



Hewlett Packard
Enterprise

Government Agency Slashes Costs With e360 and HPE GreenLake

A state government operations agency with statutory authority over information technology faced ever-increasing costs and a host of technical challenges with its existing file and block storage infrastructure.

The agency runs a consolidated data center that serves many other government entities that either lack internal staffing, equipment, or budget to handle IT internally. Seeking a solution to replace its costly legacy hardware, it wanted to deliver cloud-like storage-as-a-service to these entities while controlling costs—its most important objective.

Existing Infrastructure Performance Opens Doors

The agency has a successful, long-term relationship with e360 and HPE—more than a decade of consulting services and product purchases. That includes its existing HPE XP data center storage, which has never failed over the 8 years since its deployment.

So, when the agency began its search, it turned to e360 for options. e360 and HPE demonstrated that the HPE GreenLake edge-to-cloud platform was a viable alternative to renewing its existing hardware contract, offering a fully-integrated solution.

Lower Costs Plus Agility and Scalability

e360 and HPE also explained how HPE GreenLake lowers costs as the agency's needs grow, with a tiered declining subscription model that delivers exceptional economies of scale. Even better, HPE GreenLake provides the performance and availability necessary for the agency to effectively deliver its services.



CUSTOMER

Information technology agency

INDUSTRY

State government

PROBLEM

High cost of data storage and technical challenges with existing block and file storage

SOLUTION:

HPE GreenLake, a self-service managed edge-to-cloud platform that marries the simplicity and agility of the public cloud with the security, governance, and compliance and performance benefits of on-premises IT infrastructure

RESULTS

As much as \$10 million in storage savings, higher performance, and assured availability

While supply-chain problems can push technology projects out for as much as a year, that problem goes away with HPE GreenLake: The hardware is already installed in the client's data center and can be turned on instantly.

Costs—plus fast and easy storage scalability—tipped the scales, and the agency chose HPE GreenLake for its data center storage platform.

Flawless Deployment, Unmatched Support

The HPE GreenLake deployment—a close collaboration between e360, HPE, and the client—went flawlessly. And the migration of the agency's data to HPE GreenLake was seamless. When the deployment team ran into some networking issues, HPE provided the needed equipment—free of charge, in line with its customer-first approach—to solve them. While other minor problems did arise, all were quickly overcome.

Results: Simplicity, Easy Scalability, and Predictable Costs

HPE GreenLake features “committed capacity,” deploying storage to meet the agency's current needs, plus a buffer to handle any data spikes. But the agency only pays for the storage it uses. And if it starts to use the buffer, a simple change order sets the HPE team in motion, seamlessly installing added capacity behind the scenes without impacting the agency's ability to deliver its services.

Moving from a CapEx model meant the agency didn't have to take a huge budget hit to solve the problem. Instead, the HPE GreenLake OpEx model ensures that the agency pays a predictable monthly cost per GB. And those costs can never increase.

When demand suddenly increases—during tax season, for example—the agency simply spins up more storage. When the season ends, they spin that storage down, concurrently eliminating the associated expense. That keeps costs in line while ensuring performance requirements are always met. Think of it as a cloud-like experience without high cloud storage costs.

Security and Compliance Plus Massively Reduced Costs

For public sector agencies, compliance with regulations demands that they know where their data is stored at all times. Because HPE GreenLake is on-premises—unlike public clouds—the agency has that requirement locked down. And the agency no longer needs to worry about the issues surrounding public clouds' shared responsibility model, which puts managing, securing, and restoring data squarely on the customer.

Public clouds also typically charge data ingress and egress fees. That can be expensive if the need arises to move or recover a big chunk of data. With HPE GreenLake, those costs go away while delivering the performance the agency requires.

The agency believes it will save as much as \$10 million compared to its previous solution at its current usage rate. And it will do so without sacrificing reliability or performance.

To learn more about e360 and HPE GreenLake visit our website at [e360.com](https://www.e360.com)

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