

**Hewlett Packard
Enterprise**

Informatika v javni upravi

**Hewlett Packard Enterprise –
New Style of Business**

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Generalni direktor

Brdo, 15.12.15





**Hewlett Packard
Enterprise**

New Style of Business – enabled by IT

New Style of IT - Change of Wording

THE MARKET

| | |
|---------|------------|
| PUSH | PULL |
| GENERIC | PERSONAL |
| SILOED | INTEGRATED |
| STATIC | DYNAMIC |

APPLICATIONS

| | |
|-------------|-------------|
| RESTRICTED | MY DEVICE |
| ROLL OUT | UPDATES |
| MANY OLD | FEW OLD |
| 1 NEW | 100,000 NEW |
| OWNED | CONSUMED |
| QUARTERLY | DAILY |
| SW CONCRETE | SW GLUE |

TECHNOLOGY

| | |
|----------------|-------------|
| SILOED | INTEGRATED |
| CUSTOM | COMMODITY |
| STACK | UTILITY |
| MONTHS | MINUTES |
| PROPRIETARY | OPEN |
| NO CHOICE | VALUE BASED |
| PREPROVISIONED | AS REQUIRED |
| PRODUCT → SW | SERVICES |

OPERATIONS

| | |
|----------------------|--------------------|
| PEOPLE | SOFTWARE |
| CRAFT | FACTORY |
| DYI | SUPPLY CHAIN |
| DUPLICATION | OPTIMIZED |
| IT DECIDES | BUSINESS DECIDES |
| BUS DECIS. → IT RUNS | IT DECIDES FOR RUN |

DATA

| | |
|---------|-----------------|
| SILOED | CORPORATE ASSET |
| PASSIVE | ACTIONABLE |
| LAGGING | PREDICTIVE |
| DATA | INFORMATION |
| RECORD | ENGAGEMENT |
| KNOWN | SCENARIO |

FINANCIAL

| | |
|-----------|------------------|
| CAPEX | OPEX |
| TAX | VALUE CHOICE |
| ALLOCATED | METERED |
| PRODUCT | SERVICES |
| MUST HAVE | OPT-IN |
| FIXED | Price x Quantity |

Value Proposition for a New Style of IT

Your Business and IT Environment today

Value Proposition for a New Style of IT

Your Business and IT Environment today

Trust

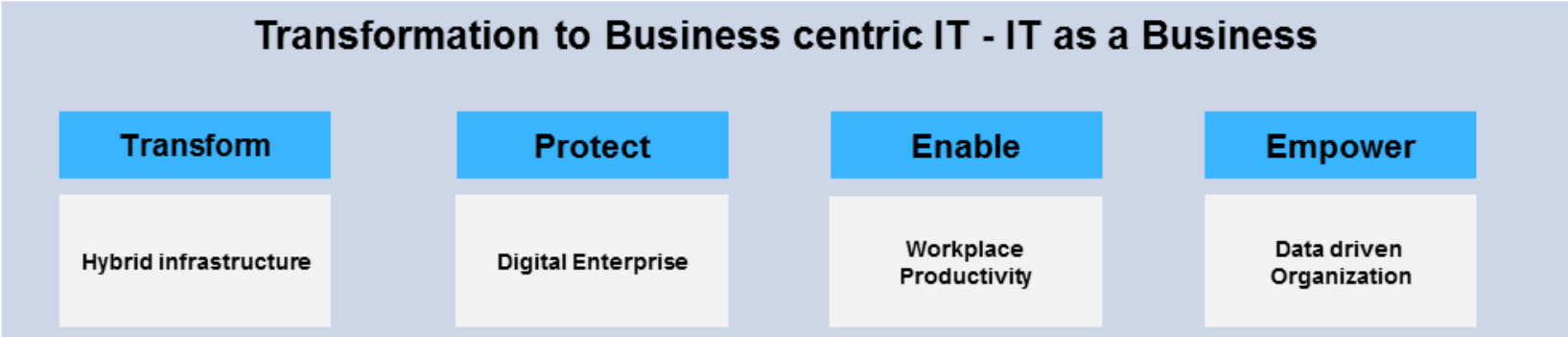
Efficiency

Shareholder Value

Profitability

Value Proposition for a New Style of IT

Your Business and IT Environment today

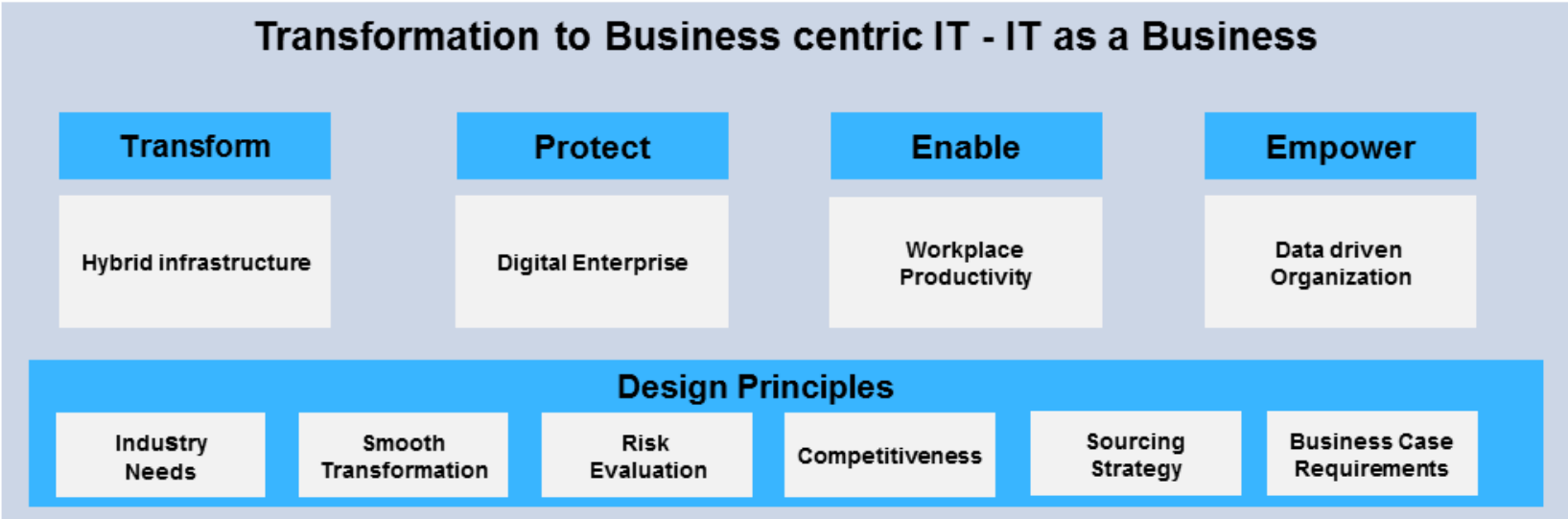


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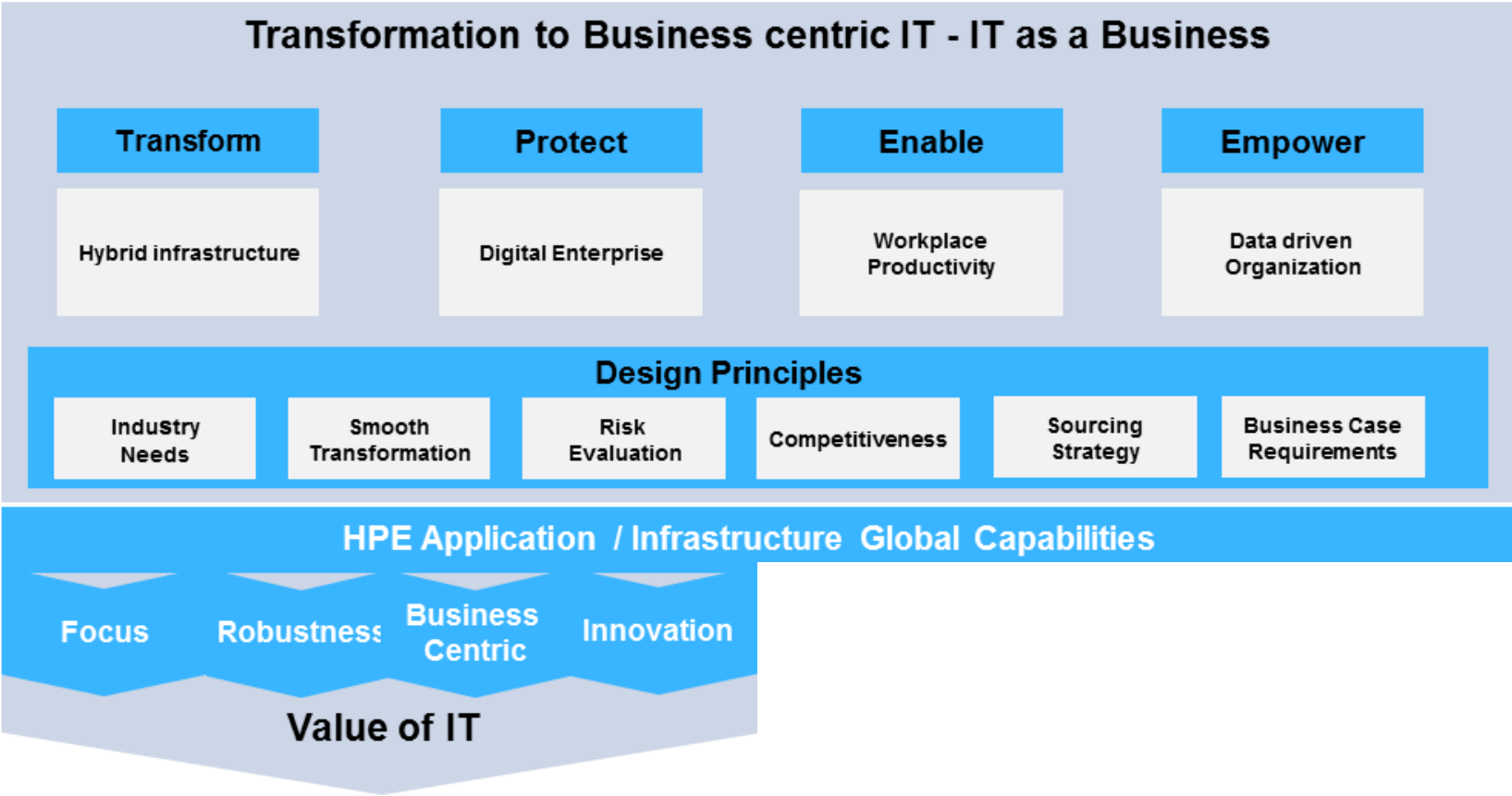


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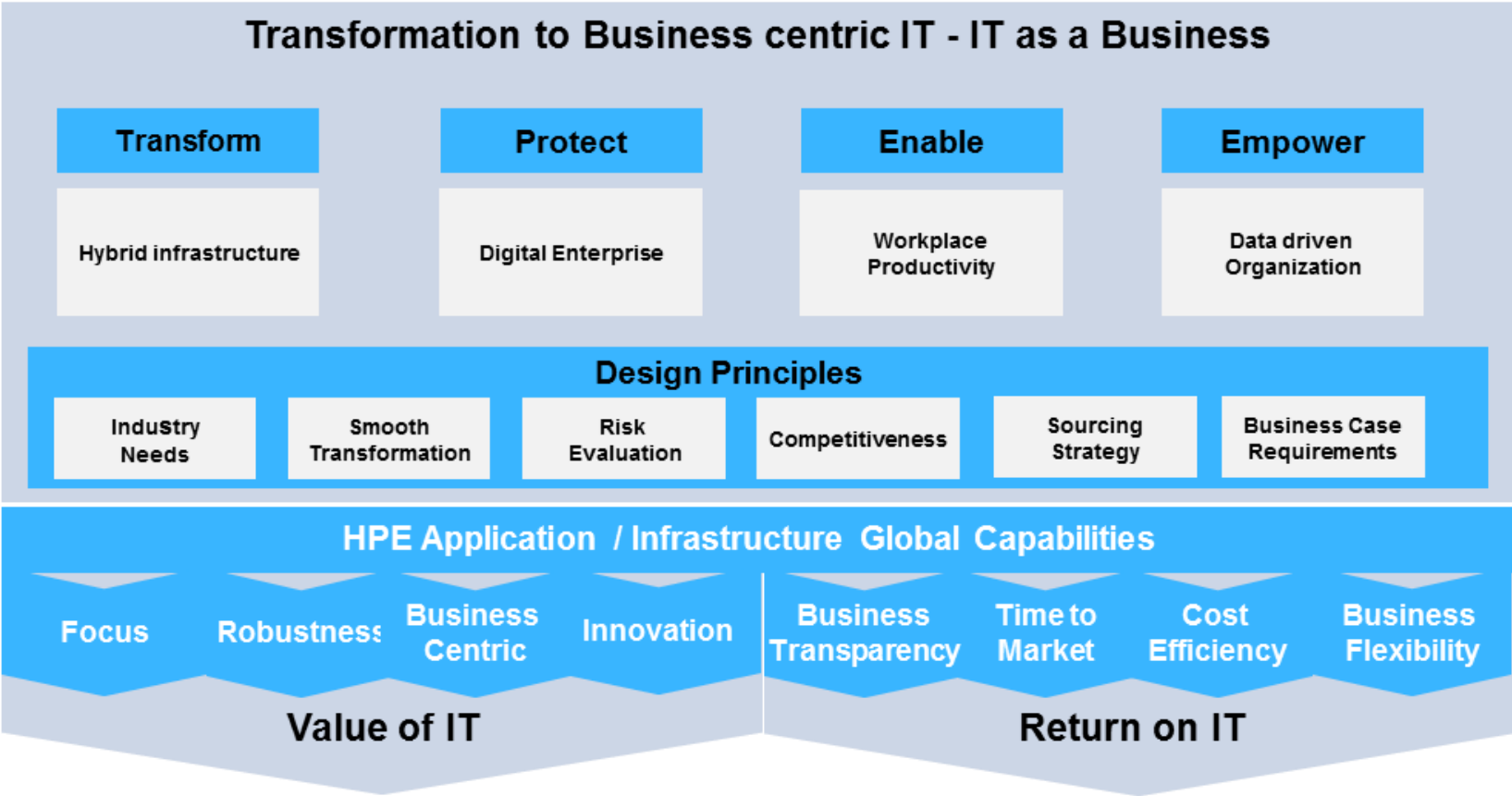


Trust

Efficiency **Profitability**
Shareholder Value

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Your Business and IT Environment today



Trust

Efficiency **Profitability**

Shareholder Value

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IT Partner Selection

| | | |
|------------------------|----------------------|--------------------------|
| Governance | Strengthen your IT | Understand Industry |
| Quality of IT services | Management Of Change | Portfolio / Capabilities |

Transformation to Business centric IT - IT as a Business

| | | | |
|---|--------------------------------------|---|--|
| Transform Hybrid infrastructure | Protect Digital Enterprise | Enable Workplace Productivity | Empower Data driven Organization |
|---|--------------------------------------|---|--|

Design Principles

| | | | | | |
|----------------|-----------------------|-----------------|-----------------|-------------------|----------------------------|
| Industry Needs | Smooth Transformation | Risk Evaluation | Competitiveness | Sourcing Strategy | Business Case Requirements |
|----------------|-----------------------|-----------------|-----------------|-------------------|----------------------------|

HPE Application / Infrastructure Global Capabilities

| | | | | | | | |
|-------------|------------|------------------|------------|-----------------------|----------------|-----------------|----------------------|
| Focus | Robustness | Business Centric | Innovation | Business Transparency | Time to Market | Cost Efficiency | Business Flexibility |
| Value of IT | | | | Return on IT | | | |

Trust

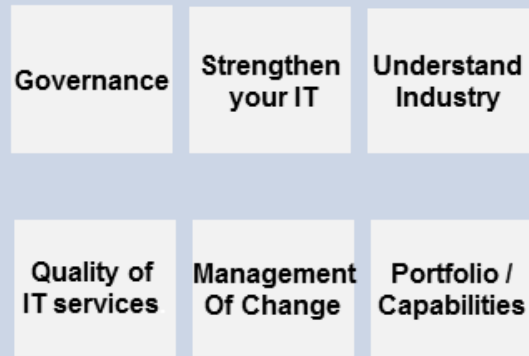
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Your Business and IT Environment today

IT Partner Selection



HPE Partnership Value

Credibility Integration Cultural Fit

Value of Partner

Trust

Transformation to Business centric IT - IT as a Business



Design Principles



HPE Application / Infrastructure Global Capabilities

Focus Robustness Business Centric Innovation Business Transparency Time to Market Cost Efficiency Business Flexibility

Value of IT

Return on IT

Efficiency

Profitability

Shareholder Value