





According to research, **74%**\* of IT decision makers say COVID-19 accelerated the need for their organisation to invest in its technology.



Despite this, complexities around legacy infrastructure and existing technologies are holding back digital transformation for many enterprises.



As we continue to navigate through uncertain times, XMA and HPE can empower you to be ready for the now and set for the future.



We understand that ways of working continue to shift, and that you may need to rethink your strategic approach to infrastructure.



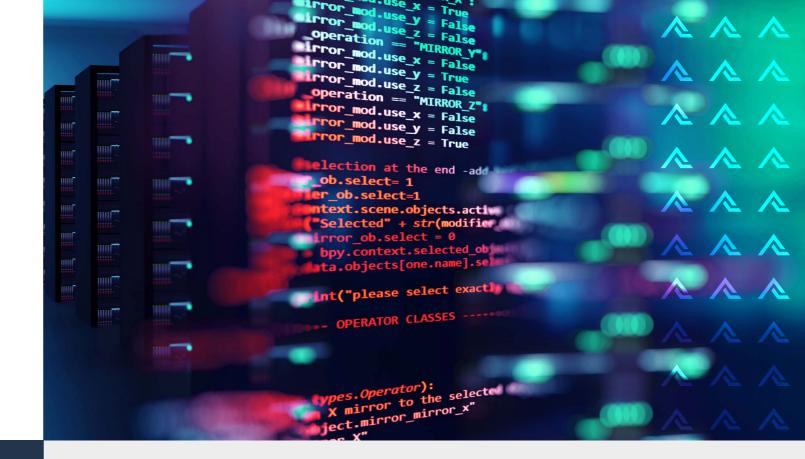
Whether your to-do list includes transitioning to hybrid cloud or taking steps to reduce your business' carbon footprint, we can help you with this.



Here are our six steps to implementing a successful IT infrastructure strategy.

## 1. Identify your weaknesses

Only 400 of customers surveyed by XMA stated they have no challenges, leaving a significant proportion of enterprise that needs help navigating the way ahead.



- Identifying current IT challenges is often the first step in implementing a successful infrastructure strategy and protecting your business against future change.
- These could be challenges around refreshing a legacy IT estate, an inefficient infrastructure, or concerning addressing specific security risks.
- Develop a plan that builds on existing systems, before intelligently implementing the right infrastructure for your business.
- Our specialist IT infrastructure teams understand vertical and customer challenges and are here to add value around the HPE portfolio.



# 2. Take an outcome-based approach

- When developing your infrastructure strategy, you also need to consider the wider business objectives.
- Perhaps you need to enable a distributed workforce? Or take steps to reduce your business' carbon footprint and support a wider sustainability initiative?

- Every conversation we have with our customers starts by focusing on desired outcomes.
- We're here to help you reach your goals, creating better experiences by putting success before solutions.

Challenges in moving to a more outcome-based approach include lack of investment in infrastructure (41%)\*



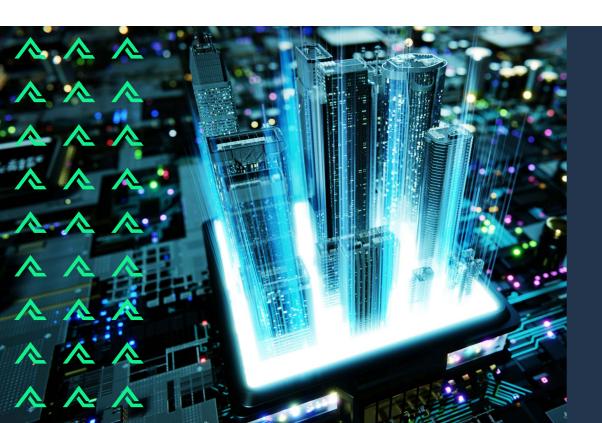
#### 3. Embrace hybrid cloud

- Transitioning to the hybrid cloud will help you speed up operations and drive innovation.
- It allows enterprises to utilise existing architecture

   such as on-premises data centres along with the
   benefits of both public and private clouds.
- Modernising and automating your IT infrastructure can bring cloud-like speed and economics to onpremises infrastructure.
- It delivers the agility and financial flexibility to quickly scale and adapt to changes in your business and the market.
- Solutions, such as HPE GreenLake, which delivers public cloud services and infrastructure as-a-service, allow you to embrace this.
- HPE GreenLake provides the cloud experience across edges, colocations and data centres.
- This allows you to power your business and gain more agility, meaning you can focus on innovation while your infrastructure does the work.

70%\*\* of apps and data still reside on-premises.

# 4. Unleash the power of your data



85% of enterprises keep all sensitive data on the cloud.^

- Data continues to grow, but legacy IT infrastructure often isn't up to the task of collating, managing and analysing such high volumes.
- IT infrastructures need to support the unlocking of insights from an enterprise's most valuable digital asset.
- Through a hybrid-cloud model that utilises on-prem infrastructure with public cloud capabilities you can process big data sets and extract insight.
- Utilise tools that will scale with data demands, allowing you to extract the most value from your data.
- HPE Primera provides instant access to data with storage that's set up in minutes, upgrades transparently and is delivered as-a-service.
- While HPE Nimble Storage radically simplifies operations with powerful predictive analytics.
- Unleash the power of your data to connect, protect and act on it like never before.

### 5. Stay secure



- Keep your company safe from cyber threats and protect your IT infrastructure with the latest security solutions.
- Hybrid-cloud technology provides the best of both worlds, allowing you to put each of your applications in its ideal environment, with more sensitive data sitting on the private-cloud element of your infrastructure.
- Protect your business and data with HPE Servers, the world's most secure industry-standard servers.

51% of large organisations considered lack of expertise in cloud security their biggest challenge.†



#### 6. Play the long game

- Implement technologies that not only meet immediate requirements but can also be built on for longer-term gain.
- We'll be with your people every single step of the way.
   For today's IT infrastructure – and tomorrow's too.

**82%** of IT decision makers say the focus needs to shift from short-term solutions to strategic technology investment.





We're perfectly placed to help you join the IT infrastructure evolution – and to support you as you put your new strategic infrastructure plan in place.

#### Join the infrastructure evolution.

Contact us to find out more.



<sup>\*</sup>Insight taken from XMA's 'Outcomes before Solutions' research, March 2021

<sup>\*\*</sup>HPE GreenLake | HPE United Kingdom

<sup>^ 21</sup> Cloud Computing Statistics Transforming the Tech Industry (digitalintheround.com)

<sup>†</sup> Cloud security challenges by company size 2020 | Statista