

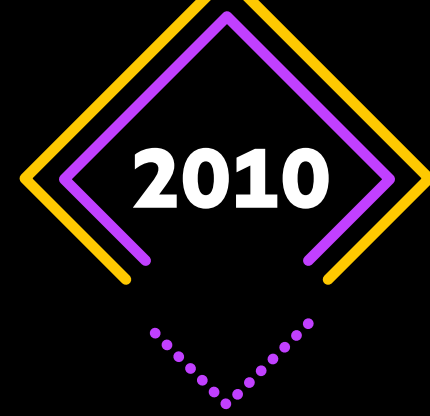
FOR EVERYTHING-AS-A-SERVICE— HPE GREENLAKE IS AT YOUR SERVICE

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



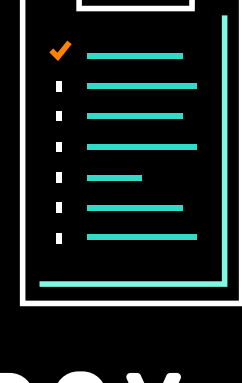
Follow our story



HPE launches Flexible Capacity



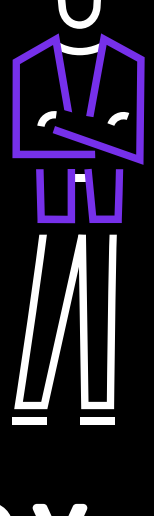
HPE GreenLake brand established



APPROX. \$4B
TCV under contract¹



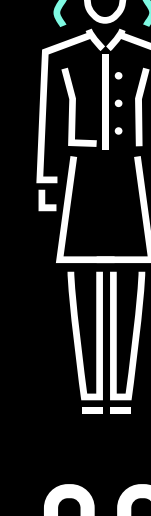
56
Countries served²



APPROX. 1000
Customers worldwide



OVER 500PB
Storage under contract³



>90%
Customer retention rate



Growth

One of the fastest-growing business units in HPE

34%

Y/Y growth in first half of 2020⁴

50%

Average customer growth⁵

47%

Growth YOY in Q2 2020 for HPE channel partners⁴

More than 700 channel partners actively selling HPE GreenLake⁶



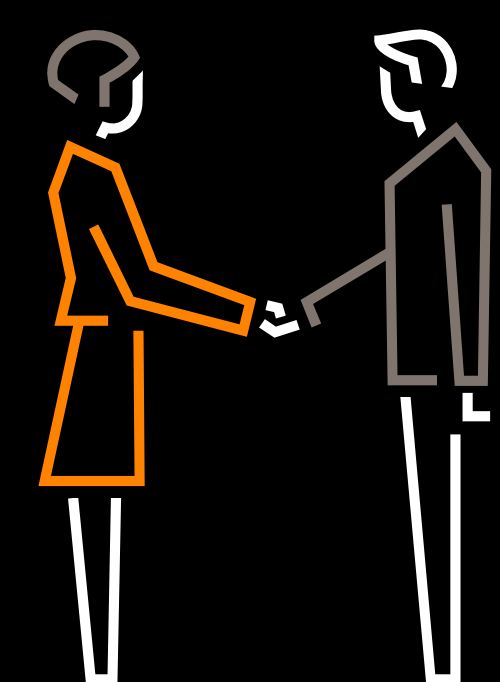
Pay-per-use workloads

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

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

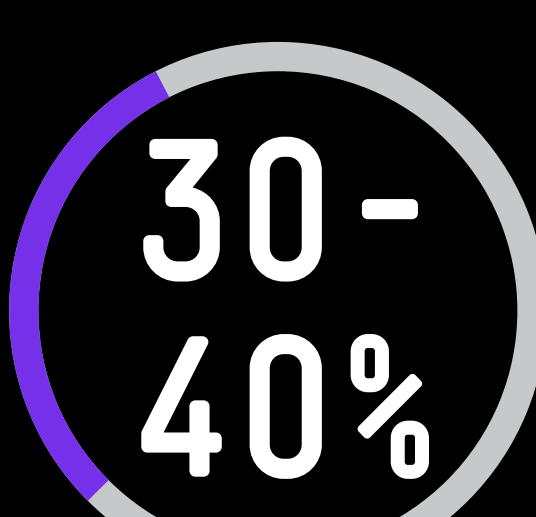
Private cloud > Public cloud > Networking

Virtual desktop infrastructure (VDI) > ML Ops

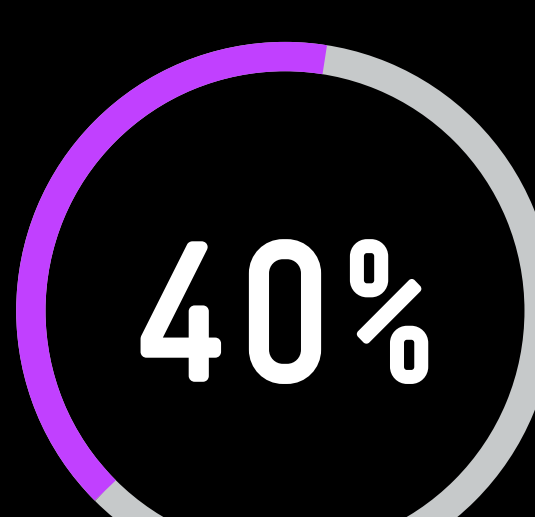


Customer Value

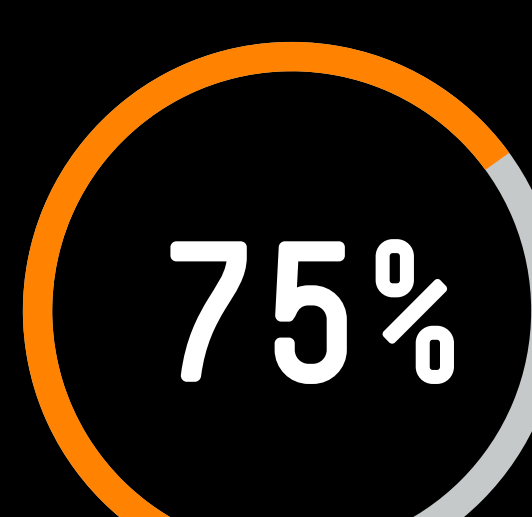
HPE GreenLake delivers measurable value to our customers:



CAPEX savings⁷



IT resource savings⁷



Faster time to market⁷

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

¹ \$4B TCV is estimate based on HPE FY20 booking records.

² HPE GreenLake is sold in all countries where HPE Financial Services is operational.

³ Estimated estimate.

⁴ Q2 FY20 per sales reporting.

⁵ Percentage our customers grow during contract term.

⁶ By sales count, over 700 partners with HPE GreenLake in the pipeline.

⁷ A commissioned study conducted by Forrester Consulting, "The Total Economic Impact™ of HPE GreenLake," May 2020.