



**Hewlett Packard Enterprise**

# Power Transformation with Hybrid Cloud Solutions from HPE & Strategic Alliances

## Project Maestro Program: Hybrid Cloud

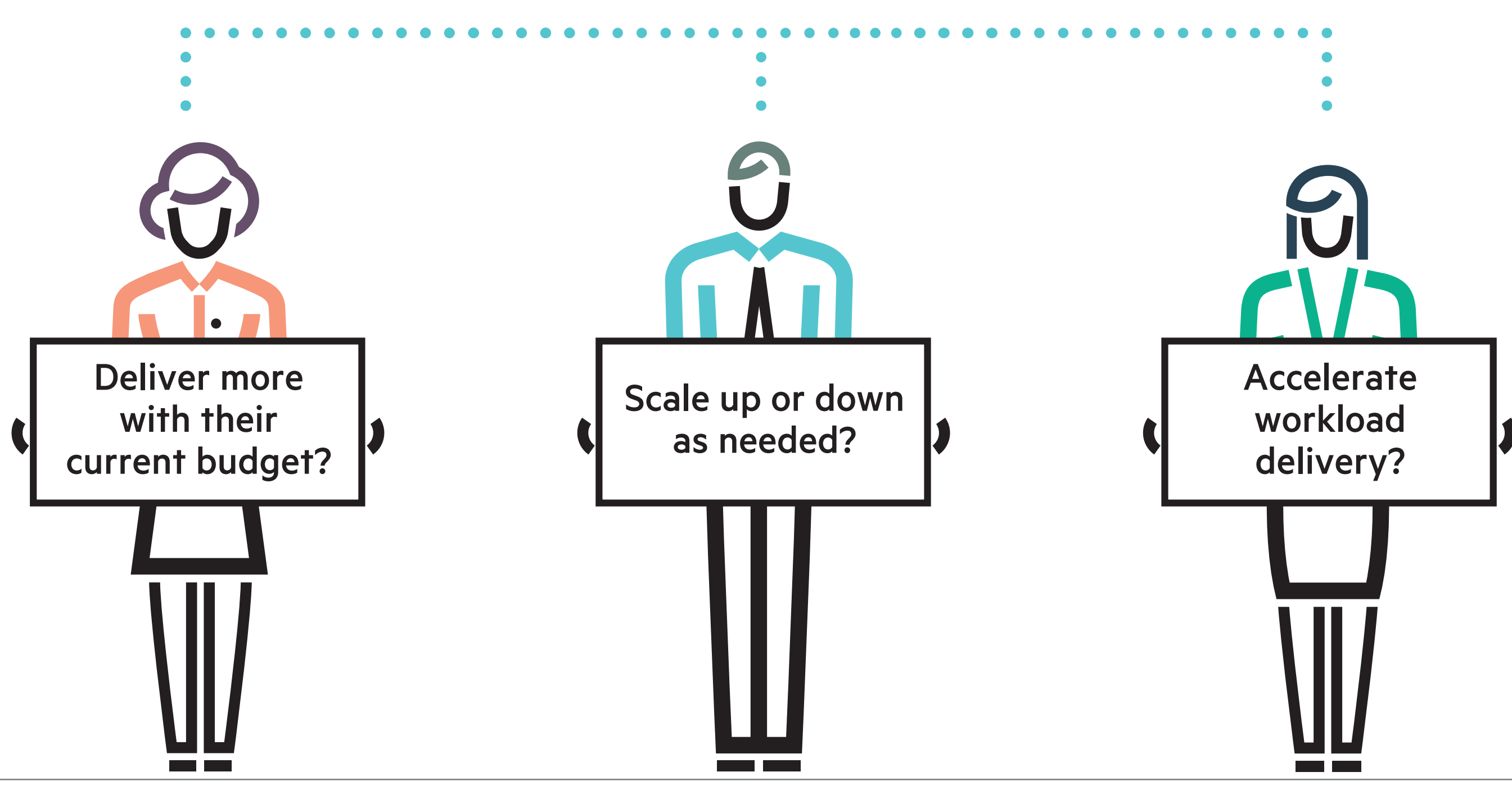
### Market Overview

More than 65% of IT enterprises will have adopted hybrid cloud by the end of 2017 and spending on cloud infrastructure will reach \$38.2 billion.<sup>1</sup>

Hybrid cloud is a catalyst for IT transformation. It improves efficiency, accelerates delivery of apps and services, and gives your customers the flexibility to combine their preferred clouds and existing on-premise infrastructure that is best fit for their organization.

### You Might Ask Yourself

How can I help my customers...



### What Software Should You Sell with HPE Servers and Storage for Hybrid Cloud?

vmware®

Microsoft

SUSE

redhat



docker

HPE VM Explorer

SCALITY



#### Management Software

**OneView:** Provides automation simplicity across HPE servers, storage and networking to spur IT collaboration and increase the speed of IT service delivery.

**Insight Control:** Provides lifecycle management of physical and virtual servers.

**iLO Advanced:** Provides essential remote management and control right out-of-the-box – regardless of the server's state of operation.

#### Application Software: Software Defined Storage

**SUSE** – An intelligent software-defined storage solution that delivers a self-healing and self-managed distributed storage cluster designed to scale from terabytes to petabytes *with unlimited scalability*.

**Scality** – A reliable storage solution with 100% up time, which is perfect for capacity-driven workloads such as cloud services, high-definition video and enterprise archiving.

**VMware** – vSAN delivers flash-optimized, high-performance enterprise-class storage that easily scales to drastically lower TCO by up to 50%.

**VM Explorer** – A low-cost, simple and reliable backup solution offering fast VM backup and restore, replication, and verification of VMware vSphere and Microsoft Hyper-V environments.



#### Application Software – Virtualization

**VMware** – vSphere with Operations Management (vSOM) offers the most trusted virtualization platform with critical operational enhancements in performance monitoring and capacity management.

**Microsoft** – Simplify VM implementation and management and reduce costs by delivering hybrid cloud services that are 100% compatible with Azure public cloud.

**Red Hat** – Reduce complexity and application processing latency by going beyond bare metal and virtualize more resource-intensive workloads on fewer Linux servers.

**Docker** – HPE Docker Ready Servers enable customers to have simplified and repeatable deployment, improved performance, and flexibility of a true hybrid solution in both virtualized and bare metal deployments.

#### Application Software – Operating Systems

**Microsoft** – Scalability and massively parallel processing (MPP) support high-volume data demands and Hadoop all seamlessly in one appliance.

**Red Hat** – Industry leader in Linux provides the tools to modernize infrastructure, boost efficiency through standardization and virtualization and ultimately prepares your data center for an open, hybrid cloud architecture.

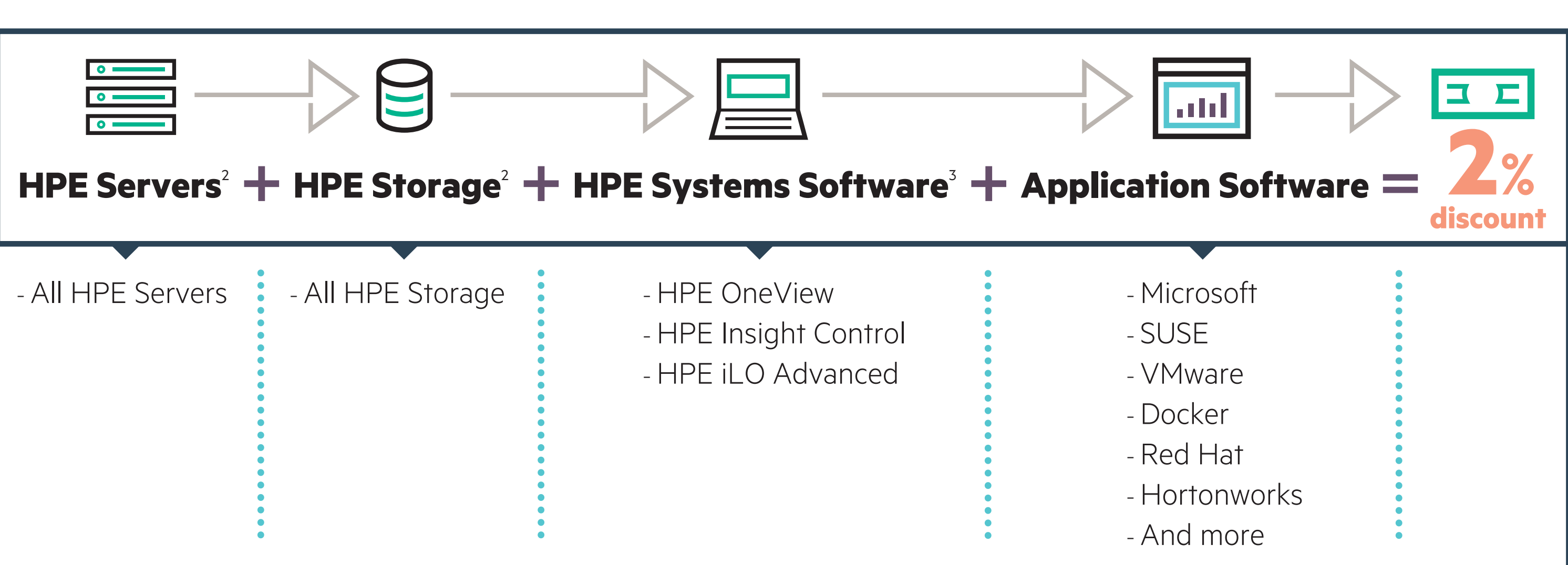
**SUSE** – HPE and SUSE provide performance-optimized OS configurations that significantly reduce complexity and increase performance for all workloads including SAP Business Applications and SAP HANA.



### Plus:

### Leverage the Project Maestro Instant 2% Discount

Increase your profitability by stacking HPE software solutions with servers and storage! Receive a 2% discount on deals that have the following products:



NOTE: 2% available on servers, storage, and software only. Systems Software must be 5% or more of the total deal.

### Why Partner with HPE?

#### Profitability

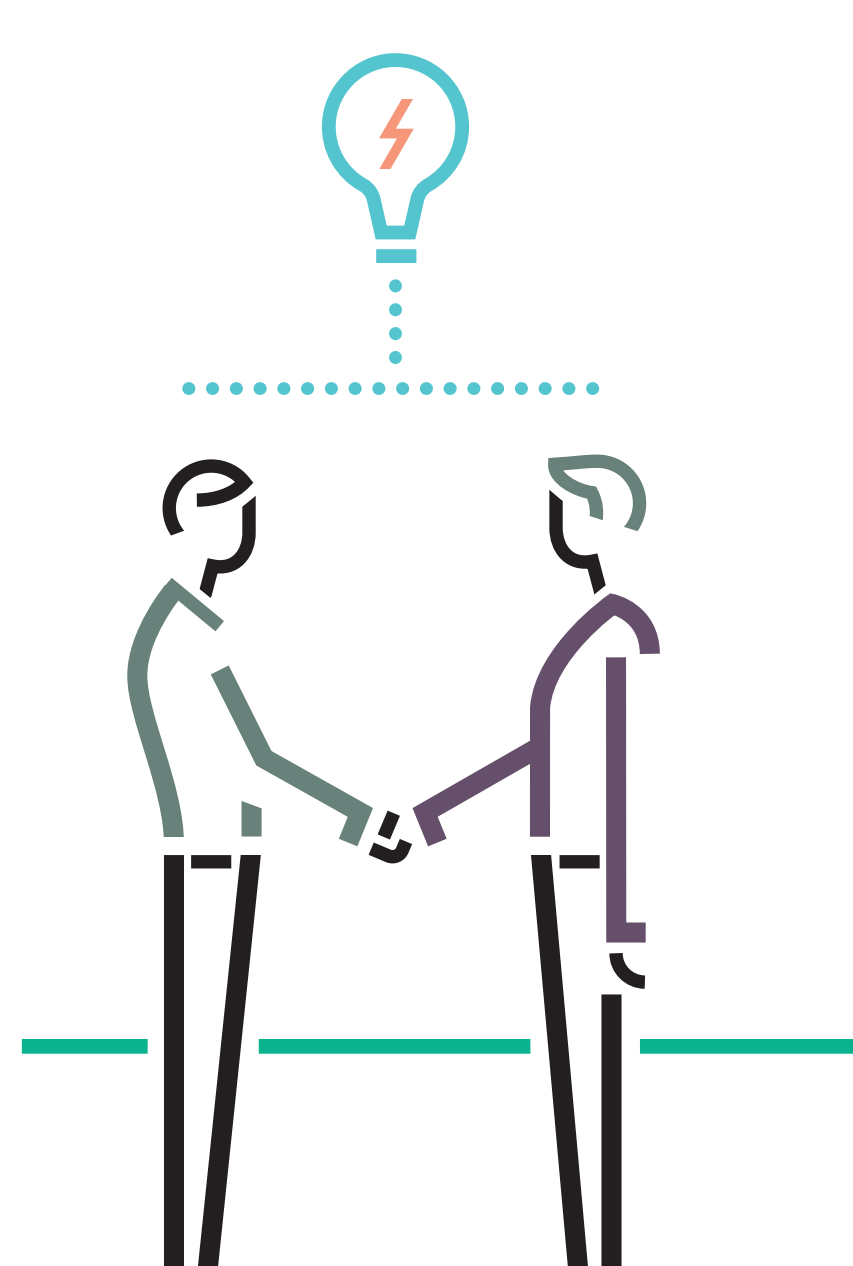
- 20+% rebates when you combine up front and back end reseller compensation
- Increased demand generation assets from HPE
- Training and support to empower your sales and presales teams
- HPE developer resources to accelerate cloud services delivery for customers
- Faster HPE Revenue Quota completion with stacked solutions

#### Commitment to the Channel

- New and simpler sales certifications
- New partner locator
- New tools to help your customers
- Single, secure, and trusted portal

#### One Support Provider ~ HPE for all Strategic Alliance Offerings

- More than 1,100 HPE support professionals trained on Alliance Software Solutions
- Tight engineering integration including tested and certified solutions
- A better user experience – fast response times and continuous availability



For more information.

[Project Maestro Partner Ready Page](#)

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<sup>1</sup> IDC, Oct 2016.  
<sup>2</sup> Storage does not have to be part of the deal, but if it is on the deal, it will receive 2% as well.  
<sup>3</sup> HPE Systems Software must be 5% of overall deal, if not 5% then 2% discount