



HOW TO ACTIVATE HPE CLOUDPHYSICS—FOR SALES



This guide provides a step-by-step overview of the key process changes for HPE sales and customers to get started with HPE CloudPhysics and Data Services Cloud Console in January 2022. HPE CloudPhysics is a free, collaborative, intelligent platform to analyze, model, and simulate their virtual environments on new HPE solutions and to compare results to public cloud offerings.

Intended audiences: Sales

ANNOUNCEMENT OVERVIEW

- What is new?
 - Customers can log in to Data Services Cloud Console to launch HPE CloudPhysics and experience the features as a service.
 - HPE sales no longer need to send an invitation to customers to be invited to start an HPE CloudPhysics assessment. The customer can now initiate and start the HPE CloudPhysics assessment through Data Services Cloud Console.

STEP-BY-STEP PROCESS

- If the customer is already in the HPE CloudPhysics system and has Data Services Cloud Console:
 1. Log in to Data Services Cloud Console.
 2. Click the HPE CloudPhysics tile.
 3. Customer logs in and begins the HPE CloudPhysics assessment.
 - An email is simultaneously sent to HPE sales in the associated geo so that the correct HPE rep can follow up with the customer.
- If the customer isn't currently in the HPE CloudPhysics system but has Data Services Cloud Console:
 1. Log in to Data Services Cloud Console.
 2. Click the HPE CloudPhysics tile to be directly routed to the HPE CloudPhysics application.
 3. Customer downloads Observer and creates HPE CloudPhysics account.
 4. Customer starts the HPE CloudPhysics assessment.
 - An email is simultaneously sent to HPE sales in the associated geo so that the correct HPE rep can follow up with the customer.
- If the customer was a legacy CloudPhysics customer, but not an HPE CloudPhysics customer, and has Data Services Cloud Console:
 1. Log in to Data Services Cloud Console.
 2. Click the HPE CloudPhysics tile.
 3. Customer will be directed to their account.
 - Hewlett Packard Enterprise will place the customer/organization in the appropriate geography.

WHAT'S IN IT FOR ME?

Become a strategic seller, **accelerate** sales cycle, **increase** close rates

- This integration accelerates the sales process. You no longer have to send out invitations to customers to start an HPE CloudPhysics assessment. You will be automatically notified of interested customers in your region.
- This integration also increases customers leveraging Data Services Cloud Console.

WHAT'S IN IT FOR MY CUSTOMERS?

Make smarter decisions, **optimize** app workloads, **save** money

- Customers can access HPE CloudPhysics through Data Services Cloud Console and experience the features as a service.
- If customers want to complete the assessment without HPE sales, they can:
 - Easily view data center assets and configuration details in the **Summary of VMware vCenter®**
 - Understand on-premises IT costs by using **Simulator for On-Premises IT**
 - Transform their approach to virtual data center management with the **Knowledge Base Advisor**
 - Rightsize VMs and potentially reduce contentions in their data center with **Simulator for VM Rightsizing**
 - Find potential performance and capacity issues across datastores, vendors, and models by using **Shared Storage Analysis**
 - Perform compliance inspection to their business' desired outcomes with the **Host and Guest OS analysis** feature
- Customers can work with an HPE seller to get an additional set of analytics:
 - Ensure customers are getting the most out of their data center investment through advanced performance and troubleshooting analysis
 - Size upgrade or replacement options based on data center analysis
 - Plan services engagements tailored to their use case
 - Examine public cloud costs from major hyperscalers

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