



## HP Hybrid Delivery

Providing clients the best mix of traditional, private and public cloud environments

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An [Instant-On Enterprise](#) requires the best method of IT service delivery to drive innovation, at a cost that meets solid return on investment metrics in the timeframe needed. Chief information officers have three modes of IT service delivery models to choose from: traditional technology deployment, private cloud delivery and public cloud services.

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While cloud delivery methods are proving to be an important paradigm, the reality is that the optimal model for most organizations is one that is multi-sourced. [New research](#)<sup>(1)</sup> from HP indicates that senior business, government and technology executives believe that by 2015, 18 percent of their IT delivery will be through the public cloud and 28 percent by the private cloud. That leaves the remainder of IT delivery to be handled by traditional delivery methods, either managed in-house, outsourced, or both.

These sourcing choices create a hybrid environment that can add additional complexity and cost to an enterprise's operations. To gain the benefits of a hybrid environment, organizations must have an IT delivery model that is flexible across different sourcing options, but managed as an integrated technology environment.

### HP Hybrid Delivery

In an Instant-On Enterprise, value is designed, built and delivered in the form of technology-enabled services. As a result, enterprises need to be able to choose from the full spectrum of delivery options.

[HP Hybrid Delivery](#) helps clients select the best method of service delivery for each solution and then integrate it into their environment. This provides clients with the benefits of a multi-sourced service environment without the associated complexity and costs of managing them separately.

— [Assess](#): HP helps clients understand what technology-enabled services they need to deliver and which of the three delivery options is best. HP offers workload analysis tools, assessment workshops and experts to



help clients select the right delivery model. Additionally, HP has a tested methodology to build the strategy and integration of these environments to help clients evolve their service portfolio.

- Design: HP develops a business case for each client's implementation as well as a logical roadmap for the evolution of their service. As part of this design, HP takes into account the run-time phase of the service, ensuring it runs for maximum value, reduced risk and a lower total cost of ownership (TCO).
- Implement: HP has a full suite of services, hardware and software to implement all three delivery models. This includes traditional, private cloud and public cloud options that can be integrated into the IT operating environment.
- Manage: HP management software and services unify and simplify operational processes across server, storage, networks and applications – whether delivered over physical, virtual or cloud infrastructures. HP's solutions automate the provisioning, monitoring and troubleshooting of applications and infrastructure – providing proven improvements in service quality, at dramatically lower cost.

Previously announced HP Hybrid Delivery Services include:

- [HP Hybrid Delivery Strategy Service](#) provides clients with a structured understanding of the programs, projects and main activities required to move to, as well as manage, a hybrid delivery model. This offering provides clients with a patent-pending, model-driven framework to introduce hybrid delivery concepts into their existing environments.
- [HP Hybrid Delivery Workload Analysis Service](#) analyzes an enterprise's complement of workloads and applications to determine the best fit and compatibility for hybrid environments. With a unique portfolio of analysis software, HP experts gather service usage and demand profile data, and then develop a set of recommendations on how to best characterize and combine workloads in hybrid environments.

HP's approach to technology sourcing through HP Hybrid Delivery is unique in the industry. It is characterized by:



- Experience delivering the world's most complex, hybrid environments;
- Proven operational excellence and global service delivery capabilities;
- Experience and expertise in enterprise class cloud services;
- Open standards, heterogeneous approach to partnering and service integration;
- Service management software and workflows;
- Expertise in financial modeling/TCO analysis.

More information on HP Hybrid Delivery is available at [www.hp.com/go/hybriddelivery](http://www.hp.com/go/hybriddelivery).

(1) "HP Research: The Instant-On Enterprise," Coleman Parkes Research Ltd., October 2010.

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