



THE GREENLAKE ADVANTAGE

Real world results—How technology
leaders simplify IT operations, help
control costs, and accelerate AI.



Against a backdrop of CIOs and infrastructure leaders tackling AI demand, harnessing data, and reducing hybrid complexity, many organizations just like you turn to GreenLake as the foundation to help them simplify IT, reduce costs, and transform faster. But to get to the heart of what our customers want and how they are benefiting from GreenLake, we conducted a brief customer survey within our HPE Business Transformers Community. The insights presented here reflect a combination of quantitative and qualitative feedback gathered through this primary research effort. We surveyed over 100 global IT decision-makers from around the globe.

One thing came through consistently: **organizations want simplification**—fewer tools, fewer operational blind spots, fewer surprises, and more time to focus on business outcomes, innovation, and AI-driven transformation.

GreenLake delivers business and IT outcomes.

“Strategically, it helped IT shift from **keeping the lights on** to actually delivering outcomes—we’re faster, more resilient, and the business feels that improvement.”

– CTO, Retail & Consumer Services

This eBook

- Uncovers some challenges facing customers today
- Explains how GreenLake delivers both business and IT value
- Shares findings and sentiments about the benefits experienced from GreenLake, along with actionable guidance you can use today

76%

of users say GreenLake
contributes to strategic IT goals

63%

of business goals

TABLE OF CONTENTS

	Chapter 1
4	Don't let hybrid complexity stand in the way

	Chapter 2
6	Achieving efficiency gains that matter

	Chapter 3
8	Close the AI value gap

	Chapter 4
11	Your data, your way

	Chapter 5
13	Delivering insights that matter

	Chapter 6
17	The GreenLake cost advantage: Real savings, real results

20	Conclusion
-----------	-------------------

Chapter 1

Don't let hybrid complexity stand in the way



Managing and operating in today's hybrid reality has never been more complex. Different workloads, runtime choices, and infrastructure that stretch across data centers, clouds, and the edge—each with its own tools, processes, and operational quirks. No wonder teams often feel overwhelmed.

Multiple consoles, overlapping provisioning systems, and siloed operational views make it nearly impossible to manage the hybrid estate as one.

Streamline IT operations with a unified platform experience.

GreenLake cuts through complexity by delivering a truly unified platform experience. It brings compute, storage, and networking together into a **single, consistent operating model**—extending seamlessly across on-premises, edge, and cloud environments. With built-in capabilities to monitor, manage, and optimize resources end to end, GreenLake helps IT teams streamline operations, reduce friction, and maintain control across their entire hybrid estate.

Stop jumping between tools.

“It’s basically our daily cockpit now—we use it to monitor compute, storage, and network, manage the hybrid estate, and keep projects moving without jumping between tools.”

– VP, IT Operations, Financial Services (FSI)

With a unified platform experience

- Teams working from a single, shared view can make decisions faster, and spend more time on innovation
- Issues surface earlier, reducing the likelihood of outages
- Troubleshooting becomes clearer and more collaborative
- Operators spend less time clicking around and more time solving problems

60%

believe GreenLake streamlines their IT operations

Key takeaway

Adopt a platform built for hybrid reality.

Look beyond device specific infrastructure management to a platform that can run, optimize, and adapt across clouds, runtimes, and workloads—wherever they live.

Chapter 2

Achieving efficiency gains that matter



Each hybrid estate has its own mix of tools, vendors, architectures, and maturity levels—which means the definition of **improvement** varies widely. For some, it's reducing incident noise or stabilizing critical services. For others, it's accelerating deployments, cutting operational costs, improving cross-team coordination, or shrinking the environmental footprint of their hybrid infrastructure.

GreenLake gives organizations a consistent way to measure progress across diverse environments, turning scattered signals into meaningful, comparable metrics that reflect operational health. GreenLake customers consistently shared measurable impact, including reductions in manual work, faster provisioning cycles, and improvements in resolution times.

Faster and more streamlined

One insurance leader shared the impact of centralizing management and automating previously manual processes:

“We’ve reduced IT operational complexity by approximately 35% and cut manual administrative workloads by around 30%. Provisioning time has decreased by nearly 40%, and issue resolution speed has improved by 25%.”

– Infrastructure Operations Leader, Insurance



59%

realize measurable operational gains

Key takeaway

Find a platform that lets you:

1. Provision faster as you orchestrate across your hybrid estate
2. Automate and drive efficiency, with advancements in agentic AI
3. Gain earlier visibility for fewer surprises, with observability
4. Achieve better insight into cost and usage

Chapter 3

Close the AI value gap



AI is at the top of every technology executive's agenda. There's pressure to meet demand and deliver value, yet there are obstacles like infrastructure friction and a shortage of expertise that exist. Plus, other realities, such as slow provisioning, unreliable datasets, performance inconsistency, tools that don't talk to each other.

Accelerating AI, from pilot to production

HPE is uniquely equipped to accelerate your AI initiatives and give you the scale you need, from pilot to production. It provides turnkey AI, automation, and real-time cost visibility, helping you to move faster and with greater efficiency.

With GreenLake, you gain a unified view of your AI infrastructure, multivendor observability, and tools such as GPU monitoring, you can optimize compute, storage, and networking performance while staying in control of costs and sustainability.

The result?

“GreenLake shortened our AI pilot-to-production cycle because we can provision GPU, compute, and storage on demand. We’re no longer waiting weeks for capacity to be approved or installed.”

– Head of AI platforms / machine learning infrastructure, Manufacturing

“The unified platform gives us a single view across our hybrid estate, so performance monitoring and troubleshooting are much faster. That simplicity has directly improved throughput for our analytics and AI pipelines.”

– Head of platform, Engineering and Operations, Retail

GreenLake helps accelerate AI

72%

realized faster **time to value for AI**

65%

improved management of
complex AI infrastructure

Simplify management of complex AI infrastructure

“GreenLake simplifies the day-to-day management of complex AI infrastructure by centralizing provisioning, scaling, and lifecycle operations in one place. That’s reduced operational overhead across compute, storage, and networking.”

– Infrastructure architect, AI & HPC, Energy & Utilities

Key takeaway

Reduce infrastructure friction to accelerate AI from pilot to production.

Find a platform that reduces wait times for environments, enables the ability to unify data and keep it in your control, delivers consistent performance for model training, and helps teams move from pilot to production with fewer delays.



Chapter 4

Your data, your way



As regulations tighten and data spreads everywhere, organizations need clear visibility and control over where data lives and who can access it—especially as AI scales and cloud costs hinge on understanding data location and movement.

Data is the lifeblood of your organization, and to unleash its full value, it must be harnessed wherever it lives, from on-premises and the cloud to the edge and even air gapped environments. As data becomes more distributed and regulations continue to evolve, organizations need a way to confidently manage their data infrastructure while maintaining visibility, governance, and control.

One of the biggest wins is having a single, consistent view of their entire data estate—across on-prem, private cloud, and public cloud. And for organizations that require it, sovereign operations are a core capability. GreenLake gives teams unified and secure control of data across their hybrid landscape, making it easier to manage, optimize, and elevate everything as one. With 59% of organizations saying GreenLake helps them stay in control, this foundation doesn't just help keep data protected and compliant—it gives them the confidence to innovate.

No more stitching together multiple tools

“GreenLake gives us one operational view of our data estate. Provisioning, monitoring, and lifecycle management are consistent across environments, and we’re no longer stitching together multiple tools just to keep data services stable.”

– IT infrastructure operations manager, Manufacturing

Faster provisioning + elastic scaling for data workloads

“GreenLake has been a big win for our data-intensive workloads. Provisioning that used to take weeks now happens in days, and we can scale compute and storage on demand without over-provisioning.”

– Data platform lead, Financial Services

Cloud-like agility with governance and control

“We get cloud-like agility without losing governance. We have clear visibility into where data lives, who’s using it, and how it’s performing, which makes control and compliance much easier to maintain in a hybrid setup.”

– Solutions architect, Next Gen Platforms, Banking

66%

Confidently manage data infrastructure

Key takeaway

Find a platform that lets you:

- Confidently manage data infrastructure
- Harness data everywhere
- Enable sovereign data, including air-gapped environments
- Stay in control

Delivering insights that matter



Hybrid cloud environments continue to grow in scope and complexity, spanning on-premises infrastructure, multiple clouds, edge locations, and diverse workloads, often managed through fragmented tools. As a result, teams struggle to maintain consistent visibility, respond quickly to issues, and ensure resources are being used efficiently. **Addressing this challenge requires more than point solutions—it calls for a unified set of built-in capabilities that allow organizations to monitor, manage, and optimize their entire hybrid estate as one.**

That's where GreenLake comes in

GreenLake gives IT teams unified dashboards that deliver full visibility to orchestrate, observe, manage, and optimize the entire hybrid estate—from HPE infrastructure and private clouds to multivendor, multicloud environments. This helps teams stay ahead of IT sustainability, efficiency, security, and uptime priorities instead of reacting to them.

GreenLake tools to support capacity management, IT sustainability, and uptime.

- Plan your capacity and manage cost with live data, with **consumption analytics**
- Achieve your IT sustainability objectives with the help of **HPE Sustainability Insight Center**
- Improve uptime and SLA attainment with the assistance of **wellness dashboard**

ITOps, CloudOps, and sustainability insights

Enhanced visibility and automation drive smarter resource allocation, right-sizing, and faster provisioning. Proactive monitoring and early-issue detection accelerate troubleshooting and reduce unplanned downtime, strengthening the reliability of your entire hybrid cloud environment.

70%

improving IT performance across compute, storage networking

59%

report improved operational efficiency

27%

state experiencing improved uptime

GreenLake consumption analytics users gain cross-hybrid insight into usage and cost—driving cost optimization, right-sizing, and smarter capacity management.

Key takeaway

With GreenLake, you will be able to show measurable improvements across your HPE infrastructure and private cloud.

Within GreenLake is a rich set of built-in tools, also known as value-added services, to monitor, manage, and optimize your hybrid estate. The offers include:

- **Consumption analytics** providing cost and capacity management for your entire hybrid landscape
- **HPE Sustainability Insight Center** supplying comprehensive energy and emissions metrics to enable informed decisions
- **Wellness dashboard** providing proactive, AI-powered events help you shorten or prevent downtime

Key takeaway

GreenLake enables you to predict and avoid downtime with proactive, AI-powered events help you shorten or prevent downtime with **wellness dashboard**.

Improve utilization, forecasting, and reduce spend

“Having a single view of consumption and spend across on-prem and cloud made a big difference. We were able to spot underutilized capacity quickly, right-size workloads, and improve forecasting. Overall, we’ve seen around a 15–20% reduction in spend and roughly a 25% improvement in utilization.”

– Head of IT Infrastructure & FinOps, Financial Services (FSI)

Take out the IT sustainability guesswork

“GreenLake gave us a single view of energy usage across our hybrid estate, which finally made it practical to track, report, and act on sustainability goals instead of guessing.”

– IT infrastructure manager, Manufacturing

Reduce downtime and increase reliability

“The proactive monitoring and health visibility have significantly reduced alert noise and helped us prioritize the right issues faster. Troubleshooting is quicker, and we’ve cut unplanned downtime by roughly 30%, with overall reliability improving by around 20–25%.”

– Platform Operations, Transportation

Key takeaway

Ensure the platform you choose lets you:

Reduce alert noise, realize better prioritization → Proactive monitoring and early issue detection

Gain faster troubleshooting/issue resolution → Streamlined support workflows

Improve reliability and reduce downtime → Continuous health visibility

Reduce energy consumption costs

“We’ve seen around an 8% reduction in energy consumption costs by having clearer visibility into where power is being used and where we can optimize.”

– Data Center Operations Lead, Utilities & Energy



Key takeaway

IT sustainability has become an operational priority—not just a reporting requirement. Ensure you can gain unified visibility into energy use, carbon emissions, and associated costs across hybrid and heterogeneous IT environments, to help you make informed decisions that reduce environmental impact while improving efficiency.

GreenLake enables you to make informed IT Sustainability decisions by providing comprehensive energy and emissions metrics, with HPE Sustainability Insight Center.

Chapter 6

The GreenLake cost advantage: Real savings, real results



Many CIOs also highlighted the shift from **cost reduction** to cost predictability—a growing priority as cloud bills fluctuate and budgets tighten.

Quantified cost savings, ROI, and IT efficiency with GreenLake

Organizations adopting GreenLake report significant and measurable cost improvements, driven by reduced overprovisioning, streamlined operations, and unified visibility across hybrid environments. According to the HPE Business Transformers Community research, customers cite reduced IT costs as a top measurable benefit, and many quantify savings between 13% and 35%.

Customers consistently highlight that GreenLake consumption model, automation, and unified dashboards translate directly into measurable operational efficiency.

Right-size and avoid unnecessary costs

“With centralized monitoring and optimization, we can right-size resources faster and avoid unnecessary expansion, which supports both cost control and carbon/energy reduction.”

– Hybrid cloud operations manager, Oil & Gas

Single dashboard view drives major efficiency gain

“It improved operational efficiency by approximately 30–35% by consolidating management of compute, storage, and networking resources into a single dashboard.”

– Systems & platform lead, Healthcare & Life Sciences

Improved cost savings and ROI

54%

report reduced IT costs

37%

experienced improved ROI

Operational efficiency → cost efficiency

41%

optimize compute, networking and/or storage infrastructure

39%

manage and optimize our hybrid cloud estate

Lower TCO and operational savings

“GreenLake’s pay-per-use managed hybrid model has delivered operational savings and faster delivery, with unified visibility that lowers TCO and frees teams to focus on strategic work.”

– Director of Infrastructure & Cloud Operations, Manufacturing

Key takeaway

Help reduce costs, not capability.

Deliver measurable, repeatable, and meaningful cost savings.

From reduced overprovisioning to lower operational overhead, from improved utilization to faster time to value, GreenLake helps align IT spend with business outcomes.



Conclusion

A simpler, smarter foundation for AI-driven enterprises

Making the move toward GreenLake delivers real value as the cloud delivering a unified platform experience helping customers:

- **Simplify daily IT operations**
- **Reduce manual work and complexity**, improving efficiency and reliability
- **Accelerate AI initiatives with infrastructure that's ready, stable, scalable, and optimized**
- **Unify and secure** data across your hybrid estate
- **Confidently orchestrate and optimize hybrid cloud** capacity, sustainability, and uptime

Learn more at

[HPE.com/greenlake](https://hpe.com/greenlake)

Help achieve predictable and optimized costs backed by clear usage and performance insight.

In today's AI driven era, where data is essential and hybrid complexity needs to be tackled, the right platform can change everything. With GreenLake, organizations simplify IT operations, help reduce costs, and accelerate transformation. As fragmented IT estates continue to grow and extend, GreenLake unifies the entire hybrid estate into a single, manageable experience, delivering clear visibility and control across workloads, runtimes, vendors, clouds, and locations.

GreenLake gives CIOs and IT leaders a hybrid foundation they can rely on.

References

The information provided in the content is based on customer respondents to HPE Business Transformers Community: GreenLake Experience and Adoption Customer Insights Survey, December 2025.

Visit [HPE.com](https://hpe.com)

[Chat now](#)

© Copyright 2026 Hewlett Packard Enterprise Development LP. The information contained herein is subject to change without notice. The only warranties Hewlett Packard Enterprise products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. Hewlett Packard Enterprise shall not be liable for technical or editorial errors or omissions contained herein.

a00158763ENW

HEWLETT PACKARD ENTERPRISE

hpe.com

