



SAP Business Transformation Study | High Tech | Hewlett Packard Enterprise

How Can a High-Tech Giant Adapt Business Processes with Agility to Meet Customers' Needs?

With a rich innovation heritage, Hewlett Packard Enterprise (HPE) has been changing the way business works for decades by bringing game-changing technology to its customers throughout the world. Today, the high-tech company is helping enterprises large and small to take advantage of the opportunities offered by the digital era by harnessing technology such as the Internet of Things, machine learning, artificial intelligence, and advanced analytics.

However, as new models for consuming and paying for technology – including a range of on-premise and infrastructure-as-a-service options – arise in the outcome-based economy, HPE is materially shifting the way it manages its own business processes and its offerings. To meet evolving customer requirements, the company is deploying SAP S/4HANA® on its own high-capacity hardware as part of a business-led end-to-end transformation. HPE is well on its way to significantly simplifying its IT landscape, saving on IT running costs, transforming user experiences and capabilities, and increasing its business agility.



**Hewlett Packard
Enterprise**





**Hewlett Packard
Enterprise**

Hewlett Packard Enterprise

Palo Alto, California

www.hpe.com

Industry

High tech

Products and Services

Next-generation IT infrastructure
and services

Employees

50,000

Revenue

US\$50.1 billion (2016)

SAP® Solutions

SAP S/4HANA®

Navigating New Business Opportunities with **SAP S/4HANA®**

High-tech company Hewlett Packard Enterprise (HPE) needed to modernize its business processes and support shifting business models – for example, new consumption offerings – that increasingly focus on business outcomes. HPE is introducing a new end-to-end architecture anchored on SAP S/4HANA to meet these challenges and evolving customer requirements. At the same time, HPE is saving money on IT running costs that it can spend on innovation activities instead.

Before: Challenges and Opportunities

- Support customer requirements for new consumption models in the outcome-based economy, including a range of increasingly diverse business models
- Consolidate numerous enterprise resource planning (ERP) solutions across geographical boundaries

Why SAP

- Wide breadth of functionality for ERP
- Superior processing power thanks to in-memory computer technology
- Ability to scale the solution quickly on a global basis
- Opportunity to use preconfigured, best-in-class processes to reduce implementation time

After: Value-Driven Results

- Significantly simplified IT infrastructure, resulting in significant cost savings
- Streamlined processes, resulting in more agile business operations
- Repurposed budget available for innovation activities
- Improved productivity thanks to an enhanced user experience
- Enhanced ability to fulfill changing customer needs quickly

“SAP S/4HANA affords a unique opportunity – it is a great paradigm-busting opportunity for us to completely **rethink experiences, processes and the way we work.”**

Dave Carlisle, HPE IT CTO, Hewlett Packard Enterprise



9

ERP solutions consolidated into a single
source of truth

450

Fewer applications running as a result
of consolidation

>55%

Of all applications to be retired



Dave Carlisle, IT CTO at HPE, describes
how HPE and SAP are modernizing
business processes.

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