



## Solution Brief

# HPE GreenLake for Networking

## Business challenge

Clients are faced with tighter IT budgets, shorter network planning cycles and a lack of sufficient resources to operate the network, making it more difficult to keep pace with rapidly changing business and user requirements.

From maintenance and troubleshooting to technical debt caused by legacy technologies to growing CapEx commitments, many organizations are finding their current network approach inefficient and unsustainable.

## How we help

Insight's HPE® GreenLake® for Networking offering leverages a combination of hardware, software and managed services subscriptions along with optional professional services to build your network. Services from Insight help your organization to optimize the network environment, enable stronger security, perform digital transformation and realize responsive, high-performance networking capabilities.

**Insight's HPE GreenLake for Networking offering is available via two tiers: Essentials, which provides 24/7 network support to your staff, and Advanced, which offers complete managed services for your network.**

With our professional services, we will help you select, design, implement and support industry-leading managed HPE Aruba® Networking solutions.

## Additional Network as a Service (NaaS) advantages

- Reduce CapEx spending through an OpEx model.
- Pay only for the network elements on-site — no overspending.
- Accelerate IT and business transformation for competitive advantage.
- Rapidly scale up to accommodate growth.
- Simplify capacity planning by removing added cost pressures.
- Enhance on-premises performance while supporting a cloud approach.
- Redirect IT resources to strategic efforts for business value (optional).

## Benefits

- + Eliminate upfront CapEx, providing for easier network budgeting
- + Quickly deploy the latest technology faster and more efficiently
- + Proven HPE technology, with design, lifecycle management and operational expertise, all available from Insight
- + Peace-of-mind network implementation and network support by Insight, with world-class network infrastructure and the flexibility of HPE Aruba ESP networks

## Our partner



**Hewlett Packard  
Enterprise**

## Service level details

Each of our service levels give you the best-in-class vendor solution(s) of your choosing, and strategic and technical support from Insight to optimize performance while freeing up your IT team to focus on strategic initiatives. Our service levels start with Essentials, to help you get started, and expand to fully managed Advanced services.

	Essentials	Advanced
Assigned client delivery manager	✓	✓
Billing for on-site equipment	✓	✓
24/7/365 technical support	✓	✓
Consumption reporting and performance SLO reporting	✓	✓
Advanced system monitoring and alerting		✓
Request fulfillment		✓
Incident and problem resolution		✓
Change enablement		✓
Service configuration management		✓

## Process and outcomes

Service level	What we provide	How we deliver	Measurable results
Essentials	Support	<ul style="list-style-type: none"> <li>Billing and client management</li> <li>24/7/365 technical support</li> </ul>	<ul style="list-style-type: none"> <li>High client success satisfaction rates</li> <li>Maximum uptime</li> </ul>
	Advanced monitoring	<ul style="list-style-type: none"> <li>Real-time monitoring of your network</li> <li>Custom alerts and reports</li> <li>Intelligent analytics</li> </ul>	<ul style="list-style-type: none"> <li>Faster problem resolution</li> <li>Increased efficiency</li> <li>Lower maintenance costs</li> </ul>
Advanced services	Incident management and resolution	<ul style="list-style-type: none"> <li>Incident identification</li> <li>Incident prioritization</li> <li>Incident diagnosis</li> </ul>	<ul style="list-style-type: none"> <li>SLOs achieved</li> <li>Reduced time to resolution</li> <li>Reduced risk</li> </ul>
	Optimization	<ul style="list-style-type: none"> <li>Capacity, performance and cost management</li> <li>Service continuity management</li> </ul>	<ul style="list-style-type: none"> <li>Continual optimization</li> <li>Data-driven decision-making</li> </ul>
	Implementation	<ul style="list-style-type: none"> <li>Comprehensive planning</li> <li>Skilled resources</li> <li>Project manager through completion of deployment</li> </ul>	<ul style="list-style-type: none"> <li>Regular communication and follow-ups</li> <li>Projects managed to time and cost expectations</li> </ul>
Professional services			

## Why Insight

We drive exceptional outcomes with world-class products, services and capabilities. As a Solutions Integrator, Insight helps leverage leading-class HPE Aruba Networking offerings to drive cost-efficiencies, optimize processes, improve time to value and initiate business transformation.



## Driving innovation with digital transformation

At Insight, we help clients enable innovation with an approach that spans people, processes and technologies. We believe the best path to digital transformation is integrative, responsive and proactively aligned to industry demands. Our client-focused approach delivers best-fit solutions across a scope of services, including the modern workplace, modern applications, modern infrastructures, the intelligent edge, cybersecurity, and data and AI.

[Learn more at insight.com.](https://www.insight.com)

## Getting started is easy.

Visit [insight.com](https://www.insight.com) to connect with our team.

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