

HYP\_Link

## HPE GreenLake Partners with AWS for Seamless Hybrid Clouds

Melissa Riddle, Mark Nossokoff and Earl Joseph  
July 2023

### RECENT DEVELOPMENT

---

HPE recently [announced](#) at their Discover 2023 conference keynote an outpouring of GreenLake cloud-centered offerings, including a partnership with AWS that promises a more integrated hybrid cloud experience. The goal of the HPE GreenLake/AWS partnership is simplicity for users, provided through a seamless dashboard that offers control of both cloud and on-premises resources. The specifics include features such as increased security and expanded container deployment options for Kubernetes in hybrid environments. HPE emphasized that their partnership will support various users (enterprise and HPC alike), from consulting with new adopters to managing diverse applications and workloads.

### ANALYST COMMENTARY

---

Ease-of-use in HPC is becoming essential as talent shortages are worsening and HPC sites continue to value diversifying their resources and workloads. As HPC workloads are becoming increasingly complex, developments that simplify the user experience are in high demand. If HPE and AWS can deliver on their seamless interface, this could attract HPC sites who are struggling to expand due to lack of expertise. Similarly, it could lower some barriers of adoption for new cloud entrants who often have concerns about unpredictability, difficulty of use, or security compared to familiar on-premises solutions. Endorsements like this by a prominent systems vendor could sway some of the remaining cloud holdouts.

Although an increasing number of HPC sites use a hybrid environment, on-premises system vendors and CSPs are often thought of as competing options. Systems vendors frequently espouse the virtues of on-premises-only infrastructures while CSPs envision a future in which all HPC is done in the cloud. Despite that positioning, both system vendors and CSPs have often projected an air of neutrality by emphasizing compatibility with all hybrid options. Time will tell if this announcement is followed by more HPE-CSP partnerships or other system vendor-CSP partnerships and how this might affect how the HPC community views the relationship between on-premises and cloud resources in the long run. Taken together with their announcement of HPE GreenLake for LLMs, HPE's GreenLake developments represent a strong embrace of cloud and hybrid environments (especially by an on-premises systems vendor) that may indicate further developments in hybrid infrastructure.

---

### Copyright Notice

Copyright 2023 Hyperion Research LLC. Reproduction is forbidden unless authorized. All rights reserved. Visit [www.HyperionResearch.com](http://www.HyperionResearch.com) to learn more. Please contact 612.812.5798 and/or email [info@hyperionres.com](mailto:info@hyperionres.com) for information on reprints, additional copies, web rights, or quoting permission.