SHAPE

your very own cloud path.

HP consulting services for cloud computing

Brochure

Instant on Enterprise and Cloud Computing

The world is instant. Today, everything is mobile, connected, interactive, immediate, and fluid. It takes an enterprise that embeds technology into everything it does or delivers in order to out serve citizens, partners, employees, and clients. This is one of the driving forces behind the recent rise in the use of cloud computing.

Getting the most out of cloud computing, however, is not a simple exercise. All services are not created equal and as such each have their own requirements around performance, security, control, and availability. It requires that you weigh cloud against traditional delivery models and select the best method of service delivery to get what you need to be done, at the right cost and at the right time. HP believes this hybrid approach to service delivery becomes a new source of advantage in which multiple models are dynamically utilized to deliver a service. These delivery models include: traditional, private cloud, and public cloud.

At HP, we help you understand all aspects of the cloud models, facilitate your progression from traditional models to fast track cloud implementations with packaged solutions—starting with your specific needs and questions:

- How do I know which services are right for cloud and which are not?
- What's the most effective way to build a private cloud for today and tomorrow?
- How secure are my cloud services?
- How do I manage my service portfolio to ensure I'm receiving the benefits I expect?
- How do I build a flexible environment that can rapidly accommodate changing business requirements?

What do you want to accomplish with the cloud?

The cloud radically changes the way different infrastructures, software, and business services are sourced and consumed. It enables you to quickly deliver highly scalable and elastic technology-enabled services, over the Internet, on a pay-per-use basis. However, before you can realize the cloud's true potential, you need to clearly understand what you can do with it.

Then there is the question of how you want to engage in cloud computing. Whether you are considering building or buying cloud services—to deploy them internally or use them to drive new sales and revenue—HP can assist.

"While cloud is entering a period of accelerated adoption, companies need strategic counsel on the cloud infrastructure design that will best meet their business goals," said Gard Little, Research Manager, Worldwide Services and Emerging Services Opportunities, IDC. "No matter what path companies want to take to adopt cloud, HP offers a comprehensive set of services that cover complex and heterogeneous environments to help organizations improve the business benefits."

We have services to support each stage of the cloud adoption process:

- Define your cloud direction and strategy with **HP Cloud Discovery Workshop**
- Build an execution plan and roadmap of projects with **HP Cloud Roadmap Service**
- Design your cloud infrastructure with **HP Cloud Design Service**
- Manage cloud-related security, compliance, and governance issues with **HP Secure Advantage** and **HP Cloud Security Analysis Service**
- Implement and support cloud-based infrastructure with **HP Converged Infrastructure Service**
- Fast track your private cloud implementation with pre-packaged hardware, software, and services with **HP CloudStart Solution**
- Enable ongoing support and organizational performance with **HP Support** and **Education Service**

Gain a holistic view of the cloud

HP Cloud Discovery Workshop
We believe that most enterprises are likely to have a hybrid sourcing model in the long term and that the mix across internal, private, and public sourcing will evolve over time. That is why we start with a strategic workshop covering all the different options. Through the workshop, we help you gain clarity on cloud concepts, identify the cloud initiatives that can work for your business, discuss how a converged infrastructure can lay the foundation for the cloud, and subsequently draw actionable steps.

During the one-day workshop, using highly visual displays, senior HP consultants share what they've learned from their vast experience in an interactive session with you. This facilitates faster decision making and cross-team collaboration for cloud-based solutions.

Topics discussed during the workshop include cloud concepts and architecture, the transformation journey, the service portfolio, financials and ROI, converged infrastructure, security and availability, service management, governance and organization, and the cloud roadmap.

Go from where you are to where you want to be

HP Cloud Roadmap Service
After you have decided on the role you want the cloud to play in your organization, HP Cloud Roadmap Service helps you lay out your next steps, so that you can realize the benefits, scope, scale, and all critical success factors of the cloud. We facilitate an in-depth discussion on best practices to carry out a gap analysis and use the results to suitably develop your high-level architecture, business case, organizational models, and master project and program plans.

We deliver HP Cloud Roadmap Service using a highly automated HP Transformation Planning Tool and HP Cloud Capability Framework in three steps:

- Developing the foundational architecture of the future operating model—to match the cloud strategy with high-level business, functional, technical, and implementation views.
- Undertake current-state analysis, gap analysis, and program planning by using the HP Cloud Capability Framework. With the help of this automated planning tool we provide an extensive staffing model, strategic planning report, multi-year transformation road map, and a set of project briefs with descriptions.
- Create a business and ROI case with cash flow and payback analysis, as well as alternative scenarios.

Meet your service needs today while planning for tomorrow

HP Cloud Design Service
The most critical limitation to the business value potential of the cloud is poor infrastructure design—one that does not reflect strategic intent. HP Cloud Design Service takes a structured, proven approach to designing and deploying scalable, cloud-based infrastructures that smoothly evolve from your virtualization, automation, and data center designs. In addition, by using HP Reference Model for Cloud, our design principles enable your cloud infrastructure to support a hybrid sourcing model that includes private and public cloud options.

You can take advantage of what we've learned from designing some of the most demanding cloud environments for organizations globally, across industries—including public sector, financial services, and network services.

By using HP Cloud Design Service, you can:

- **Address all important elements needed to offer a cloud service**: The HP Reference Architecture for the cloud acts as a common framework for all cloud engagements and accommodates different go-to-market plans, technologies, software stacks, and cloud service needs.
- **Shorten "time to delivery" and mitigate risks**: We provide a detailed design blueprint, bill of materials, and implementation plan that take into account the people, process, technology, cost, and workload migration aspects. In addition, we interpret ITIL v3 best practices to determine which processes are common among cloud services and which need to be implemented individually.

HP Cloud Capability Framework

HP Cloud Roadmap Service uses the capability framework to define your target state by:

- Determining your current capabilities across different domains
- Identifying the target state that matches your cloud strategy
- Creating a roadmap of projects, based on the gaps identified, to achieve your desired state

- **Use existing HP and non-HP technology investments**: We provide heterogeneous and highly repeatable design principles as well as objective recommendations. These enable smooth integration of HP Converged Infrastructure technologies, HP software, and third-party products into your overall cloud infrastructure design.

Secure your data and cloud services, as well as enable compliance

HP Cloud Security Solution
The dynamic nature of cloud services creates new possibilities for a broad range of users. However, at the same time, it can lead to potential security, compliance, and data protection issues. To realize the full business value of cloud services, it's important that you understand the risks involved. By being aware of the latest cloud security threats and ways to address them, you can implement a security strategy that covers assessment, monitoring, and management.

With HP Cloud Security Analysis Service, you can review the security of the infrastructure, platforms, and applications that make up your cloud environment. You can address your security gaps and meet your business needs with flexibility, using **HP Secure Advantage**. The solution offers a unified, integrated portfolio designed to help you manage risk, protect critical infrastructure, and enable the continuity of operations within your cloud environment.

Fast track your private cloud deployment

HP CloudStart Solution
With HP CloudStart Solution, you won't have to wait—you can get compute services for a fixed, affordable price and have it up and running in less than 30 days after hardware and software installation.[1]

Built on HP Converged Infrastructure and BladeSystem Matrix, the HP CloudStart Solution can be extended and customized to build a comprehensive enterprise private cloud solution with more options. As an end user, you can:

- Request a compute service from a number of pre-defined choices and prices
- Have the service provided immediately from a portal
- Scale or cancel the service easily
- Use the service and not worry about security, management, upgrade, and more
- Receive a regular report on consumption or charge back

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[1] http://www.hp.com/hpinfo/newsroom/press/2010/100830a. html?jumpid=reg_R1002_USEN

Partner with HP to enable, consume, and offer cloud services

HP has been involved with the cloud even before it was formally defined throughout the industry. We've developed deep shared services, virtualization and service management expertise, and we understand the service-centric model at every phase—strategy, design, transition, and operations. Rather than focus on pieces of cloud computing, we provide a comprehensive framework for you to work toward a cloud future that addresses people, processes, and technology. Through the HP Converged Infrastructure architecture and technologies we enable tight integration and synergy among previously siloed servers, storage, networks, and management software—making the cloud infrastructure real. HP CloudStart Solution built on HP Converged Infrastructure and HP BladeSystem Matrix addresses the "speed of cloud implementation" pain point head-on.

Over the years, we've executed complex and global cloud implementations for network service providers, banks, and public sector organizations. This has helped us build an array of cloud solutions that feature an "everything-as-a-service" capability—providing all the expertise you need to implement your chosen strategy. Using these building blocks—foundational and enabling technologies and services—you can realize the true potential of cloud computing.

Global citizenship at HP

At HP, global citizenship is our commitment to hold ourselves to high standards of integrity, contribution, and accountability in balancing our business goals with our impact on society and the planet. To learn more, visit **www.hp.com/hpinfo/globalcitizenship**, and for information about the HP Eco Solutions program, go to **www.hp.com/ecosolutions**

Take the first step toward defining your cloud future by visiting **www.hp.com/services/cloud**

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Get the insider view on tech trends, alerts, and HP solutions for better business outcomes