



# HP Expands Cloud Discovery Workshop to Enable Choice in Service Delivery

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In an [Instant-On Enterprise](#), value is designed, built and delivered in the form of technology-enabled services. As a result, enterprises and governments can choose from a full spectrum of delivery options, including cloud services. Key decision makers need to weigh cloud services against traditional delivery models and select the best method of service delivery to get what they need done, at the right cost and in the right timeframe.

[HP Cloud Discovery Workshop](#) is the first step in the journey to building an Instant-On Enterprise. It designs a flexible technology environment that can effectively match service requirements with the best source —either traditional IT, private cloud, or public cloud.

HP Cloud Discovery Workshop allows clients to understand cloud computing concepts and risk factors while determining how cloud can best fit within their environment. The goal is to get the technology environment in a position to leverage sourcing options freely. HP experts share information, experience and best practices to help clients best address the cloud needs of their organization.

New updates to the HP Cloud Workshop will guide both private and public sector organizations to better understand critical success factors, benefits and challenges as they map a clear, effective path to the cloud.

## **Applications and financial consulting**

Because clients' cloud services are differentiated by application and information domains, the HP Cloud Discovery Workshop has been revised and expanded to include new areas required for clients to understand how their application portfolio can best be served in a secure cloud.

The updates empower clients to tackle challenges such as: transformation of existing applications; setting appropriate service levels; planning for security vulnerability management; application integration between traditional and cloud-based applications; application life-cycle

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management; application scalability; and identifying business usage patterns optimal for a cloud infrastructure.

By viewing applications through this end user perspective, clients can make the best choices for their applications powered by efficient, virtualized and shared model of cloud resources.

Whether clients' goals are to become a cloud services provider, builder of a private cloud or consumer, they require clear financial guidance. This new workshop helps clients identify an economic model to better align financial investments with business priorities by defining the approach to identifying and capturing financials and Return On Investment (ROI) metrics – updated based upon HP's experience of delivering cloud solutions for our clients.

#### **HP Cloud Discovery Workshop tailored to address government needs**

Government entities have unique goals and requirements for cloud that need to be addressed with a long-term strategy that provides strong security, technology, process and organizational governance.

Today, HP offers the Government Cloud Discovery Workshop as a part of the government cloud consulting services. This customized workshop allows HP's federal, state and local government clients to incorporate cloud as a strategic service delivery or sourcing option. The workshop also lays the groundwork for a broad and secure IT service delivery plan. The Government Cloud Discovery Workshop provides a clear understanding of how governments can enhance agility, flexibility, and scalability while reducing costs to better serve the citizen or address mission objectives.

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. [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.

HP Cloud Discovery Workshop and government workshop are globally available. More information is available at [www.hp.com/services/cloud](http://www.hp.com/services/cloud).



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