## HPE OneSphere Third Party Quote Sheet

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**Analyst**

451 Research
“HPE has done a good job over the past couple of years of working to solve the on-premises/off-premises dilemma faced by today’s customers. HPE OneSphere is a realistic approach to that dilemma, particularly when most organizations face a wealth of deployment options. While those options are nice to have, finally deciding on the right approach and then managing it can be demanding, if not an outright struggle for some.”

- Christian Perry, Research Manager, Voice of the Enterprise IT infrastructure

“HPE OneSphere presents a faster and more lightweight alternative to the heavy duty cloud management platforms currently on the marketplace that can take months to implement. This type of cloud powered (and cloud hosted) management layer offers a practical vantage point for managing multi-clouds as well as on-premises private clouds and legacy physical hardware.”

- John Abbot, Founder and Research Vice President, Infrastructure

**Enterprise Strategy Group**

“HPE’s new HPE OneSphere solution addresses the management gap that many business are seeing when attempting to manage their different cloud environments. With integrated cross-cloud management, automated service catalogs, and comprehensive cost management tools, HPE is very well positioned to meet the needs of the large and growing base of multi-cloud companies.”

- Edwin Yeun, Lead Analyst, Cloud Systems Management

**Moor Insights and Strategy**

“As the majority of enterprises achieve hybrid and multi-cloud use, their challenges mature from multi-cloud orchestration to consolidated management of areas of cost and security. HPE OneSphere strongly addresses these multi-cloud management needs with a unique focus on enterprise IT’s empowerment of application development teams to more easily control and take accountability for optimal infrastructure use.”

- Rhett Dillingham, Vice President and Senior Analyst, Cloud Services

**Industry Partner**

Microsoft Corp.
“Microsoft and HPE share a common vision that customers will benefit from a hybrid approach to cloud, consisting of both public and on-premises clouds. The combination of Microsoft Azure, Microsoft Azure Stack and HPE OneSphere will enable our mutual customers to simplify their on-premises IT operations with end-to-end lifecycle management of Azure Stack systems, simplify multi-site management with a common view through the consistency of Azure Stack and Azure cloud instances, and enable customers to optimize utilization and costs with HPE OneSphere’s Insights dashboard.”

- Corey Sanders, Director, Microsoft Azure Compute
Customer

HudsonAlpha Institute for Biotechnology
“Our computational work is data-intensive and constantly growing. We need to continually rethink IT across the entire organization to increase the impact of HudsonAlpha’s mission globally. With the HPE OneSphere analytics dashboard, we get a clear view of all our clouds and infrastructure. We see how resources are being used which enables our IT organization to best support and enable genomic research and campus operations with an efficient and unified hybrid cloud.”

- Katreena Mullican, Senior Architect and Cloud Whisperer

DreamWorks Animation
“DreamWorks Animation relies on a mix of private and public cloud environments to animate our feature-length films. To simplify cloud management across our disparate hybrid cloud infrastructure, we are testing HPE OneSphere, which provides a unified experience across public clouds and on-premises environments so that our engineers can shift workloads and adjust capacity on the fly.”

- Justin G. Decker, Vice President, Platforms and Infrastructure

REFERENCES

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