

APEX vs. HPE GreenLake

Dell APEX

Efficient self-service purchasing

APEX Console provides a simple self-service experience for customers to order APEX Cloud Services



Full lifecycle management

Dell owns, deploys, manages, supports the infrastructure and decommissioning to relieve burden from the customer



Flexibility in consumption model

APEX offers both predictable subscription-based models and pay per use models



VMware integrated hybrid cloud solution

APEX Hybrid Cloud provides an integrated solution with VMware that is can be deployed in as few as 14 days¹



90-day storage money back guarantee

Customers can cancel APEX Data Storage Services contract subscription for any reason within the first 90 days, no questions asked



HPE GreenLake

Traditional sales motion

Online or self-service ordering is not available for HPE GreenLake solutions

Decommissioning not available

HPE GreenLake solutions do not include decommissioning activities, leaving that burden on the customer

Pay per use model

GreenLake only offers pay per use model

VMware integrated hybrid cloud is a custom solution

Hybrid Cloud with VMware is a separate or a-la-carte solution without stating a 14-day time to value objective

No money back guarantee

HPE GreenLake does not offer any customer satisfaction guarantees

¹Deployment time measured between order acceptance and activation. Applies to select preconfigured solutions of Memory Optimized instance types only, contact your sales representative for details. Excludes orders over 704 instances for 1 phase racks or 1600 instances for 3 phase racks. Subject to credit approval, acceptance of APEX terms by required parties, site survey, and solution abstract, which must be completed before order is placed, and no customization or deviation from the standard configuration is allowed. Product availability, shipping, holidays, and other factors may impact deployment time. US, UK, France and Germany only.