

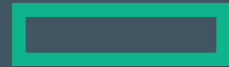


Hewlett Packard
Enterprise

HPE Overview

Alessandro Pegoraro

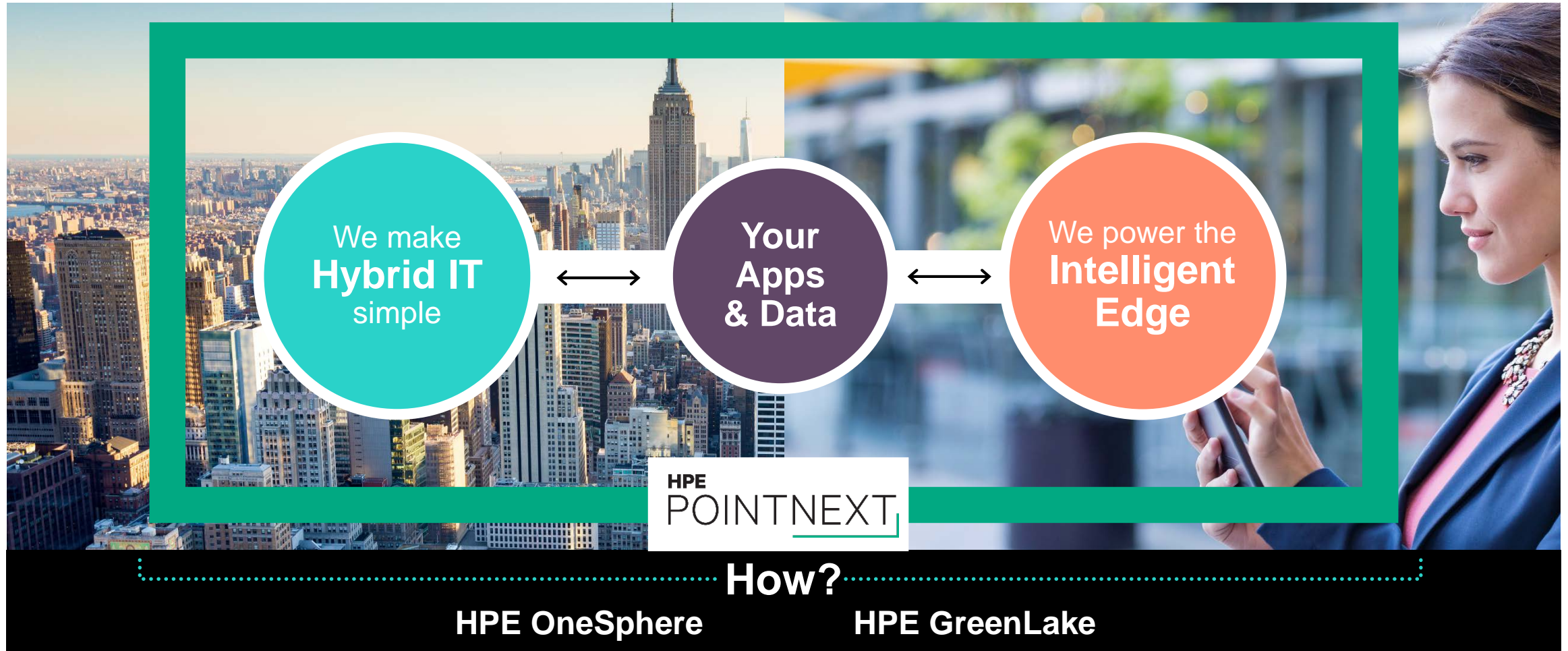
Creating industry leaders



**Hewlett Packard
Enterprise**



We improve the way people live and work



Accelerating our strategy



Hybrid IT



Intelligent Edge

Innovations

Composable Infrastructure
All-Flash Storage
Industry-standard compute

In-memory analytics
Memory-Driven Computing

Mobile-First Wireless
Edge Computing
Location-based Services

Recent acquisitions



Expanded Partnerships



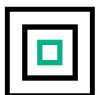
HPE is recognized as the IT market leader



#1 Worldwide Total Server revenue
15 straight quarters of leadership – WW Total Server revenue
84 straight quarters of leadership – WW x86 Server revenue
ProLiant DL380 **#1** - Server by unit volume



#1 HPC revenue
#1 TOP500 Server Count by Vendor
#500 HPE OSS customer deployments WW

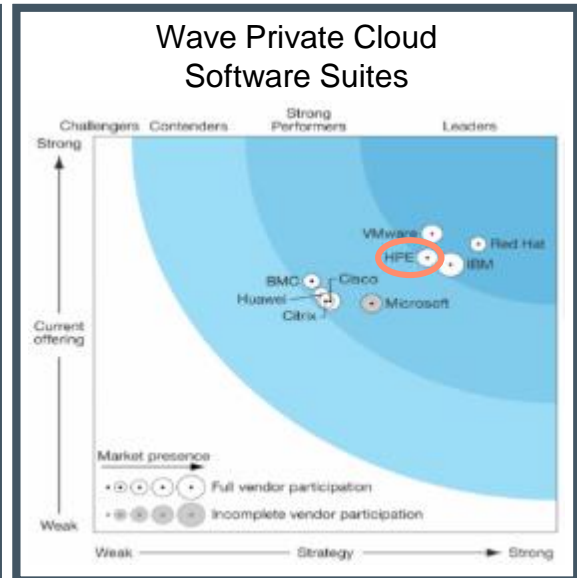
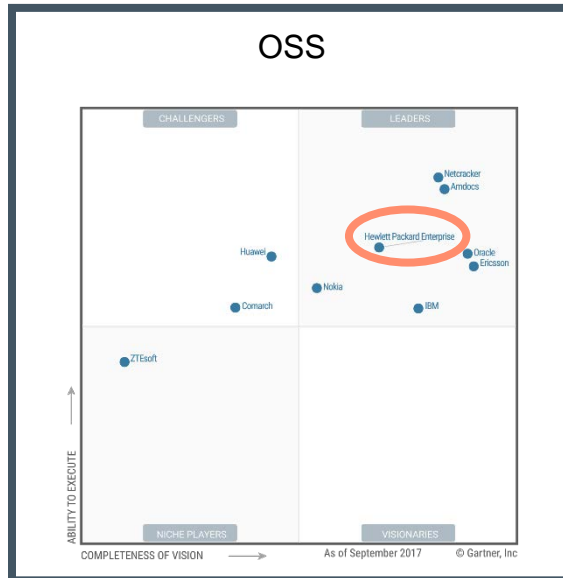
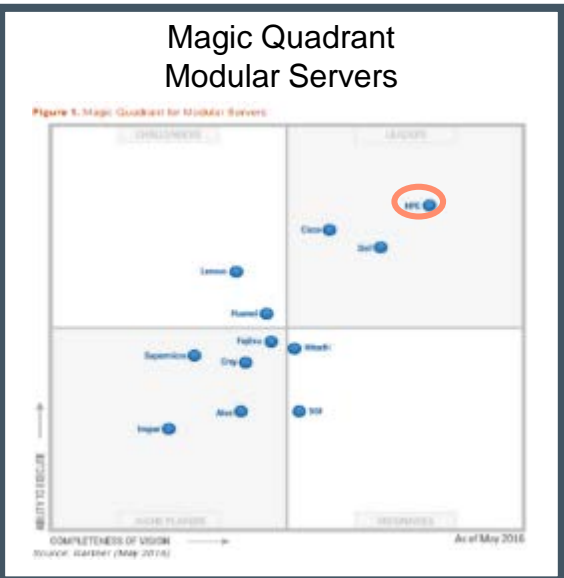


#1 Worldwide Total Enterprise Storage Systems Market
#1 Worldwide Internal Storage
#3 Worldwide External Storage
3PAR StoreServ **#1** - Storage product brand by revenue in MidRange Market



#1 Private Cloud Infrastructure
18 straight quarters of leadership – WW Private Cloud deployed IT infrastructure

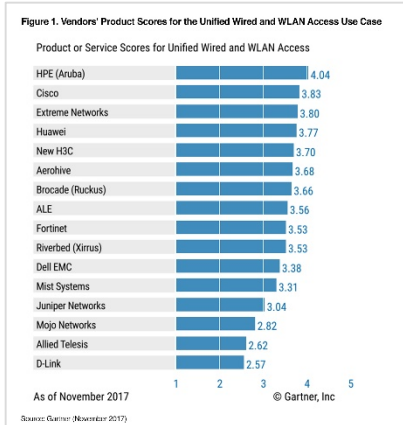
Gartner Servers Gartner Storage Gartner OSS FORRESTER Private Cloud



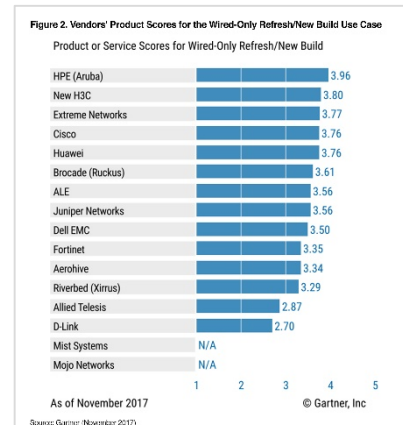
HPE Aruba receives highest product scores in 6 out of 6 use cases in *Gartner's Critical Capabilities Report**



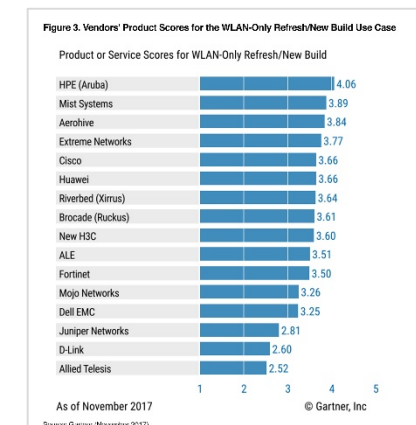
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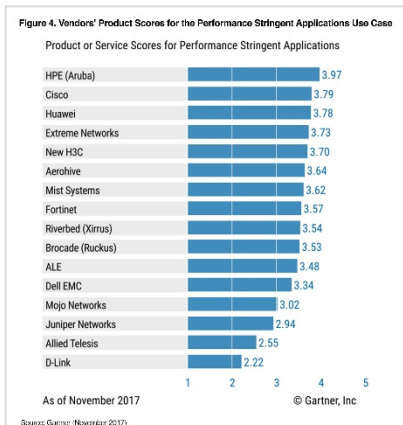
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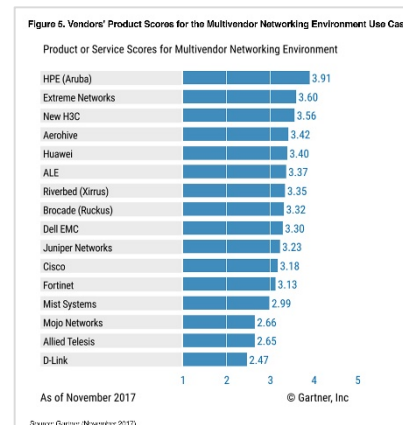
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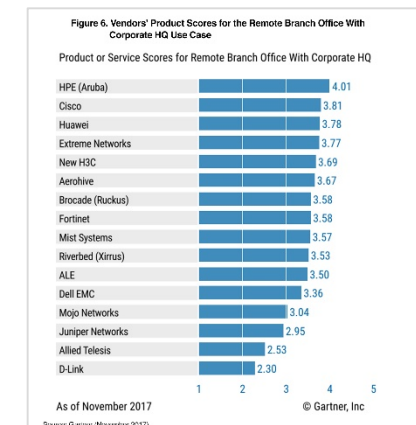
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5



6





PATHFINDER

CURATING STARTUPS



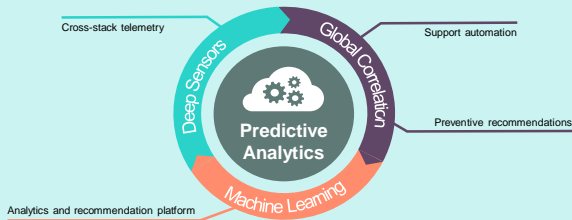
ISVs

PROVEN RELATIONSHIPS



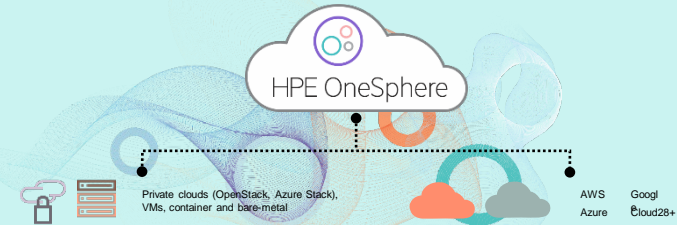
SYSTEM INTEGRATORS

EXTENDED PARTNERSHIPS



AUTONOMOUS DATACENTER

BASED ON ARTIFICIAL INTELLIGENCE
InfoSight



MULTI-CLOUD | MULTI-DEPLOYMENT-MODELS MANAGEMENT

OneSphere



DATA PROTECTION

Recovery Manager Central



HYPER-CONVERGENCE

SimpliVity



INFRASTRUCTURE AUTOMATION

OneView



3RD PARTY DEPLOYMENT MODELS

Server Virtualization | Container | Private Cloud

COMPOSABLE INFRASTRUCTURE

Synergy



COMPUTE

GENERIC WORKLOAD
ProLiant | Blades



SPECIFIC WORKLOAD

Apollo | Superdome



STORE

SYSTEM DEFINED
MSA | Nimble | 3PAR



SOFTWARE-DEFINED

StoreOnce | SimpliVity | Ceph



CONNECT

SYSTEM DEFINED
FlexFabric | Fabric Modules



SOFTWARE-DRIVEN

Arista | NFV



ADVISORY LED & CONSUMPTION ENABLED





HPE InfoSight: AI for the Data Center

Extending HPE InfoSight Across HPE



Storage



Servers



Networking



Converged

Our Vision is the Autonomous Data Center

Self-Managing



Self-Healing



Self-Optimizing



Storage



Servers



Networking



Converged

Powered by **HPE InfoSight**: AI for the Data Center

Transformed Support Experience

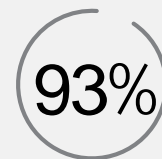
HPE Nimble Storage



One call to level 3
No support tiers



Average hold time
<1 minute



93% cases opened
automatically



>4.91 out of 5 in
customer satisfaction



86% cases provide
solution automatically



85 NPS customer
loyalty



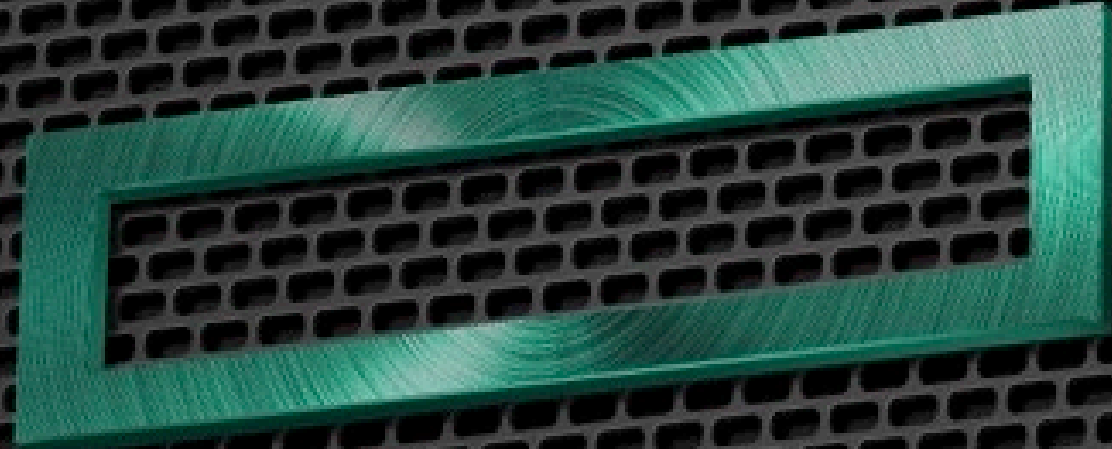
54% issues solved
are outside of storage



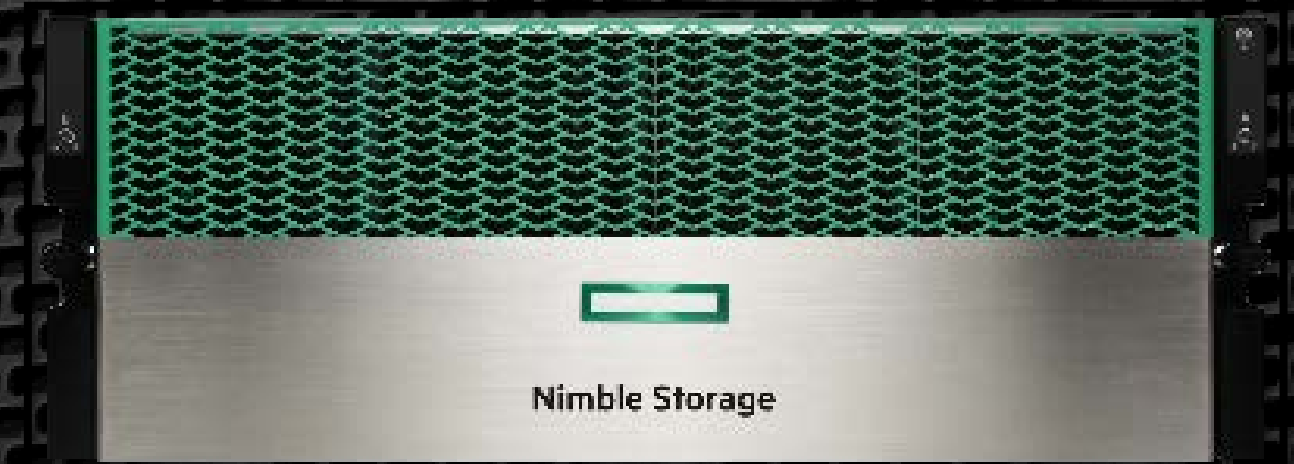
>99.9999%
availability



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HPE Nimble



HPE Nimble Storage announcement overview



HPE Store More Guarantee

Buy with confidence that you are getting the most efficient All Flash Array



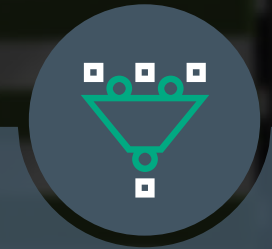
Storage Class Memory and NVMe Ready

Future-proof investments



Next Generation hardware

All Flash platform that delivers up to 220%¹ better price-performance



Inline always-on dedupe on Adaptive Flash arrays

Industry's most efficient Hybrid arrays

1) Based on internal HPE product comparisons

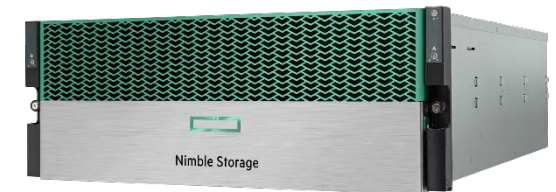
Identitas – HPE Nimble: new approach customer was looking for

Customer challenges:

- Constant growth of business and data
- Complexity of Storage Administration
- Firmware upgrades difficult to handle in their environment

HPE Nimble as the perfect solution:

- HPE Infosight to deliver AI Insights in their DC
- Ease of use with Nimble unbeatable
- HPE Timeless Storage future proof investment for the customer
- No more issues with FM upgrades due to HPE Infosight
- Combination of HPE ISS and Nimble dramatically reduced licenses costs



*Integrated with Veeam
availability software*

VICI AG – Artificial Intelligent as the key to success

Customer challenges:

- Constant growth of data
- Highest availability needed – preemptive problem solving required
- Flexibility to grow and deal with complex workloads was desired

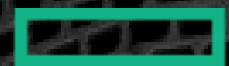
HPE Nimble as the perfect solution:

- HPE Infosight enables proactive failure detection
- Automatical case solving (9/10) times increased velocity of business
- HPE Infosight allowed customer to identify issues that came from other parts in the datacenter (latency at host level, VM related issues, etc)
- 99,999928% guarantee provided through Nimble massively increased business continuity

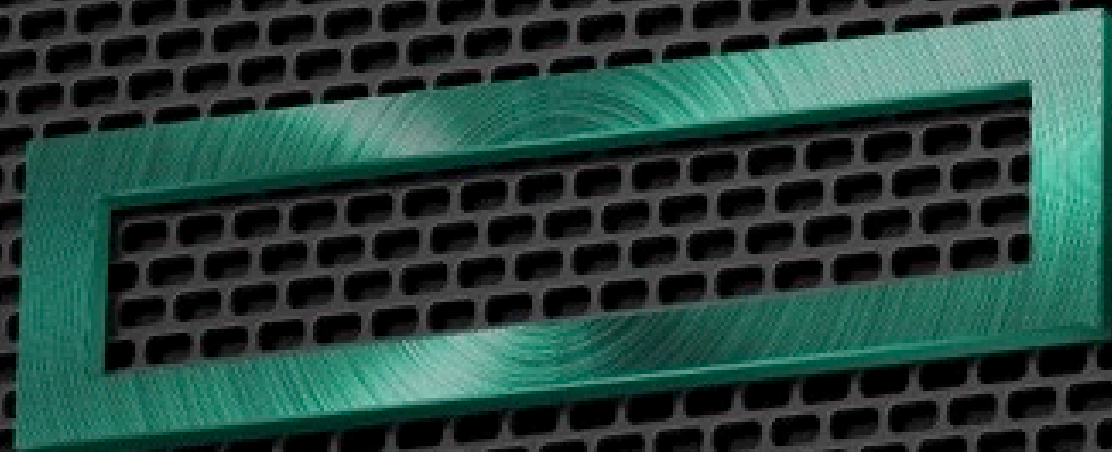


“As VICI AG International, we wanted to invest in a self-enhancing system that is able to solve issues automatically – With HPE Infosight we have found the perfect solution”

VICI AG International



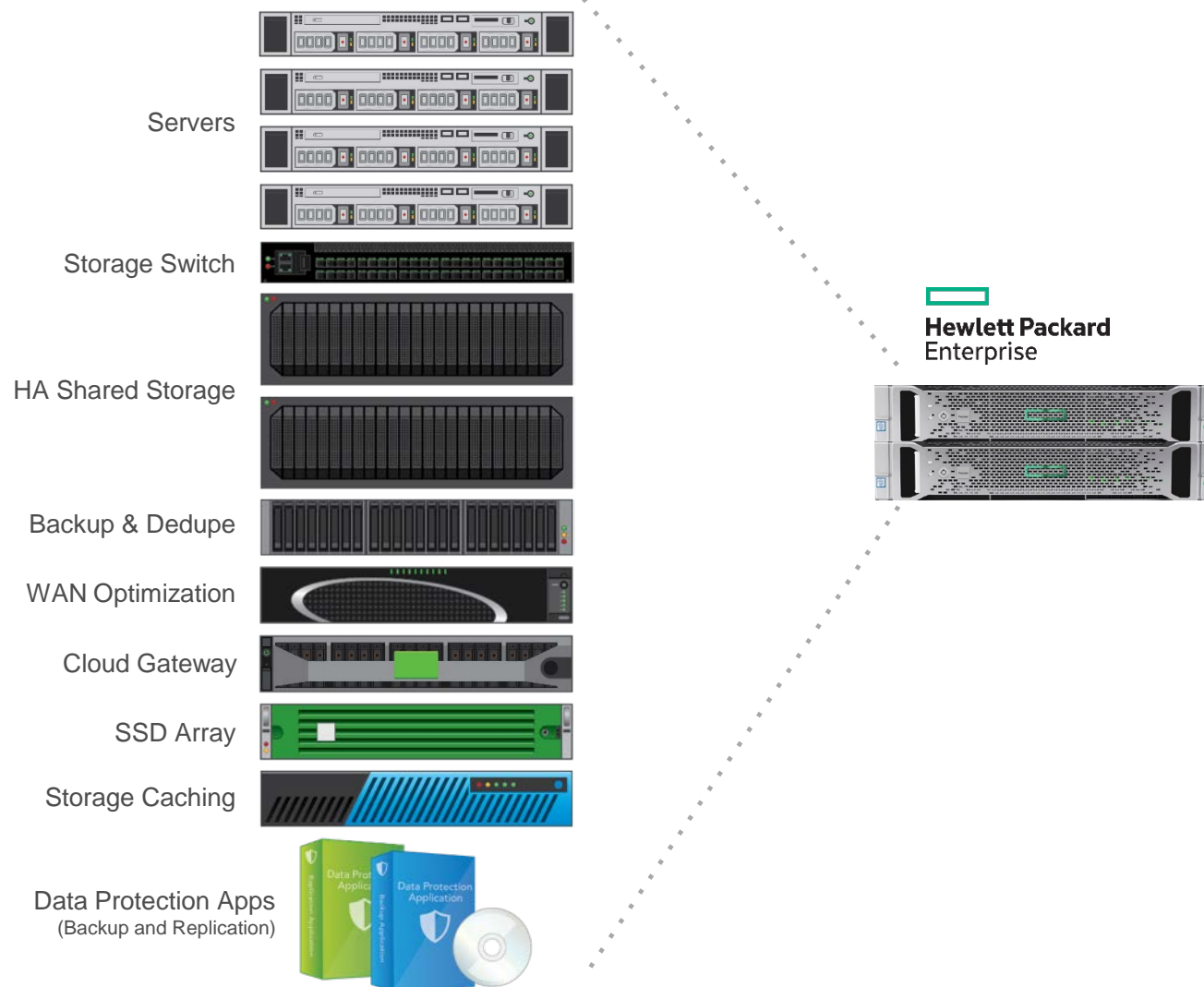
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Enterprise



HPE Simplivity



Reduce data center footprint



- Lowers upfront costs
- Reduces energy consumption
- Eliminates OPEX
- Avoids endless refresh cycles

Powered by
HPE SimpliVity
Data Virtualization Platform

73% TCO Reduction

10:1 Device Reduction

40:1 Average Storage Reduction

Reported in Forrester Total Economic Impact Study, 2015

The Industry's Most Complete Hyperconverged Platform

.... runs on the worldwide most secure Industry Standard Server!



Inline Dedupe
and Compression



Predictable
Performance



Integrated Backup
Included



Resilient and
Highly Available



Linear
Scalability

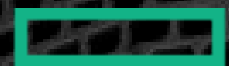


Global Data
Mobility/Replication

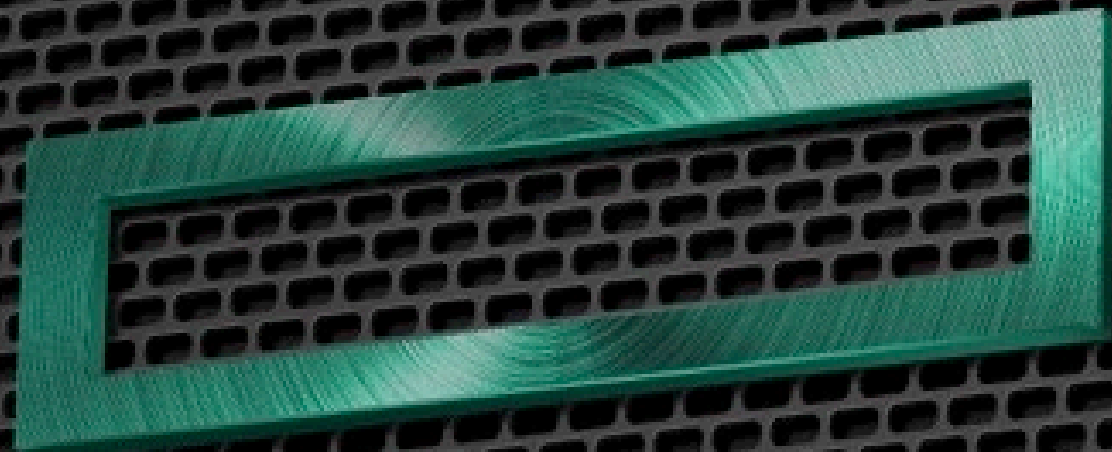


Global Unified
Management





Hewlett Packard
Enterprise



HPE Synergy

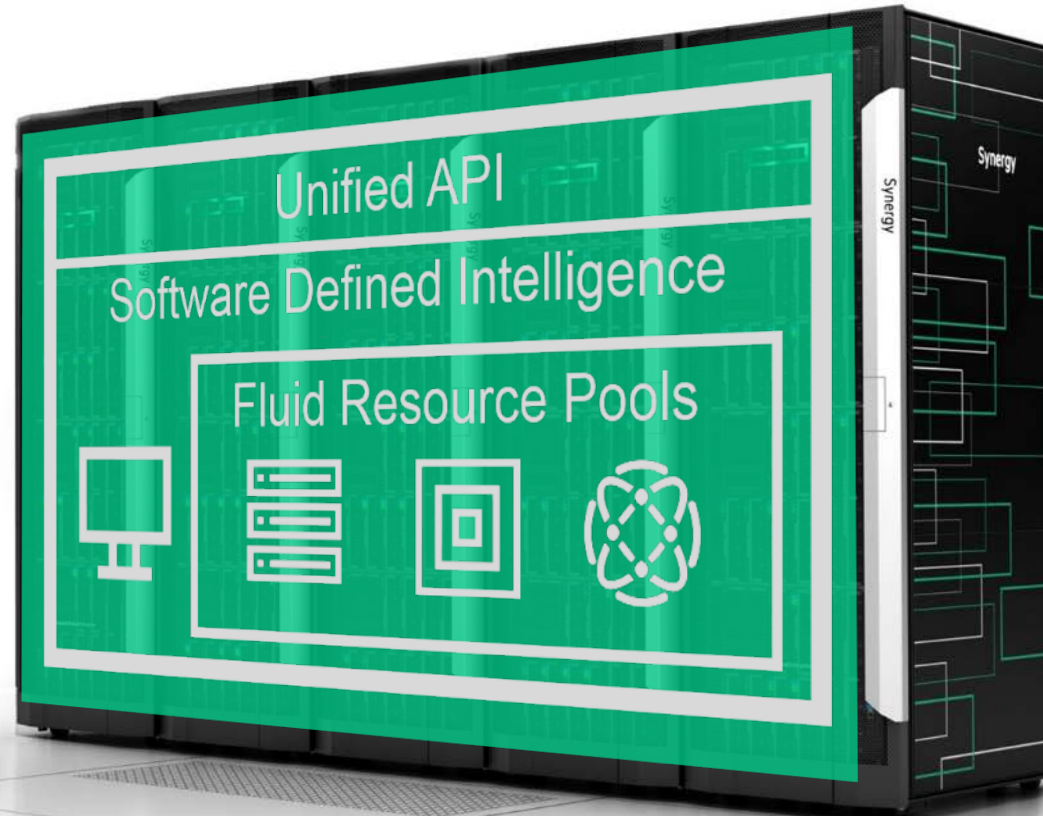


HPE Synergy: driving digital transformation in a Hybrid IT world

**Composer powered by
HPE OneView and
Image Streamer**



Composable Compute



Composable Fabric



Composable Storage



HPE Synergy solutions

Making Composable Infrastructure a Reality

VDI/CAD applications

during the day

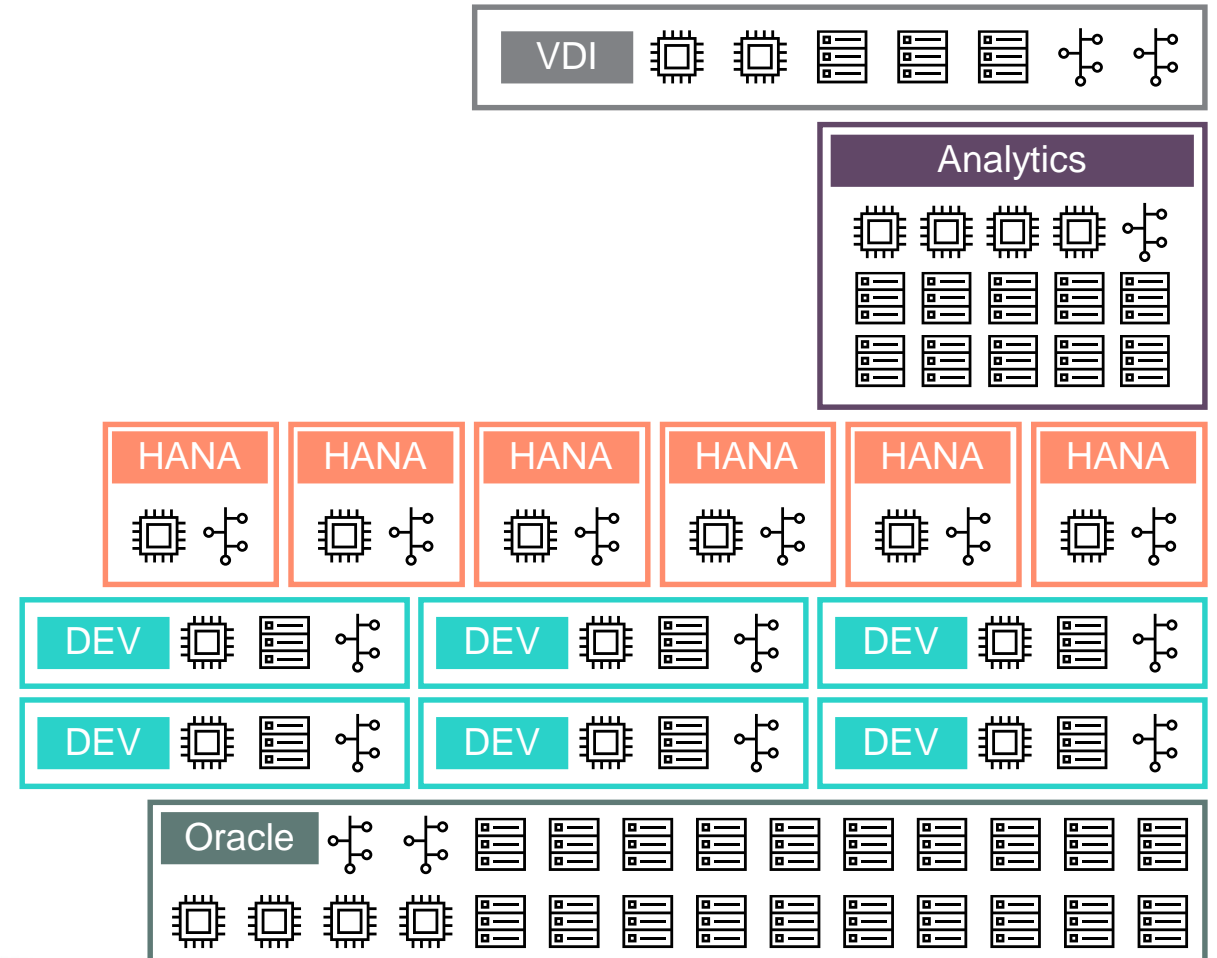
Modeling and analytics

at night

SAP® HANA® for running mission-critical production workloads

End-of-month push is over and now need an **app dev/test** environment

and **Oracle Database**





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Grazie