PURESTORAGE®
Uncomplicate Data Storage, Forever

HCL

Cloud Smart
Digital Transformation with HCL Technologies and Pure Storage

Navigating the Digital Future

Contents

The Journey to Digital Transformation

Most businesses now have a digital transformation strategy in place for collecting and utilizing data to drive outcomes. But overcoming the obstacles on that journey remains a challenge. Transformation is often hindered by uncertainty and risk around operational continuity, security, performance, regulatory compliance, legacy compatibility, and costs.

Customers' needs are constantly changing and evolving too. Hence their infrastructure must offer:

- Remote capabilities at scale

- More automation and consolidation

- Flexible economics and infrastructure

- Opportunity to reduce costs and risk

Enterprises are constantly evaluating their technology investments and priorities to ensure costs and risks are reduced as much as possible. It is the reason they rely on simple, reliable solutions that provide opportunity and flexibility for maximum change now and in the future.

So, how can customers undergo digital transformation in a way that helps them adapt and be agile enough to cope with the change?

This white paper addresses how businesses can overcome the challenges, and plan and implement their digital transformation strategy, while focusing on improving the customer experience.

Enterprise-Level Flexibility

Traditional CAPEX storage is no longer addressing the needs of enterprise businesses. It takes people to manage that storage and forecast capacity needs, which requires substantial capital expenditure budget. Customers cannot always forecast for the next 6, 9, 12 or 18 months to determine how much capacity is required. They need the flexibility to order on demand and have access to the resources nearly instantaneously.

Perhaps, customers want to minimize assets on the balance sheet. And users, from a financial standpoint, want the flexibility to get the asset off the balance sheet, ideally with a pay-as-you-go service. Forklift upgrades are a huge disruption to businesses too, both financially and operationally.

U4X or Utility-for-Everything enables customers to transform their IT environment with next-gen infrastructure as-a-service (IaaS), enabling them to innovate, and be more efficient and agile. Take the healthcare industry as an example: U4X provides support for organizations working remotely on the frontline and beyond. It means they can build capacity by scaling applications up and down to provision new clinical trials, accelerate in-flight trials and build up IT infrastructure in hospitals if required.

HCL Technologies and Pure: Strength in Partnership

Together, HCL Technologies and Pure help customers convert the potential of digital disruption into a tangible, fast, sustainable competitive advantage. This is achieved via data-centric storage architectures that make data available in real-time through modern AI and machine learning, big data analytics and critical applications in a multicloud environment.

Since the first steps in 2016 to the current strategic partnership, HCL and Pure address the needs of a global enterprise market in need of flexibility, with U4X powered by Pure Storage® Evergreen\\One™. Both companies are rooted in engineering and process, prizing research and development and product design based on experience and data. And at the heart of everything there's a deep understanding of what customers need.

HCL Technologies and Pure deliver future-proof, cost effective infrastructures that help reduce risk, lower TCO and enable greater innovation and insights. The partnership is built on a shared ethos and offers:

- Expertise across multiple verticals
- Leading technological innovation
- Expertise in digital transformation
- Ethos for building long-term relationships
- Industry-leading capabilities
- A powerful joint proposition

Cloud Connectivity: Why Migrate?

Cloud migration is simply moving data, applications, and other elements of a business to a cloud computing environment. What was once physical, on or off-premises storage, is now digital and virtual. Within that simplicity comes a range of variables; some cloud environments are public, delivering over the public internet and others are private with a secure data architecture available only to an individual company. Increasingly, businesses are opting for a hybrid and multicloud environment.

Migrating from one system to another, or a combination of systems can be a complex task, and any change needs to offer complete reliability. Cloud data services from Pure deliver hybrid mobility with consistent storage, resilience, and APIs across a customer's hybrid environment. Businesses only need to build applications once and run them seamlessly on-premises.

U4X helps customers put data to use, while reducing the complexity and expense of managing the infrastructure behind it and in the public cloud. This provides agility, flexibility, and the tools to be competitive. This is made possible by cloud computing, data storage and analytics, without the disruption, security breaches and loss of performance.

"U4X or Utility for Everything is a demand-based solution for a demand-driven world."

U4X: How Does It Work?

U4X is a pay-per-use or "pay as you grow" service. It delivers an on-premises data center and private cloud infrastructure, with a public cloud-like experience. It is designed to help organizations realize the true power of their data, solve IT challenges and achieve business outcomes.

HCL Technologies and Pure plan, manage and orchestrate the safe, efficient migration of critical data to U4X. The outcome is a reduction in time to value, lower IT costs, enhanced system security and simplified automated management processes— allowing customers to focus on running their business.

The Key Benefits Include:

- Eliminate huge capital investments, capital lock-in and financial risk with pay-per-use
  on-premises IT (everything-as-a-service)

- Reduce traditional outflows on annual maintenance contract
  (AMC) and warranties

- Improve new business initiatives with removal of long procurement cycles

- Scale up and ramp down in line with business requirements

- Benefit from innovative technology advancements using Pure Evergreen™

- Leverage multicloud capability leveraging Pure Cloud Block Store™ on
  AWS and Azure through a unified subscription to innovation

- Lower TCO by shifting from CAPEX to OPEX model

- Choose and customize workload-based resources

- Enable next-gen data center to deliver true hybrid and multicloud
  cloud experience

U4X offers a premium plan without the premium costs and it's all powered by Evergreen\\One, which gives customers granular control over usage, planning and costs, with self-service access and storage management, manage and view meter utilization and bandwidth.

Disrupt the Traditional Approach

When businesses talk data storage, processing, analytics and security, the challenges are significant – fear of breaches, downtime, disruption etc. Not to mention the never ending and increasing maintenance bills to keep an old storage array running and missing out on advances in technology and performance.

Upgrades that involve a forklift: where is the agility in that? If customers need to re-purchase terabytes, hardware and software every few years, it makes future investments seem infinite. And if a business needs to migrate all their storage at each stage, there is a risk to performance, security, and availability.

Scale has been an ongoing issue for businesses trying to plan ahead. Business growth tends to be incremental over time, a recipe for disaster if terabytes, hardware, and software are purchased over a multi-year rolling cycle, with all the disruption and cost that implies.

In contrast, U4X powered by Pure offers the Evergreen business model with advantages including one-time deployment, no forklift upgrades, no data migration, no planned downtime, and a horizon of ten years or more. It's the perfect solution for business planning and performance, risk management and cost control.

Businesses need transparency where costs are concerned. Enterprise planning requires the ability to increase or reduce costs, scale up and down, remove storage if required, and access data processing and analytics capabilities securely without disruption.

Pure provides a Modern Data Experience™ via an API based architecture. This helps clients to transform from their legacy storage platform to modern DevOps. It is user-friendly, self-driving storage in a true SaaS model.

The Pure Evergreen model enables customers to buy once with no forklift upgrades – it's a subscription to innovation and true SaaS. Combined with the flexibility of HCL's U4X and powered by Pure, it is the responsive, supportive partnership enterprises need to accompany their business through any highs and lows. All-flash storage offers access to the agility of the cloud without compromise. HCL Technologies defines Evergreen//One as subscription to innovation, bringing faster applications, eliminating downtime, enabling advanced predictive analytics accessible in real-time. It provides a better overall experience, with proactive support, full investment protection and built-in innovation.

Conclusion

U4X offers crucial flexibility to customers and prevents from getting locked in long-term contracts on solutions and services that are constantly evolving. It focuses on customers' needs, innovation, scale, security, and support and eliminates obsolescence, disruption, poor performance and lost ROI.

HCL Technologies and Pure empower digital transformation and unlock critical business value for customers looking to convert the potential of digital disruption into a competitive advantage. This is achieved via industry leading solutions, which offer enterprises the agility to cope with constant change now and in the future while delivering a modern data experience.

Use Case: A Large HR Consulting Firm

Solution Levers:

HCL-U4X powered by Evergreen\\One

Challenges:

- Difficulty running compression and encryption together

- Required larger DC footprint – DRR 1:1

- Management was complex with multi-tools

- Running on legacy protocols

- Disruptive upgrade process to latest generation storage

- Lack of co-terminus contract

Solution Benefits:

- 100% end-to-end NVMe next-gen architecture

- Enables hybrid cloud connectivity with Pure Cloud Block Store

- In-line deduplication and compression

- Best-in-class DRR high performance for databases and always-on QoS

- No more forklift upgrades

- Zero storage overhead, snapshots, simple management
  and capacity planning with advanced VM analytics for performance management

- Eliminates storage software licenses— Evergreen model
  provides continuous innovation

Business Outcomes:

- Productivity and operational efficiency— allowing more
  time for key business intelligence initiatives

- Cost optimization with flat and fair maintenance

- Future-proof investment with hybrid cloud connectivity

- <0.5ms latency, 2x better than the incumbent and increased
  I/O performance using all NVMe Pure all-flash storage for faster access to data

- Best-in-class data reduction

- Ease of management improves operational efficiency

Use Case: A Large Media & Entertainment Customer

Solution Levers:

HCL-U4X powered by Evergreen\\One

Challenges:

- Multiple DC's running on legacy and under-utilized hardware

- IT operating costs, maintenance and lifecycle management costs were too high

- Business impact owing to COVID-19

Solution Highlights:

- Fully automated cloud management platform

- U4X powered by Evergreen\\One

- Hybrid & multicloud

- Unified orchestration

- Pure all-flash NVMe storage

Business Outcomes:

- Business agility— with consumption model

- Cost savings— 50% better TCO

- Operational efficiency and improved productivity, no more migration disruption to the business—less downtime

- Future proof investment simple upgrades remove risk of data migration

Use Case: A Global Financial Organization

Solution Levers:

HCL-U4X powered by Evergreen\\One

Challenges:

- Hybrid multi-vendor environment

- Difficulty running compression and encryption together

- Required larger DC footprint—DRR 1:1

- Management was complex with multi-tools

- Disruptive upgrade process to latest generation storage

- Lack of co-terminus contract

Solution Benefits:

- 100% end-to-end NVMe next-gen architecture

- High performance SAN for critical SAS application
  and production environment

- Enables hybrid cloud connectivity with Pure Cloud Block Store

- In-line deduplication and compression

- Best-in-class DRR high performance for databases
  and always-on QoS

- No more forklift upgrades

- Operational efficiency and ease of management

- Zero storage overhead, snapshots, simple management
  and capacity planning with advanced VM analytics for
  performance management

- Eliminates storage software licenses

Business Outcomes:

- Productivity and operational efficiency— allowing more time
  for key business intelligence initiatives

- Cost optimization with flat and fair maintenance

- Future-proof investment with hybrid cloud connectivity

- <0.5ms latency, 2x better than previously and increased I/O performance
  using all NVMe Pure Flash Storage for faster access to data

- Data availability of 6x9s (FlashArray™ only)

- Best-in-class data reduction in a hybrid cloud environment

- Evergreen model provides continuous innovation

Use Case: A Large Pharmaceutical Client

Solution Levers:

HCL-U4X powered by Evergreen\\One

Challenges:

- Over-provisioned, underutilized storage impacted PnL

- Hybrid multi-vendor environment

- Difficulty running compression and encryption together

- Complex management with multi-tools

- Unsustainable maintenance costs

- Disruptive upgrades every three years

- Lack of flexibility in the contract

Solution Benefits:

- Evergreen\\One with defined SLA commitments

- Unified hybrid cloud subscription

- All software licenses integrated in the solution, including all future releases

- 100% end-to-end NVMe next-gen architecture

- In-line deduplication and compression

- Best-in-class DRR high performance for databases and always-on QoS

- No more forklift upgrades

- Zero storage overhead, snapshots, simple management, and capacity planning with advanced VM analytics for performance management

Business Outcomes:

- Productivity and operational efficiency—allowing more time for key business intelligence initiatives

- Storage growth now tied to business growth, eliminating wasted resources

- Future-proof investment with hybrid cloud connectivity

- Ease of management improves operational efficiency

- Evergreen model provides continuous innovation