</tr>
</thead>
<tbody>
<tr>
<td>Day 1 capacity deployed and billed</td>
<td>100 percent of forecast</td>
<td>Actual usage, above minimum commitment (i.e., 89 or 90 percent)</td>
</tr>
<tr>
<td>Day 1 buffer (not billed until used)</td>
<td>10 percent of forecast (grow as required)</td>
<td>10 percent of forecast (grow or shrink as required)</td>
</tr>
<tr>
<td>Billing model</td>
<td>Per GB, server, or port available</td>
<td>Per GB, server, or port available</td>
</tr>
<tr>
<td>Variability allowed</td>
<td>Growth pay for buffer only when used</td>
<td>Growth and shrinkage: pay for buffer and capacity above minimum commitment only when used</td>
</tr>
<tr>
<td>Contract type</td>
<td>Rolling contract: non-conterminous</td>
<td>Rolling contract: non-conterminous</td>
</tr>
</tbody>
</table>

### The big picture: HP Datacenter Care

HP Datacenter Care is designed to support your IT environment from ground to cloud, providing services that help you adapt to rapid IT change and respond to pressure for constant innovation. You get a flexible, comprehensive, and relationship-based experience delivered globally that provides for personalized support and management of heterogeneous data centers. The structured framework incorporates repeatable, tested, and globally available service building blocks—with Flexible Capacity being one component.

With our approach to Datacenter Care, you can start with the core building blocks of relationship management and enhanced call handling backed by Centers of Expertise. A mix of proactive and reactive support is configured to deliver the level of support needed by the different components in your data center, to meet both service-level agreements (SLAs) and cost targets.

Additional service bundles are also available, including training, access to expert advice on virtualization and cloud, and security awareness and assessment services.
Enterprise-quality support for hybrid IT

You can extend the enterprise-quality support you get with Flexible Capacity to your hybrid cloud resources using HP Hybrid Support. With Hybrid Support, you gain rapid access to hybrid cloud experts, tools, and best practices. This in turn helps you achieve SLAs, reduce risk, improve total cost of ownership, and maximize responsiveness to critical IT issues.

“We offer pay-as-you-go to our customers. They pay us for what they use and we pay HP for what we use, so it’s a back-to-back arrangement from customers through us to HP. This enables us to manage financial risk.”

– Simac, a managed service company using Flexible Capacity to transform its business with cloud services

Technology with a human touch

You rely on technology to run your business efficiently. To stay competitive and capitalize on new revenue opportunities, you have to learn how to access technology in new ways. Team with the HP technology consulting and support experts to help you take full advantage of technology to drive your business. Combining technology expertise with business intelligence, our service professionals help organizations across the globe meet their evolving needs. They can do the same for you. Connect with our service experts to explore ways to do more with your technology investments and move your business forward. Visit: hp.com/go/tsconnect/

Learn more at
hp.com/services/flexcapacity