Solution brief



HPE SimpliVity PC1000

Customer challenge

Customers need a modern virtualization platform that could support mission-critical manufacturing operations while reducing infrastructure complexity and controlling rapidly increasing virtualization costs.

Key priorities included:

— Reducing the financial impact of rising VMware® licensing costs

— Ensuring high availability and performance to minimize production downtime

— Simplifying infrastructure management and accelerating IT operations

Solution

HPE SimpliVity PC1000 hardware + HPE Morpheus Software – VM essentials and GreenLake consumption model, an all-in-one design, combine simplicity, high performance, and cost efficiency into a single platform. A complete solution is offered by a single, comprehensive vendor, combining compute, storage, backup, disaster recovery, and virtualization into a single, integrated appliance.

— Lower total cost of ownership (TCO)

— By enabling consistent management across centralized data centers and edge locations, HPE addresses use cases that require high latency tolerance, data sovereignty, and regulatory compliance.

— With limited or no IT support in these areas, a central tool for managing and provisioning these workloads is essential to maintain resiliency.

Value

From a financial perspective, a key expected outcome is cost optimization and predictability. HPE's ability to combine infrastructure, services, and financing under GreenLake created a compelling TCO advantage compared to competitors.

1. HPE SimpliVity hyper efficiency (global deduplication and compression), built-in data protection (integrated backup and data replication), and 2-node high availability (RAID + RAIN) help with storage costs.

2. Additionally, by adopting HPE Morpheus Software – VM essentials, the customer aims to reduce virtualization licensing costs with socket-based pricing, addressing a major pain point related to rising VMware expenses.

3. Also, with the adoption of the GreenLake consumption model, the customer moves from a CapEx-heavy investment model to a more flexible OpEx structure, allowing better alignment of IT costs with business growth and production demand.

4. Lastly, IT Asset Disposition Service provides a consistent, secure way to decommission and recover value from retiring systems across distributed sites, consequentially letting customers fund the transition and responsibly retire the infrastructure it replaces.

HPE SimpliVity helps you run virtualized databases with **less data overhead, simpler protection, and stronger resilience**—without adding a bunch of separate tools to keep it all together.

This is expected to result in measurable savings in TCO over time, setting the foundation for long-term customer growth and future expansion opportunities. HPE positions a complete business solution, not just infrastructure. This helped elevate discussions from price comparison to business outcomes and long-term value. Successfully shifting the discussion from initial cost to TCO and operational efficiency helped reposition HPE as a strategic partner rather than just a vendor.

Simplify your distributed enterprise—unified management and multiple federations

Simplify your hypervisor—multiple hypervisors

Simplify your backup—long-term retention and immutability

Simplify AI adoption—AI-first support & GreenLake Intelligence

Simplify storage costs—hyper efficiency with global deduplication and compression, built-in data protection with integrated backup and data replication, and 2-node high availability with RAID + RAIN

Simplify migration—native migration

Simplify security—HPE ProLiant Compute security and recovery snapshots (enable RPO & RTO)

Pillars

1. Run two hypervisors, side-by-side

Customers want freedom from single-hypervisor decisions but cannot disrupt current VMware environments.

HPE SimpliVity enables customers to run VMware ESXi™ and HVM side by side, so they can modernize at their own pace.

2. Migrate in place, manage as one

Distributed teams manage clusters, federations, edge, and ROBO sites with limited local IT and fragmented tools.

HPE SimpliVity provides a guided migration path and one control plane for both hypervisors, reducing operational churn.

3. Resilience in the box

Ransomware and outage risk make backup, recovery, and long-term retention core operating requirements for lean, distributed teams.

HPE SimpliVity builds availability into the architecture and pairs integrated backup and immutable retention with the backup tools customers already run.

Visit HPE.com

Learn more at

HPE.com/SimpliVity

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.

VMware ESXi and VMware are registered trademarks or trademarks of VMware, Inc. and its subsidiaries in the United States and other jurisdictions. All third-party marks are property of their respective owners.

a00162176ENW

HEWLETT PACKARD ENTERPRISE

hpe.com