Executive summary

Cloud platform comparison: HPE Private Cloud vs. Dell Private Cloud

Costly changes in virtualization licensing, security and regulatory concerns, and the need for predictable performance for taxing workloads like AI are pushing some organizations toward private cloud solutions. Adopting a private cloud solution can help teams control costs, support legacy systems, and maintain data sovereignty, while also paving the way for expansion to hybrid cloud strategies that offer greater control and customization. To help IT leaders determine which private cloud solution can meet their needs, this summary compares and contrasts two leading private cloud solutions: HPE Private Cloud PC3000 with HPE Morpheus Software and HPE OpsRamp Software to Dell Private Cloud with Dell Automation Platform.

HPE Private Cloud prioritizes integration: HPE delivers a unified operating model across infrastructure, virtualization, and cloud management. Morpheus Enterprise extends this into hybrid and multi-cloud environments, enabling centralized governance and automation.

Dell Private Cloud prioritizes ecosystem flexibility: Dell Private Cloud focuses on validated deployment and infrastructure lifecycle automation, while leaving workload management and governance within each platform's native tools.

Gain the advantages of a unified private cloud operating model with HPE

Single control plane across infrastructure and workloads

HPE Private Cloud delivers an integrated stack spanning infrastructure, virtualization, cloud management, and observability, enabling Day 0 through Day 2 operations from a unified interface.

Unified VM and application management

VM Essentials allows administrators to manage both HPE Private Cloud KVM-based hypervisor (HVM) and VMware environments side by side from a single console.

Significant licensing savings potential and reduced upfront investment

The HPE Private Cloud per-socket pricing model for HVM can reduce virtualization licensing costs by up to 91% compared to per-core VMware licensing models in certain scenarios, though actual savings vary based on workload characteristics and deployment scale. Support for compatible existing hardware allows organizations to adopt HPE Private Cloud without mandatory infrastructure refresh.

> *"HPE delivers a unified operating model across infrastructure, virtualization, and cloud management."*

	HPE Private Cloud	Dell Private Cloud	Conclusion
Plan for better outcomes with a mature, tightly integrated platform	Introduced in 2019 and currently on its fourth generation, HPE Private Cloud is an engineered, pre-integrated private cloud platform built on HPE-owned infrastructure, hypervisor, and management components.	Generally available in late 2025, handles standardized deployment, infrastructure lifecycle automation, and basic Day 2 operations. Cross-stack governance, FinOps, and unified workload management require third-party software or tooling.	***The HPE solution*** *stack covers a wider range of mature hybrid cloud platform features, including universal governance, FinOps, multi-tenancy, cross-stack workload management, and multi-vendor observability.*
Lower total cost of ownership with per-socket hypervisor pricing	Bundles the HVM hypervisor, which can offer licensing savings with per-socket pricing.	Has a bring-your-own-hypervisor model—many of which use per-core licensing—which means costs are likely to be higher.	***Choosing HPE Private Cloud*** *and using the included HVM hypervisor can lead to significant licensing savings depending on the configuration.*
Simplify management across the stack with mixed-workload support	With Morpheus Enterprise, HPE PC3000 can extend management across hypervisors, public clouds, and more, allowing admins to provision workloads, monitor, and manage from a unified console across mixed infrastructure.	Supports mixed workloads through a stack-separated model that prioritizes ecosystem-specific tooling.	***HPE Private Cloud*** *provides more consistent provisioning, governance, and observability across diverse workloads and hybrid cloud environments.*
Enable flexible transitions from VMware	Streamlines transitioning from VMware, with built-in, automated migration tools and support for phased migration strategies.	Supports migration through third-party tools within each ecosystem's native management platform.	***HPE Private Cloud*** *can simplify the VMware transition. The HPE Morpheus VM Essentials console manages both VMware and VME VMs in one place, which can help alleviate disruption during migration.*
Simplify operations with integrated lifecycle management and AIOps	Provides full-stack lifecycle automation and centralized management, along with cross-platform observability through OpsRamp. AI-driven insights support proactive operations.	Dell Private Cloud emphasizes infrastructure automation, but relies on multiple tools for workload-level management.	***HPE*** *offers an advantage because single-pane management can cut down on confusion, simplify credential management, facilitate user access, and improve security.*

The bottom line?

HPE Private Cloud offers an integrated, unified solution with built-in governance, FinOps, and observability, which can lower costs and simplify management and monitoring tasks across mixed environments.

Note: We conducted our research from April 1 to April 30, 2026, before HPE rebranded HPE Private Cloud Business Edition (PCBE) as HPE Private Cloud PC3000. Any sources citing Private Cloud Business Edition apply to what is now called HPE Private Cloud PC3000.

This project was commissioned by HPE.

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