



**OPEN**  
Compute Project



**OCP U.S. SUMMIT 2017**

Santa Clara, CA



# Executive Presentation: Leaping ahead with open – **HPE's Hyperscale strategy**

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OPEN HARDWARE.

OPEN SOFTWARE.

OPEN FUTURE.



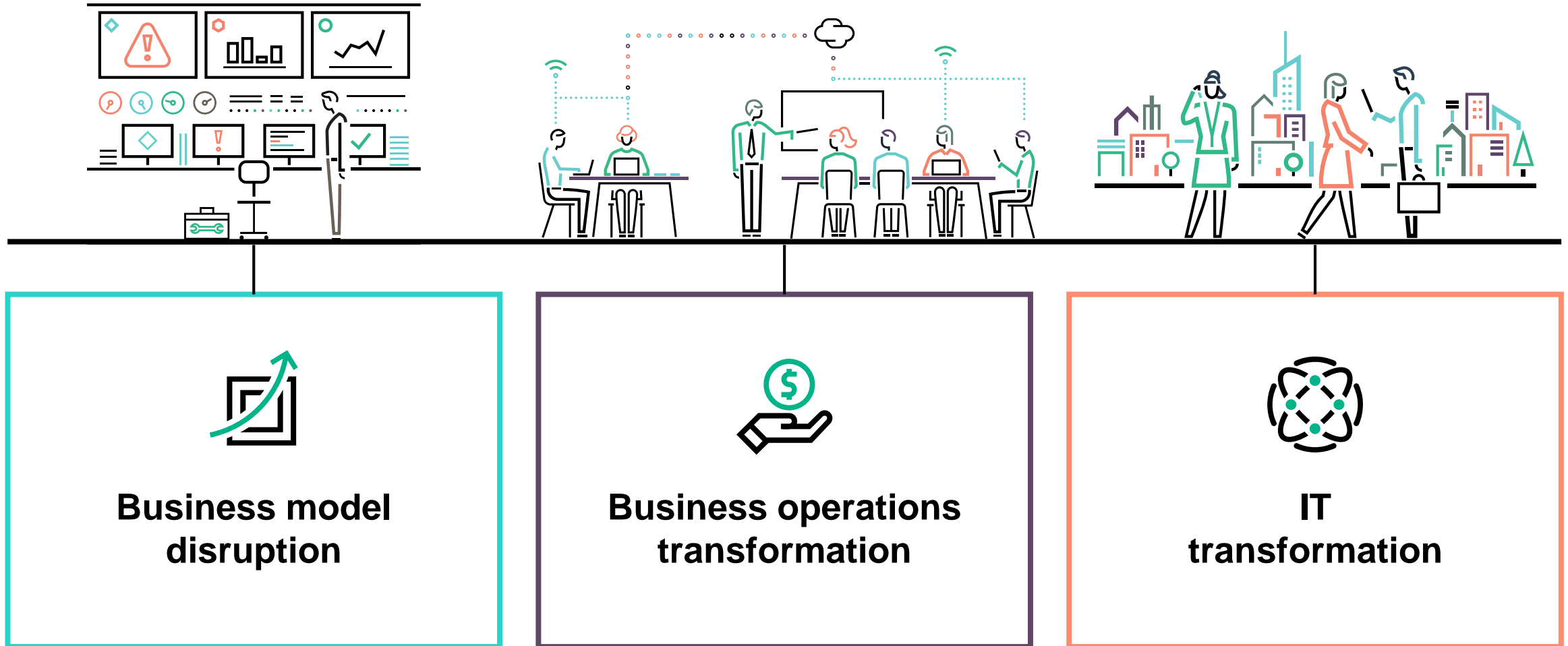


**Hewlett Packard**  
Enterprise



Leaping ahead with open –  
**HPE's Hyperscale strategy**

# Digital disruption is driving business transformation



# That transformation is creating new markets and services

## The Idea Economy

Turning ideas into new products or services has never been faster or easier.



## Business as a Service

Cloud is redefining how applications and devices are written and delivered. Touching all businesses, industries and governments



## Internet of Things, Explosion of Devices

Data, edge and distributed computing will continue to accelerate the transformation



# These new models cannot rely on traditional infrastructure

**Big is slow, bigger is slower**

Hyperscale is fast, lean and agile



Hyperscale streamlines management across all components

**Lack of visibility across infrastructure**

**More workloads means more complicated infrastructure**

Hyperscale consolidates so that less is more





# Businesses of all sizes choose HPE for their data center.

**#1**  
In Private Cloud  
Infrastructure<sup>1</sup>

**#1**  
In Servers<sup>1</sup>

**#1**  
Total Storage,  
All-Flash Array (EMEA)<sup>2</sup>

**#2**  
Networking<sup>3</sup>

More than  
**1,000,000**  
Customers

More than  
**100,000**  
Trusted Partners

Approximately  
**40M**  
Servers purchased  
to date



Top 10 Coolest Servers of 2016  
HPE ProLiant DL360



World Record Price-Performance  
in SPC-1 Benchmark  
HPE 3PAR



HPE #1 Supercomputing Position  
with 140 Systems



2015 Tech Innovator Award HPE  
Apollo 2000



#1 in 16-processor two-tier SAP®  
standard app benchmark  
HPE Superdome X



# OPEN infrastructure – Accelerates business outcomes



**Open drives  
CAPEX/OPEX  
efficiencies**

|  |                            |   |
|--|----------------------------|---|
|  | <b>Hyperscale</b>          | Next level extreme scale                            |
|  | <b>Open design</b>         | Enables mix and match approach                      |
|  | <b>Framework</b>           | Simplicity of design                                |
|  | <b>Platforms</b>           | Generic building blocks to enable diverse workloads |
|  | <b>Basic features</b>      | Work with what fits your business                   |
|  | <b>Open APIs</b>           | Support interoperability                            |
|  | <b>Software resiliency</b> | Decouples application and hardware availability     |

# HPE's is continues to extend its leadership position in OPEN

## OCP Summit: HP And Foxconn Blur Server Industry Lines With Cloudline

Hewlett-Packard and Foxconn are promising to blur the lines in the server industry between the traditional global OEMs and the ODMs with the announcement of their joint venture agreement to bring a new line of servers to the market...the best of both worlds – the time-to-market agility and cost optimized focus of Foxconn with the economies of scale, global reach, world class integration and service/support of Hewlett-Packard.



*Forbes.com, March 2015*

## HPE Completes Industry's First Open Infrastructure Portfolio for the Service Provider Market

*Storage Review, March 2016*

## HPE signs OEM deal with Mesosphere to help modernize data-centers

*The Wall Street Transcript, Feb 2017*

## Red Hat Inc.: HPE and Red Hat Join Forces to Give Customers Greater Choice for NFV Deployments

*App Developer Magazine, February 2017*

 **13**  
global supply  
chain centers

 Deployed **26** racks  
in under **6** hours

 **22**  
exabytes storage  
shipped

 **250,000**  
Open Units  
Shipped

# HPE Cloudline

Complete infrastructure portfolio enabled by the HPE-**FOXCONN**® Joint Venture



## Made for extreme scale

- Deliver at scale
- Deploy at scale
- Manage at scale



## Built on open design principles

- Open management tools
- Common industry BIOS
- "Off the shelf" vendor commodities



## Delivers cost focused infrastructure

- Basic hardware features
- Software resilient workload
- Optimized supply chain



CL2100



CL2200



CL3100



CL5200



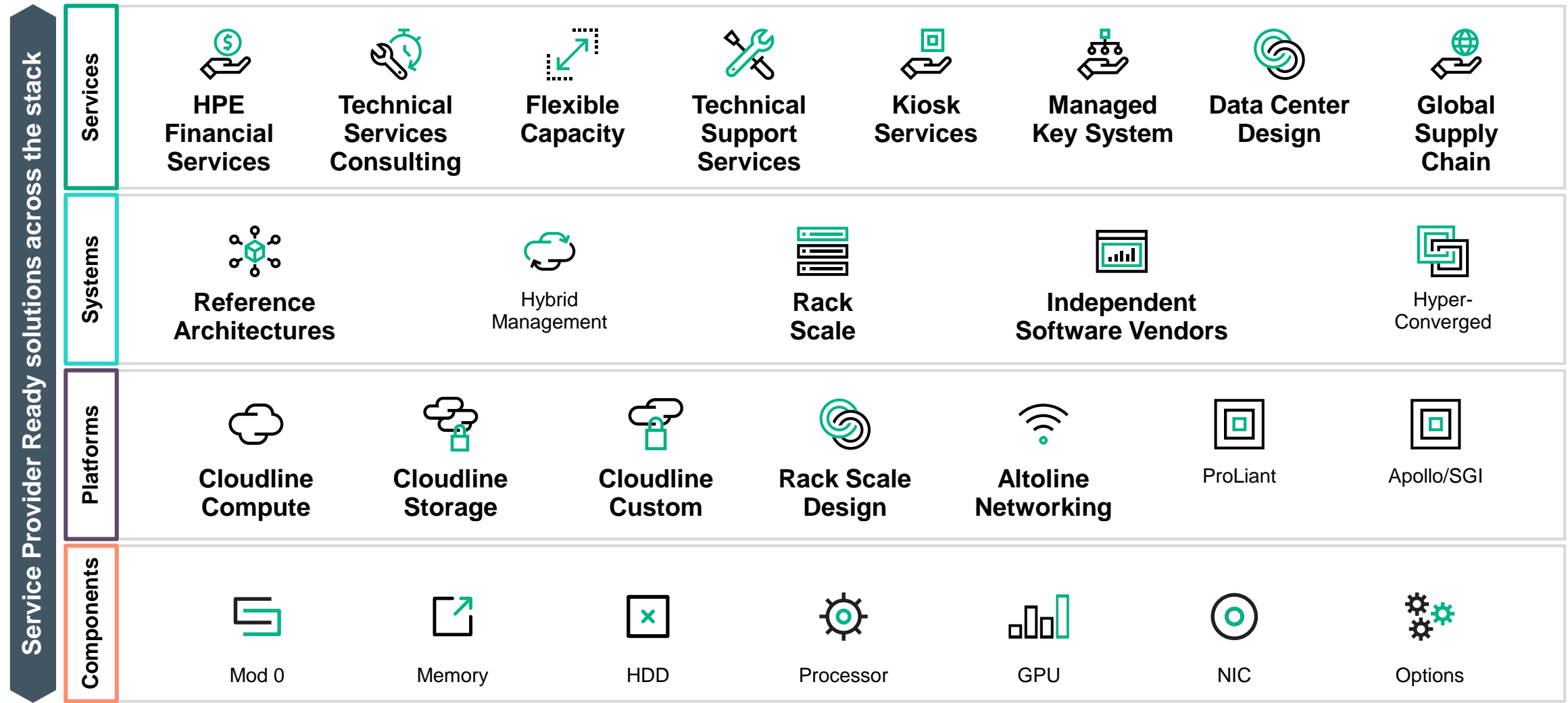
CL7100  
and  
Intel RSD

Compute

Cloud Storage

Rack Scale Design

# Beyond platforms, a complete solution portfolio for OPEN



# Enabled by a comprehensive software ecosystem



# How can HPE help you accelerate your OPEN journey?



**Leadership  
in open**



**Complete open  
portfolio**



**Global  
supply chain**



**Technical support  
and financial services**



**Service Provider  
Ready Solutions**



**Software  
ecosystem**

# Call to action

1

**Visit HPE's booth, A6** to see our products & enter raffle to win an *HPE Chromebook*

2

**Talk to your HPE rep** about how HPE can get you to the landing zone first as your open partner

3

**Thank you for attending.** Let's see who will win an *HPE Chromebook*?



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