Hewlett Packard Enterprise

HPE SIMPLIVITY EMPOWERING CUSTOMER SUCCESS

TABLE OF CONTENTS

Hyperconverged infrastructure (HCI) is an innovative, scalable, and virtualized solution that integrates software-defined compute and storage into a simple to manage, highly efficient, and edge-optimized platform. Its scale-out infrastructure lets you simply add additional HCI building blocks, without downtime, when additional resources are needed.

INTELLIGENTLY SIMPLE, HYPEREFFICIENT, AND EDGE OPTIMIZED

HPE SimpliVity is the industry's go-to hyperconverged platform that fits the needs of customers from various industries because it delivers:

• Simple management

• Superior data efficiency guarantees 90% capacity savings[1]

• Modular/building block design for easy scaling

• VM-centric management and mobility

• Automation for easy install, deployment, upgrades, and expansion

• Built in, policy-based VM backups and resiliency

• Intelligence (infrastructure visibility, predictive analytics, proactive wellness alerts)

By adding artificial intelligence to your hyperconverged infrastructure, you can move from being reactive to predictive. Through the application of cloud-based machine learning and deep telemetry from every connected system in our installed base, HPE InfoSight gives you the ability to deliver the **intelligent hyperconverged infrastructure experience** that you are looking for—where infrastructure is self-managing, self-healing, and self-optimizing across distributed environments.

Check out the following success stories to see how intelligent the hyperconverged infrastructure experience delivered by HPE SimpliVity has helped others succeed and will help drive your success.

[1] HPE SimpliVity HyperGuarantee, July 2019

ASTON MARTIN RED BULL RACING

"Hyperconverged infrastructure enables us to get better answers quicker when we're on the racetrack and seconds count."

—MATT CADIEUX
CIO, ASTON MARTIN RED BULL RACING

ASTON MARTIN
Red Bull
RACING

KNOW THE CUSTOMER

UK-based Aston Martin Red Bull Racing has been a competitive force in Formula One racing since 2005. By the beginning of the 2019 season, the team had notched 59 wins and eight world championships, in part by adapting to design changes and new regulations with agility.

THE FOUNDATION

- HPE SimpliVity
- HPE SimpliVity with optional GPU accelerators
- Support for VMware®
- Support for Citrix VDI
- HPE InfoSight

CUSTOMER NEED

- Improve performance
- Increase agility
- Reduce storage costs
- Decrease IT footprint at trackside sites
- Increase responsiveness and flexibility
- Simplify management

APPROACH

Rev up business performance with HPE hyperconvergence.

HPE AT WORK

HPE SimpliVity provides the basis for Aston Martin Red Bull Racing's VMware and virtual desktop infrastructure (VDI) estate, both in the factory and trackside for race-day operations.

CUSTOMER BENEFITS

- Reduces IT costs
- Uses less power on a reliable, compact platform
- Accelerates speed of decision-making
- Frees up time to focus on F1 innovation

ADDITIONAL RESOURCES

📄 CASE STUDY

🎥 VIDEO

PRINCETON HOLDINGS

"We... need our systems to run efficiently so we can help people when they need it. HPE will help us keep our promise by enabling us to grow and future-proof our business."

–SEBASTIAN TACCONE
DIRECTOR OF INFRASTRUCTURE AND INFORMATION SECURITY, PRINCETON HOLDINGS LIMITED

INDUSTRY
Insurance and financial services

KNOW THE CUSTOMER

Princeton Holdings Limited has been in the reassurance business for decades. Through its operating companies, this private Ontario-based company specializes in insurance, risk management, and wealth management solutions.

PRINCETON
Holdings Limited

THE FOUNDATION
- HPE SimpliVity
- HPE InfoSight

CUSTOMER NEED
Improve performance and reduce server sprawl while supporting future growth. The infrastructure was not as seamless as it needed to be, and the data center had significant challenges. Despite server virtualization efforts, Princeton Holdings still had too many servers.

HPE AT WORK
HPE deployed three HPE SimpliVity 380 All Flash systems to help address the infrastructure sprawl and save hours of valuable time.

HPE IMPACT
- Improved infrastructure performance and storage savings by 50%
- Enhanced batch reporting cycle times from eight hours to three hours
- Reduced IT footprint
- Addressed continued data growth
- Reduced IT costs
- Enabled security and compliance strategies
- Provided reliable IT support to subsidiaries

ADDITIONAL RESOURCES
CASE STUDY
VIDEO

HTI

KNOW THE CUSTOMER

The HTI Group markets ropeways, snow groomers and tracked utility vehicles, urban transportation systems, and wind energy globally through 61 affiliates and 123 sales and service points.

THE FOUNDATION
- HPE SimpliVity 380

CUSTOMER NEED
HTI wanted a new modern and homogeneous IT infrastructure, which would be easy to manage, provide data security, reduce downtime to zero, and standardize the systems of the group companies in the different countries.

HPE AT WORK
HPE worked with several IT teams of the group to explore the possibilities offered by the HPE SimpliVity infrastructure, including better management, data protection, efficiency, scalability, and performance of workloads.
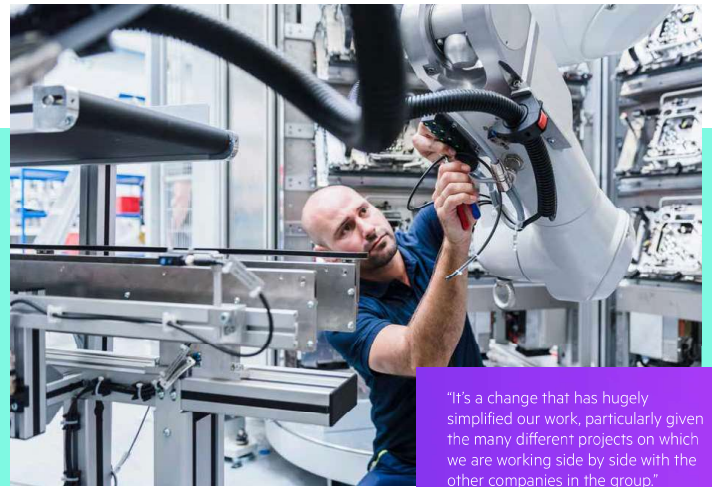
HPE IMPACT
- Improves performance and business continuity, and reduced downtime to zero

- Enables a homogeneous, easy-to-manage infrastructure
- Immediately supports future requirements
- Optimizes resources through a common infrastructure across the group
- Delivers data redundancy per company requirement

ADDITIONAL RESOURCES
CASE STUDY
VIDEO

"It's a change that has hugely simplified our work, particularly given the many different projects on which we are working side by side with the other companies in the group."

—CLAUDIO BORRI
HEAD OF IT INFRASTRUCTURE AND HELP DESK, VIPITENO HUB

HTI
High Technology Industries

METROPOLITAN THAMES VALLEY HOUSING AUTHORITY

KNOW THE CUSTOMER

Thames Valley Housing provides low-cost lodgings to doctors, nurses, and police officers in London. It's one of the largest housing authorities in the UK and operates elder care facilities and social centers where people can look for jobs and access various community services.

Metropolitan
Thames Valley

THE FOUNDATION

- HPE SimpliVity
- Veeam

CUSTOMER NEED

Thames Valley collects and maintains enormous amounts of data. Disaster recovery was not up to speed. Server racks and hard drives took up far too much space and power. Everything was backed up to a SAN inside the building. IT didn't have the bandwidth or the speed to move these backups to off-site servers. It took days to recover from tape.

HPE AT WORK

Inline deduplication and compression from HPE and the ability to quickly restore servers of any size was a winning combination. HPE SimpliVity not only delivered but also exceeded all Thames Valley's expectations.

HPE IMPACT

- Annual disaster recovery exercise dropped from a week to a couple of hours
- Reduced the time spent retrieving files from days to minutes
- Help desk has gone from days of looking through tapes to less than half an hour of effort
- Zero-lag compression and deduplication
- Reduction in the amount of space and energy—from two-and-a-half racks of servers to less than half

ADDITIONAL RESOURCES

📄 CASE STUDY

📹 VIDEO

"We used to keep a few powered-down servers as reserves. We mirrored our systems on to them, and we would switch them on when one of our physical servers failed. HPE SimpliVity allows us to spin up cloned VMs in a matter of seconds."

—JUNAID ALI
DIRECTOR OF INFORMATION TECHNOLOGY INFRASTRUCTURE, METROPOLITAN THAMES VALLEY HOUSING AUTHORITY

SEMITOUR

KNOW THE CUSTOMER

Semitour, the leading tourism management company in the Dordogne department of France, manages cultural sites, accommodations, and leisure activities.

THE FOUNDATION

- HPE SimpliVity
- HPE Proactive Care

CUSTOMER NEED

Semitour wanted to modernize IT to be able to introduce new services, protect data, and facilitate management to meet its current and future needs.

HPE AT WORK

HPE helped Semitour install two new HPE SimpliVity hyperconverged nodes, each delivering the services of server, 100% flash storage, and storage networking.

HPE IMPACT

- High availability of the information system
- Secure data
- Implementation of a business continuity plan (BCP)

- A centralized all-flash hyperconverged solution for all sites
- Faster response times
- Better ticketing management
- Improved distribution of business applications on virtual machine

ADDITIONAL RESOURCE

CASE STUDY

"HPE support was also one of the strengths of our technical upgrade plan. Today, everything is working perfectly and the regular updates allow us to continue to optimize the operation of our sites."

–PAUL GUITEAU
INFORMATION SYSTEMS MANAGER, SEMITOUR

SEFAR

KNOW THE CUSTOMER

Sefar is a world leader in screen printing and filtration applications. Sefar operates a global network of subsidiaries and manufacturing plants across 26 countries and six continents.

SEFAR

THE FOUNDATION

- HPE SimpliVity HCI with 21 nodes
- HPE InfoSight
- HPE Proactive Care

CUSTOMER NEED

Sefar wanted a centralized IT infrastructure with increased performance and high availability that could be managed by a small team.

HPE AT WORK

The simplicity and clarity of the HPE hyperconverged infrastructure was the perfect fit. As early as the test phase, Sefar realized that it could let the system run almost fully automatically.

HPE IMPACT

- 60% less time spent on IT infrastructure management
- Considerably faster backups
- The new VDI now incorporates more than 1,000 clients
- Seamless connectivity to external cloud services
- Three to ten times faster performance for the majority of applications and systems
- Users are no longer affected by batch jobs running in the background
- High availability of business processes with fast replication of data between the two data centers

ADDITIONAL RESOURCES

📄 CASE STUDY
📄 COMPANION SLIDES

"This has considerably reduced the amount of time we spend on operating the overall system, which frees us up to work on strategically important areas."

—CLAUDIO ZOLLET
HEAD OF CORPORATE IT, SEFAR

SUNWAY IT SSC

SUNWAY ®

KNOW THE CUSTOMER

Sunway Group is one of Malaysia's largest conglomerates with 13 business divisions—property, construction, retail, education, and more—and over 50 locations worldwide.

THE FOUNDATION
• HPE SimpliVity

CUSTOMER NEED
Sunway IT SSC needed to transform its IT services to be able to provide an affordable cloud-based platform that could deliver optimized support to all of Sunway's subsidiaries.

HPE AT WORK
HPE delivered a new set of advantages in a single, integrated solution by streamlining a process that was once complex, time-consuming, and resource-heavy, freeing up time for more innovation.

HPE IMPACT
• Improved performance and business continuity
• Operational processes were twice as fast
• A new VM could be provisioned within 30 minutes
• A full backup completed within 24 hours, with faster tape-changing data efficiency
• Kept capacity usage and costs at a minimum

ADDITIONAL RESOURCE
▢ VIDEO

"Because we are already experiencing what HPE can provide from a solution and support perspective, we become more confident to position HPE solutions and services to our own customers. It's a win-win situation."

–KEVIN KHOO
DIRECTOR OF SUNWAY IT SSC, CIO OF SUNWAY GROUP

POST UNIVERSITY

"If you're considering going with SimpliVity, do it. It takes the complexity out of your IT and makes it so that you can focus on your business and what's truly important to you."

–DAVID ALDARANDO
MANAGER OF NETWORK SERVICES,
POST UNIVERSITY

INDUSTRY
Education

KNOW THE CUSTOMER

Post University is a fast-growing online university that delivers top-tier education to over 10,000 students.

THE FOUNDATION
- HPE SimpliVity

CUSTOMER NEED

Post University wanted to manage IT costs and streamline IT operations so it could grow enrolment and support a rapidly growing distance learning program.

HPE AT WORK

HPE's all-in-one, data center-in-a-box hyperconverged solution took the complexity out of IT and helped create software solutions that make higher education available anytime, anyplace.

HPE IMPACT
- A solution so simple that the technology disappears
- Reduced complexity
- 40:1 reduction in storage
- One vendor instead of 10
- Zero compromises

ADDITIONAL RESOURCE

VIDEO

MARYLAND AUTO INSURANCE

KNOW THE CUSTOMER

Maryland Automobile Insurance Fund provides automobile liability insurance to Maryland residents who are unable to obtain automobile insurance in the private market, thereby reducing the number of uninsured motorists in the State.

THE FOUNDATION
• HPE SimpliVity

CUSTOMER NEED

Maryland Auto's storage systems were end of life and vendors no longer supported its aging HPE G5 and G7 servers. It sought a new IT infrastructure with compatibility and reliability, but speed was a welcome bonus.

HPE AT WORK

HPE SimpliVity won out because it met all of Maryland Auto's needs—single vendor solution, simple to configure, easy to use, and fast.
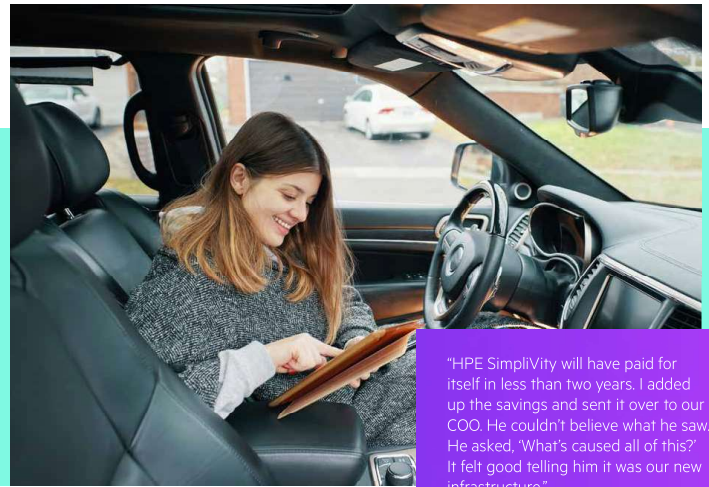
HPE IMPACT

• Applications load instantaneously
• Batch runs that used to take three to four hours now take 90 minutes or less
• Help desk and all operations group activities run far more efficiently
• Moved from 200 hard drives to 30 or 40 all-flash SSDs
• Cut 50 TB of production storage in half
• Reduced infrastructure from seven racks to half a rack running eight nodes

ADDITIONAL RESOURCE

📄 CASE STUDY

"HPE SimpliVity will have paid for itself in less than two years. I added up the savings and sent it over to our COO. He couldn't believe what he saw. He asked, 'What's caused all of this?' It felt good telling him it was our new infrastructure."

—MATT AILSTOCK
IT SYSTEMS MANAGER, MARYLAND AUTO INSURANCE

MARYLAND
AUTO INSURANCE

THE GOLDEN STATE WARRIORS

KNOW THE CUSTOMER

The Golden State Warriors is a U.S.-based professional basketball team that competes in the National Basketball Association (NBA). With five NBA championships wins and the latest one in 2018, the Golden State Warriors is one of the most well-known basketball teams in the world.

THE FOUNDATION
- HPE SimpliVity
- HPE InfoSight

CUSTOMER NEED
The Golden State Warriors required an IT infrastructure that would ensure a smooth transition of dozens of their existing servers into another location. They wanted uninterrupted service and on-site disaster recovery in case of a system failure.

HPE AT WORK
Three HPE SimpliVity nodes were deployed to enable immediate venue transition and short-term IT infrastructure requirements.

HPE IMPACT
- Delivers fast, flexible, and responsive IT infrastructure
- Decreases system management time
- Enables predictive resource planning and global visibility across the sites with HPE InfoSight
- Offers built-in redundancy

ADDITIONAL RESOURCE
CASE STUDY

"HPE SimpliVity is like having an all-star lineup on the court and an equally strong bench. It's a winning platform that helps us support a winning team."

—MIKHAIL ZUBOVICH
SYSTEM ADMINISTRATOR AT GOLDEN STATE WARRIORS

STAPLES SOLUTIONS

"HPE's hardware was easy and straightforward to manage. HPE also did a great job in helping us keep our infrastructure up to date and secure."

–ALEH SADAUNICHY
INFRASTRUCTURE SOLUTION ARCHITECT,
STAPLES SOLUTIONS

KNOW THE CUSTOMER

Staples Solutions is a leading European supplier of office products and services. Based in Amsterdam, the company operates in 25 branches across 15 countries and employs more than 10,000 employees.

THE FOUNDATION

- Four HPE Synergy 12000 Frames with HPE Synergy 480 Gen10 Compute Modules
- Two HPE Nimble Storage HF40 devices
- Two HPE Nimble Storage AF3000 devices
- HPE SimpliVity 380 Gen10
- HPE FlexFabric 5700 Switch Series
- HPE OneView
- HPE InfoSight

CUSTOMER NEED

Staples Solutions wanted cost-effective and flexible data centers.

HPE AT WORK

Enabling HPE Synergy, HPE Nimble Storage, and HPE SimpliVity has not only met but also exceeded the needs and expectations of Staples Solutions. The company's branch offices were equipped with HPE SimpliVity 380 Gen10 that supports high levels of input/output operations per second (IOPS). This provided excellent operational agility and dramatically increased the performance of applications.

HPE IMPACT

- Saves 50% in annual data center costs
- Reduces data center hardware incidents by 30%
- Boosts the delivery of new products and services by 40%
- Provides greater scalability and redundancy of data center infrastructure
- Reduces the number of administrators needed to support the data center infrastructure
- Helps expand its IT infrastructure easily and affordably

ADDITIONAL RESOURCE

CASE STUDY

INDUSTRY
Retail

Staples.

YOUR FIRST CHOICE

These customer stories are a glimpse into the power and protection that the HPE hyperconverged platform offers you. As a market leader in both Gartner's Hyperconverged Infrastructure Magic Quadrant[2] and the Forrester Wave: Hyperconverged Infrastructure report,[3] HPE is seeing strong adoption of HPE SimpliVity for data center consolidation, VDI, edge, and remote office/branch office (ROBO) use cases.

As evidence of its success, HPE SimpliVity has been named a March 2019 Gartner Peer Insights Customers' Choice for Hyperconverged Infrastructure.[4] Based on 200 verified customer reviews, HPE has an overall rating of 4.5/5.0, a powerful recognition for the HPE SimpliVity platform.

LEARN MORE AT
hpe.com/us/en/integrated-systems/simplivity.html

[2] community.hpe.com/t5/Shifting-to-Software-Defined/HPE-gains-leadership-recognition-again-in-Gartner-Magic-Quadrant/ba-p/7027817#.XNlXaI4zaM8

[3] hpe.com/us/en/newsroom/blog-post/2018/09/hpe-named-a-leader-in-forrester-wave-hyperconverged-infrastructure-report.html

[4] community.hpe.com/t5/Shifting-to-Software-Defined/HPE-Named-a-March-2019-Gartner-Peer-Insights-Customers-Choice/ba-p/7039065#.XNk9044zaM_

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