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 can be deployed in as few as 14 days\(^1\).

- **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**
  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.

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\(^1\) Deployment 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.

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