



Hewlett Packard
Enterprise

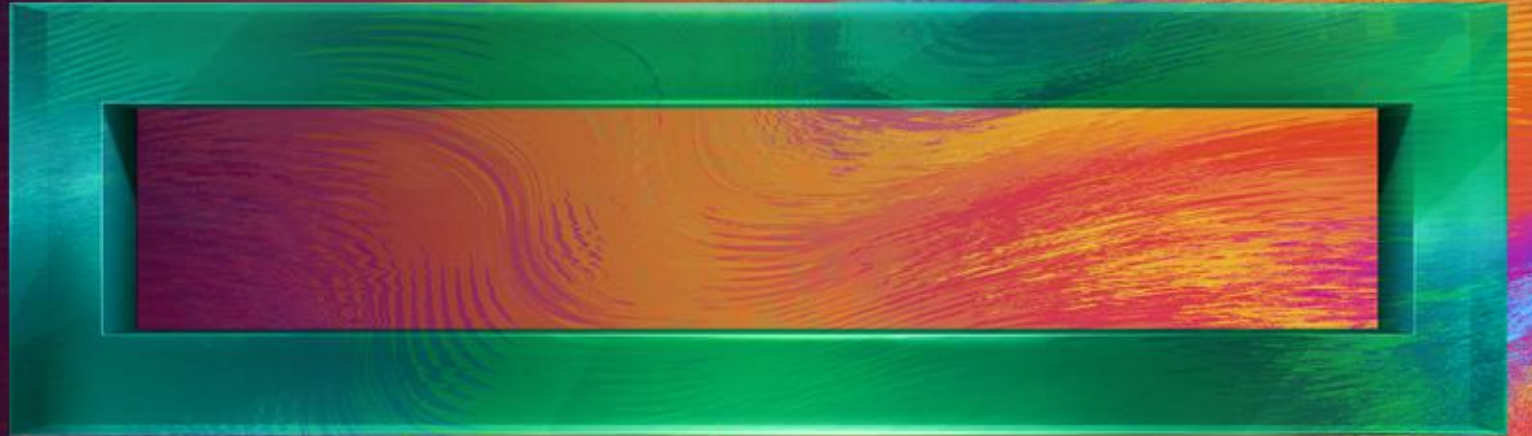
HERE TO HELP COVID-19 HPE RESPONSE



HERE TO
HELP

WE'RE HERE TO HELP

YOUR ORGANIZATION
RECOVER, EVOLVE AND THRIVE





KEEP SAFE



We took decisive steps to ensure our **team member** safety and well-being

- Crisis Management Team activated in January
- Restricted travel
- Cancelled participation in-person events
- Closed most HPE sites
- Global guidance to work from home until further notice
- Deployed tools for remote support for and collaboration with team members, customers and partners



ACCELERATE HOPE



HPE is proud to be a **force for good** to help our communities

- **White House COVID-19 HPC Consortium**
- **HPE Gives Global Matching Campaign**
- **HPE Gives Bay Area Matching Campaign**
- **Silicon Valley Strong**
- **Supporting hospitals in Italy**
- **NY State technology “SWAT Team”**
- **HPE Aruba Airheads Volunteer Corp**
- **HPE Aruba UXI in-kind donation to California hospitals**
- **NetHope COVID-19 Database**
- **COVID-19 testing with Stanford Health**
- **Distance learning**
- **Virtual volunteerism**

UNIQUE ASSETS AND CAPABILITIES BUILT FOR THIS UNPRECEDENTED MOMENT

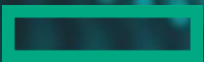
- 1 EXPERTS & BOOTS ON THE GROUND
TO ENSURE YOUR BUSINESS CONTINUITY**
- 2 FINANCIAL FLEXIBILITY TO KEEP
YOUR OPERATIONS MOVING FORWARD**
- 3 EDGE-TO-CLOUD SOLUTIONS TO MEET
YOUR IMMEDIATE CHALLENGES AND
UNEXPECTED DEMAND**
- 4 PARTNERING WITH SCIENTIFIC COMMUNITY
TO ACCELERATE COVID-19 RESEARCH**

60,000+ employees worldwide , with **23,000 HPE Pointnext Services experts** and **hundreds of thousand partners** in **80+ countries**

HPE Financial Services is a leading captive finance company, managing **\$13B in portfolio assets** in more than 50 countries

Scalable, secure IT, from enabling **remote work** to providing **additional capacity** delivered as a service

HPE lends its industry-leading **supercomputing power** and **AI expertise** to governments, laboratories and research institutions



1 KEEP IT GOING

EXPERTS & BOOTS ON THE GROUND
TO ENSURE YOUR BUSINESS CONTINUITY

PEOPLE

- 23,000+ experts dedicated to your success 24x7
- Remote staff augmentation & management for continuity of critical workloads
- Expertise to design and implement crisis response and plan for what's next

SYSTEMS

- Increased inventory of high-availability parts, stocked closer to customer locations
- Continuous engagement with suppliers and partners to maintain standards and best practices
- HPE MyRoom Visual Remote Guidance tools enable remote collaboration with engineers as if they were physically present

RESOURCES

- Comprehensive library of self-help resources, videos and forums available at hpe.com/support
- Online learning available through [HPE Digital Learner](#), free for one month

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MOVE FORWARD

FINANCIAL FLEXIBILITY TO KEEP
YOUR OPERATIONS MOVING FORWARD

Over \$2B in financing to help our
customers with COVID-19
challenges

DEFER OR REDUCE EXPENSE

Innovative financing
structures to reduce cash
outlays during uncertainty

MATCH PAYMENT TO USE

Secure critical technology
while aligning payments
to deployment schedule

GENERATE CASH FROM ASSETS

Over the last two years,
HPEFS infused over \$642M
into client's budgets

RELIEVE CAPACITY STRAIN OR DELIVERY DELAYS

Purchase or rent Certified
Pre-Owned technology
with inventory ready to
ship

2 MOVE FORWARD

**BUSINESS FLEXIBILITY TO KEEP
YOUR OPERATIONS MOVING FORWARD**

HPE GREENLAKE

Preserve liquidity

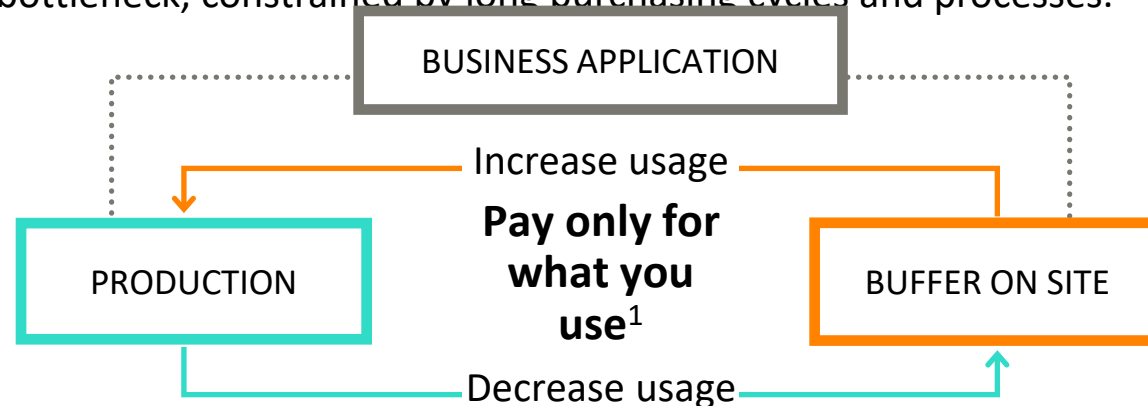
With HPE GreenLake, conserve on capital, eliminate overprovisioning and align your IT spending with business outcomes. By being conservative with cash flow, help the organization compete – even survive.

Reduce operational risk

We support, meter, and manage the capacity of your installed hardware and can manage it remotely for you. Reduce errors, resolve issues fast, and keep your staff safer.

Speed time to market

Always have capacity ahead of demand, ready for growth. When the economy does come back, be first to market. IT can't be the bottleneck, constrained by long purchasing cycles and processes.



¹Reserve may apply

3

SOLVE CHALLENGES

EDGE-TO-CLOUD SOLUTIONS AND
TECHNOLOGY TO HELP SOLVE YOUR MOST
IMMEDIATE CHALLENGES AND DEMANDS

- Secure, reliable remote connectivity and access
- Remote work solutions:
 - Virtual Desktop Infrastructure (VDI) for a variety of knowledge work use cases
 - Virtual call centers
 - Remote field service and training
- Data security and ransomware protection
- Capacity for mission-critical data
- Solutions for :
 - Healthcare and first responders
 - Education
 - Drive-thru services
- Solutions for SMBs

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SOLVE CHALLENGES

EDGE-TO-CLOUD SOLUTIONS
AND TECHNOLOGY TO HELP
SOLVE YOUR MOST IMMEDIATE
CHALLENGES AND DEMANDS

Secure, reliable remote connectivity and access

- “Connect and Protect” Advisory & Professional Services
- Aruba Remote Access Points
- Aruba Outdoor Access Points
- Aruba UXI Assurance Solution
- HPE InfoSight
- HPE Cloud Volumes



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Remote Work Solutions

- Virtual Desktop Infrastructure (VDI):
 - Advisory and implementation services
 - VDI as a Service
 - VDI for Citrix and VMware environments
 - HPE SimpliVity for general purpose virtualization
 - HPE Nimble Storage dHCI for very large user base
 - HPE Nimble Storage dHCI for high performance users
- Remote field support and training
- Virtual call centers



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Data security and ransomware protection solutions Create more capacity for mission-critical data

- HPE StoreOnce VSA 60-day trial evaluation
- HPE Cloud Volumes offer: free enterprise cloud storage and credits
- HPE StoreEver tape
- HPE Nimble Storage with Splunk
- HPE iLO Advanced license for no charge through end of CY2020
- Performance and Capacity Analysis Services for SAP environments



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Solutions for healthcare and first responders, education and retail

- \$50M donation of Rapid Response healthcare connectivity kits:
 - Small site wireless
 - Large site locations
- HPE Pointnext Services
- Aruba Access Points
- Aruba User Experience Insight
- Aruba IAP-VPN and Remote Access Points for distance learning at scale
- HPE EdgeLine 8000 and HPE Edge Center portfolio
- Drive-through services



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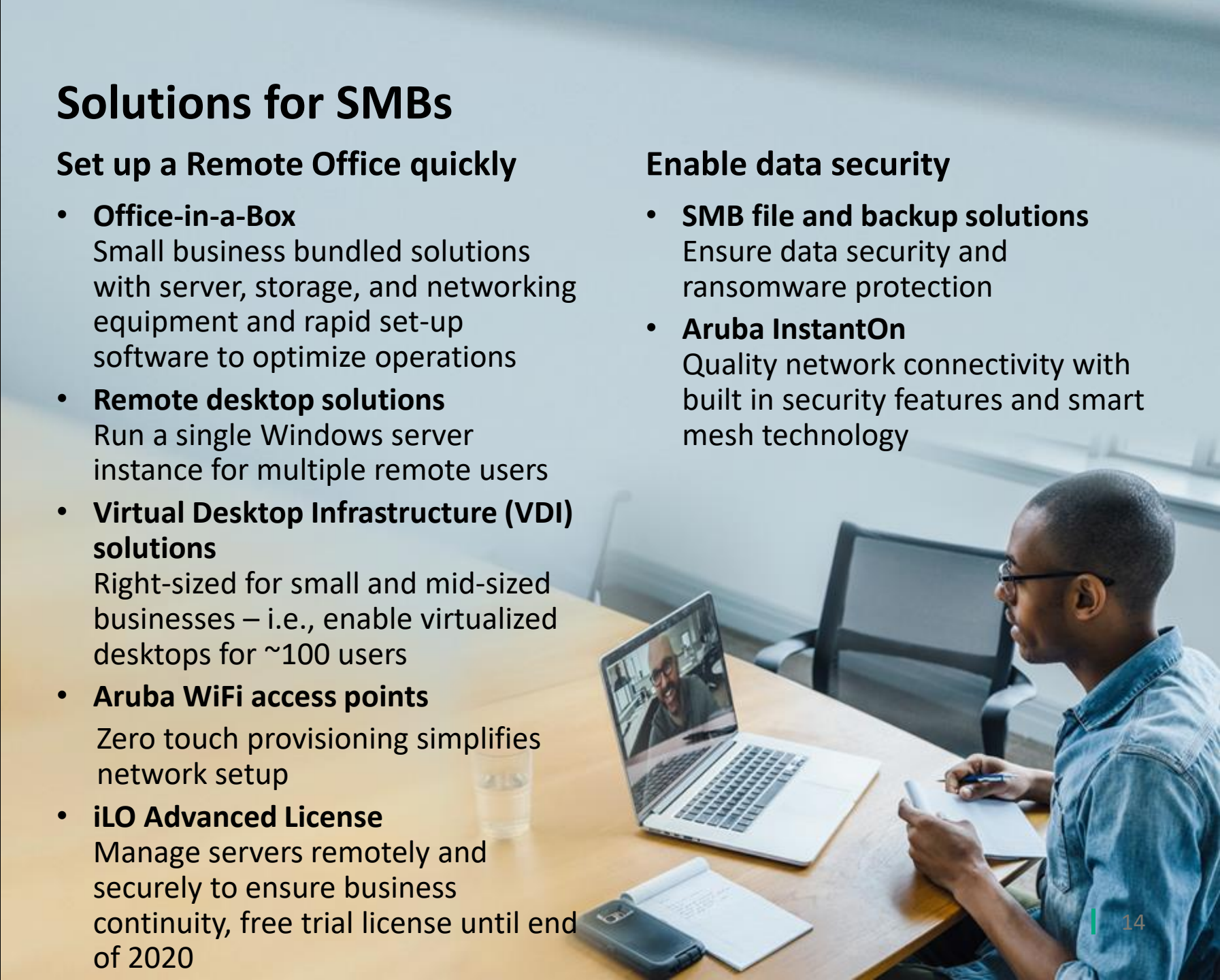
Solutions for SMBs

Set up a Remote Office quickly

- **Office-in-a-Box**
Small business bundled solutions with server, storage, and networking equipment and rapid set-up software to optimize operations
- **Remote desktop solutions**
Run a single Windows server instance for multiple remote users
- **Virtual Desktop Infrastructure (VDI) solutions**
Right-sized for small and mid-sized businesses – i.e., enable virtualized desktops for ~100 users
- **Aruba WiFi access points**
Zero touch provisioning simplifies network setup
- **iLO Advanced License**
Manage servers remotely and securely to ensure business continuity, free trial license until end of 2020

Enable data security

- **SMB file and backup solutions**
Ensure data security and ransomware protection
- **Aruba InstantOn**
Quality network connectivity with built in security features and smart mesh technology





4

ACCELERATE RESEARCH

PARTNERING WITH SCIENTIFIC COMMUNITY TO
ACCELERATE COVID-19 RESEARCH

White House High Performance Computing Consortium

Providing supercomputing software and applications expertise free of charge

White House COVID-19 “Kaggle” Challenge

HPE AI experts collaborating to solve the new machine readable COVID-19 open research dataset

The Open COVID Pledge

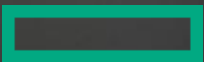
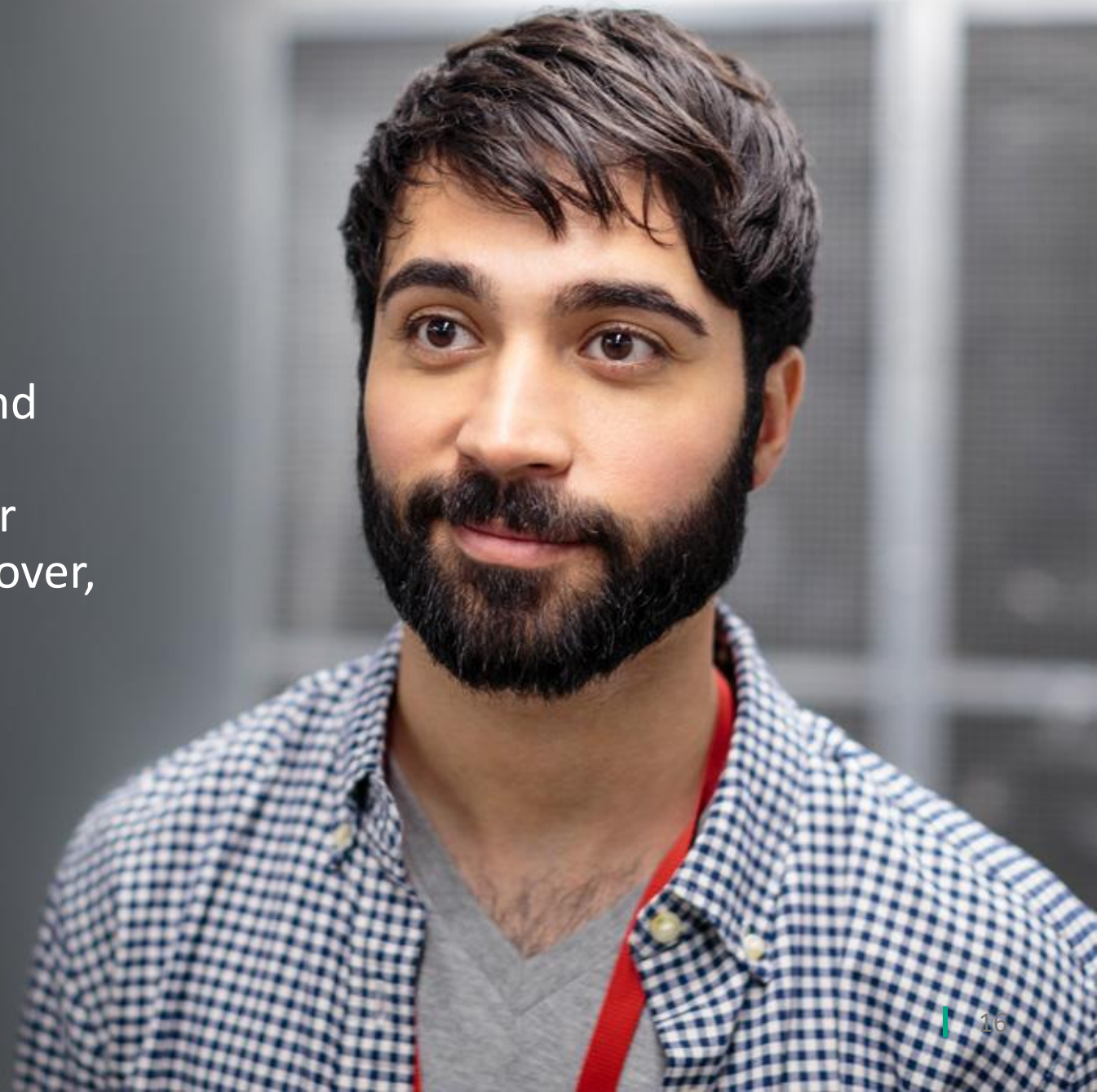
HPE joined other tech giants and research laboratories in pledging their patents to the public to freely use in support of solving the COVID-19 pandemic

HPE Apollo Compute and HPC Storage

Providing tightly-integrated, scalable, high-capacity storage and compute structure through HPE Apollo, to help deliver on the promise of complex workloads, like cryo-EM research and other data-intensive processes

We will continue to support

our team members, customers, partners and communities through this unprecedented period, and we will be there when all of our customers and stakeholders need us to recover, evolve and thrive.



A scenic landscape at sunset. The sun is low on the horizon, casting long, golden rays across the sky and over a range of mountains. The sky transitions from a deep blue on the left to a bright yellow and orange near the sun. The mountains are silhouetted against the bright light, with some lower slopes showing signs of snow or light-colored vegetation. The overall mood is peaceful and majestic.

THANK YOU

