NPO SISTEMI

A RICOH COMPANY

SIMPLIFY
THROUGH
TECHNOLOGIES

Hewlett Packard
Enterprise

NPO SISTEMI ACADEMY - INNOVATION STATION

*L'Essenziale della Virtualizzazione:
HPE VM Essential*
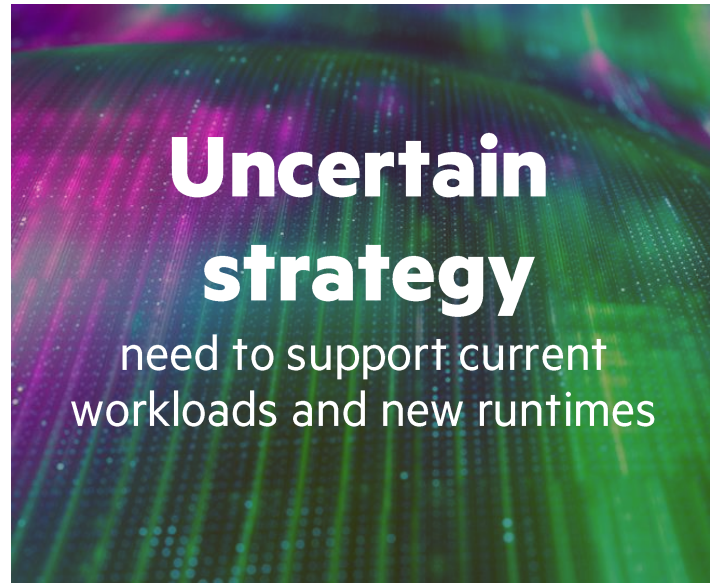
VMware or HPE VME? Don't decide today!

Adopting HPE VM Essentials powered by Morpheus Data you can run both hypervisors on the same platform!
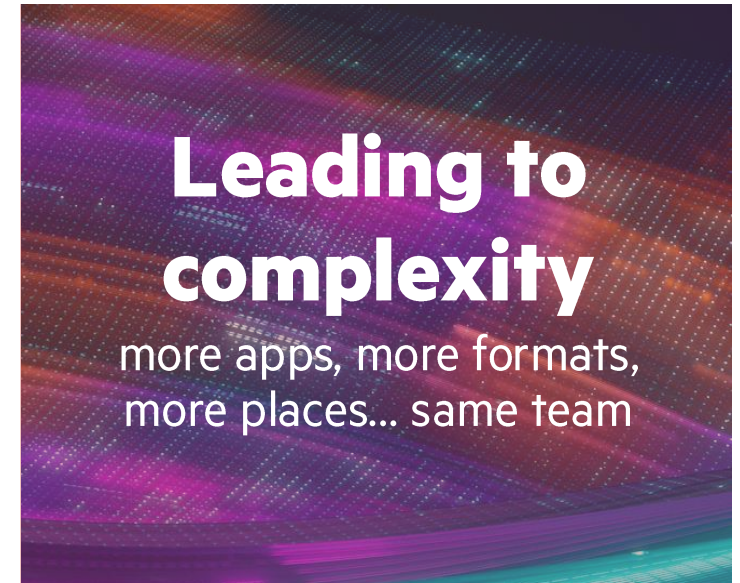
Today's realities are paralyzing virtually every enterprise

Increasing costs 2x – 5x
due to lock-in, forced bundling, and VM sprawl

Uncertain strategy
need to support current workloads and new runtimes

Leading to complexity
more apps, more formats, more places… same team

"I'm evaluating options, but it will take 2 years to deal with VMware while I also adjust our container strategy, figure out AI, and re-evaluate public cloud, Oh yeah… and I'm not getting any new people to help."

Why now? We are at a major inflection point as an industry.

Broadcom is creating challenges.

- **3x to 15x** cost increase
- **Significant reduction** in number of product bundles offered
- **Elimination** of perpetual license
- Focus on **top 2,000** accounts
- **Broken** engagement process
- Technical support **offloading**[1]

Customers are reacting.

99%
Concerned about the business impact of the VMware change[2]

32%
Considering leaving VMware and looking at alternatives[3]

30%
of the 2024 VMware customers will transition from the vSphere hypervisor to alternatives by 2028[4]

Opportunity is accelerating.

- **Rehost and Re-platform:** Optimize and streamline management of virtualized application services

- **Refactor:** Accelerate adoption of cloud-native apps (containers and public cloud PaaS services)

Customers cannot afford to take a wait-and-see approach.
The door has opened to have a bigger conversation with customers.

[1] Broadcom Partner Support

[2] VMware Under Broadcom: Challenges, customer impacts and choices, June 2024

[3] High Levels of Customer Unease Around VMware-Broadcom Deal: Report, June 2024

[4] Gartner, April 2024

HPE offers **a future-proof strategy and platform** to go beyond virtualization

*Free up **resources**, focus on your **workloads**, and unify the **operating model** so you land the right workload in the right place **on-demand with no compromise***

OPTIMIZE
investments with the right analytics, infrastructure, and financial controls

MODERNIZE
with open alternatives, an ecosystem of engineered solutions, and migration help

SIMPLIFY
hybrid cloud operations with unified orchestration and end-to-end manageability
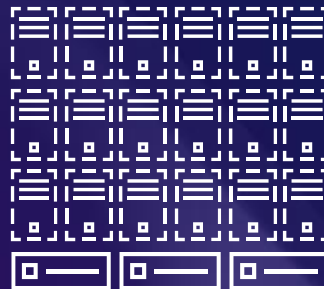
Optimize

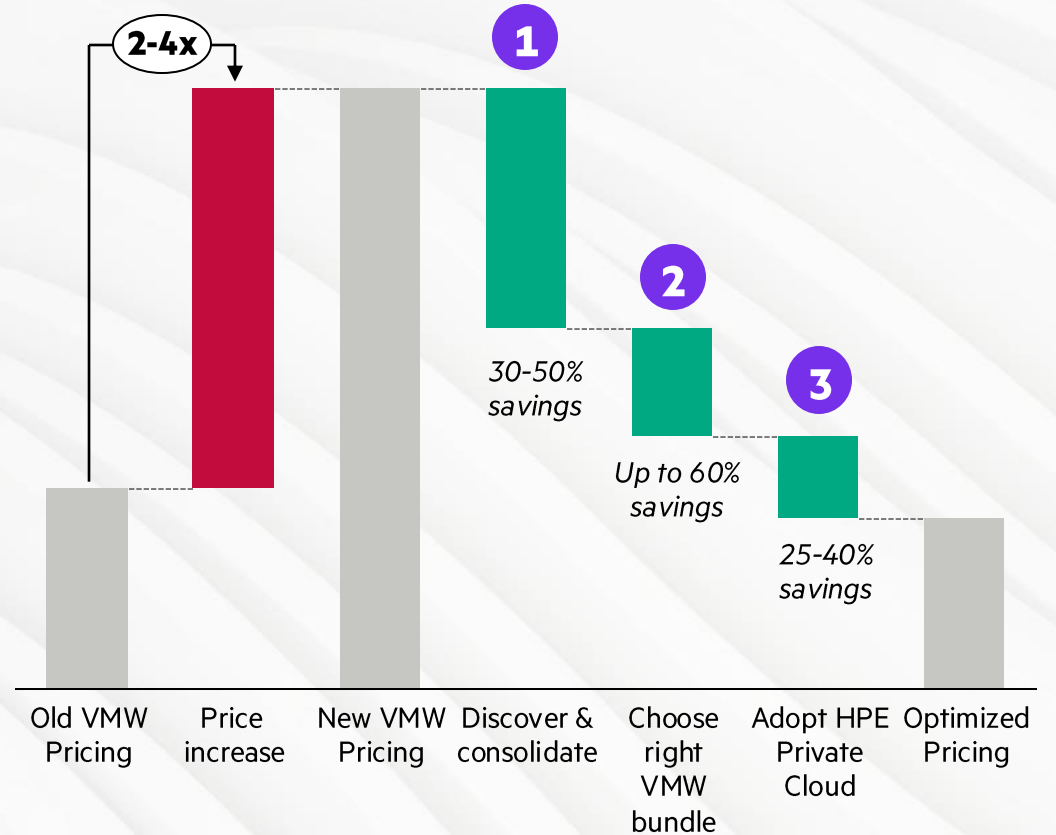to reduce the costs of established virtualization deployments and enable focus on what's next

3-step approach

A proven playbook for customers to reduce virtualization TCO

TCO reduction playbook	Savings
1 Assess VM use and utilization through **HPE CloudPhysics,** and consolidate VMs	**30 – 50%**
2 Choose the right VMware bundle to fit your needs and/or prepare for alternative approaches.	**Up to 60%**
3 Adopt **HPE Private Cloud solutions** and independently scalable **HPE Alletra Storage** to minimize virtualization licenses	**25 – 40+%**
Reduction in virtualization costs	**Up to 80%+**

3 steps to dramatically reduce VMware spend

2-4x

1 30-50% savings

2 Up to 60% savings

3 25-40% savings

Old VMW Pricing · Price increase · New VMW Pricing · Discover & consolidate · Choose right VMW bundle · Adopt HPE Private Cloud · Optimized Pricing

Modernize

to the best infrastructure & runtime
for traditional & emerging workloads

HPE VM Essentials Software to unify VMware & HPE VME hypervisor now available

Reduce costs with HPE VM Essentials integrated hypervisor

Featuring core capabilities to diversity VM estates including storage optionality (local, NFS, iSCSI, Fibre Channel), distributed workload placement, VM HA and live migration, storage live migration, data protection via snapshots and backup, and DR with Zerto*.

Simplify management across VMware and HPE in one place

Connect existing VMW clusters for management and VM-vending into ESXi and HPE VME hypervisor from one interface. Also includes IPAM and DNS integration, automation execution, secrets management, and VMW to KVM image conversion.

Future-proof IT with flexible consumption & upgrade paths

Available as standalone software and integrated into HPE Private Cloud. Customers can upgrade to full Morpheus PlatformOps for hybrid cloud management, K8s support, application templating, governance policy, and FinOps capabilities.

Lower risk with enterprise-grade support & ecosystem

Building on a proven KVM core, HPE VM Essentials includes HPE's enterprise-class global support. HPE is also working with its ecosystem of ISVs to expand HPE VME hypervisor certification and support for Data Protection, VDI, Databases, ERP, etc.

- Standalone Software for HPE & 3rd party hardware
- Will be fully Integrated HPE Private Cloud offerings
- Ubuntu pre-req today. Integrated installer in 1H25.
- Socket pricing for HPE VME. No extra cost for VMW
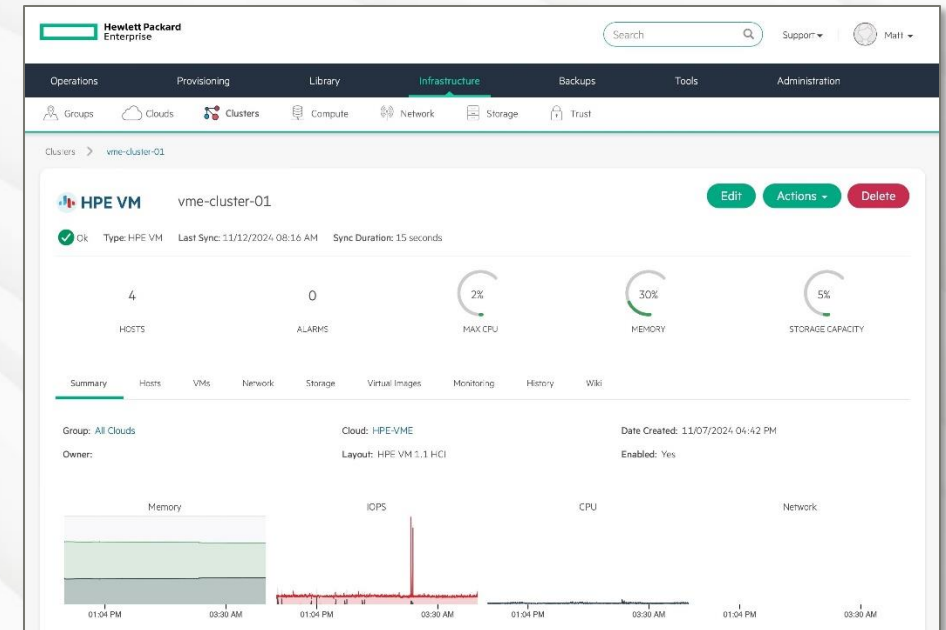
* Zerto integration with HPE VM Essentials on roadmap for 2H 2025

HPE VM Essentials is the best experience for mixed hypervisor estates

HPE VM Essentials for VMaaS + management of both

		VMware vSphere	HPE VME cluster
Core	Hypervisor	ESXi	HPE VME
	Live Migration	ESXi to ESXi (vMotion)	HPE VME to HPE VME
	High Availability	Yes	Yes
	Storage Migration	Storage vMotion	Storage Live Migration
	Workload Balancing	Yes	Yes
	Affinity & Anti	Yes	*Roadmap*
	Storage Support	Local, NFS, iSCSI, Fibre Channel	Local, NFS, iSCSI, Fibre Channel
	Logs & Metrics	Robust Native (+Aria Operations)	Basic Native (+OpsRamp for Adv.)
	GPU Support	Yes	*Roadmap: VME & Morpheus*
	Install Experience	.iso	Ubuntu. *Roadmap: Streamline*
Resiliency	Snapshots	VMW native with memory	HPE VME native, array-based
	Backup	Robust ecosystem	HPE VME native. *Roadmap ecosystem.*
	DR	VMware Live Recovery (SRM), Zerto,	Zerto
Ecosystem	Storage Integrations	vVols and VSAN	Alletra plugin and more to come
	HCL	Extensive	ProLiant & Alletra. *Roadmap: HPE & 3P*
	OVA/OVF Support	Yes	*Roadmap*

- **Targeting midrange & enterprise**
  Those looking to optimize virtualization spend for select workloads as an onramp for full Hybrid Cloud PlatformOps

- **Priced per CPU to save customer $**
  Per CPU socket for HPE VME nodes with brownfield VMware discovery and provisioning at no added cost.

- **Expanding workloads over time**
  Expect customers to start with test/dev and evolve as we expand ISV coverage, scale and performance guidance, etc.

- **Enabling the right mix of both**
  Tools like CloudPhysics, VMW to HPE VME Image Conversion, and Zerto migration in concert with HPE and Partner services

Will be available standalone and within HPE Private Cloud solutions

HPE GreenLake Cloud Platform

Managed with Morpheus Cloud Management Platform

HPE Private Cloud solutions

HPE VM Essentials
Embedded

NEW: HPE VM Essentials (VME)
Standalone Software

HPE GreenLake Flex (incl. co-engineered solutions)

Bare Metal	Container	Virtualization	Public Cloud
HPE PCE & HPE ProLiant	HPE K8s, aws EKS	HPE VME, vm, AS-HCI, X, suse, openshift, X	aws, Azure, Google Cloud

HPE Services

Advisory
Deploy
Integrate
Migrate
Manage
Operate

HPE VM Essentials for HPE Private Cloud

HPE GreenLake Platform

HPE Private Cloud Business Edition

Setup	Lifecycle Management

Cloud

On-Prem

Virtualization & Cloud Admins (On-Prem Console)

HPE VME node 1
- VME
- DSC VM
- VM
- VM
- VM
- VM

HPE VME node 2
- VM
- VM
- VM
- VM

HPE VME node 3
- VM
- VM
- VM
- VM

...

HPE VME node N
- VM
- VM
- VM
- VM

vSphere node 1
- vCenter
- DSC VM
- VM
- VM
- VM
- VM

vSphere node 2
- VM
- VM
- VM
- VM

vSphere node 3
- VM
- VM
- VM
- VM

...

vSphere node N
- VM
- VM
- VM
- VM

Infrastructure Managers

HPE VM Essentials Cluster

vSphere Cluster

HPE Datastores & Virtual Disks

vSphere Datastores & Virtual Disks

Shared HPE Alletra MP B10000 Storage

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Simplify

operations with unified orchestration and management across runtimes & clouds

HPE can take customers from VM Vending to full PlatformOps with Morpheus

BUILD & MANAGE

GOVERN & CONTROL

OPTIMIZE & VISUALIZE

AUTOMATE & ORCHESTRATE

Morpheus was born to enable self-service
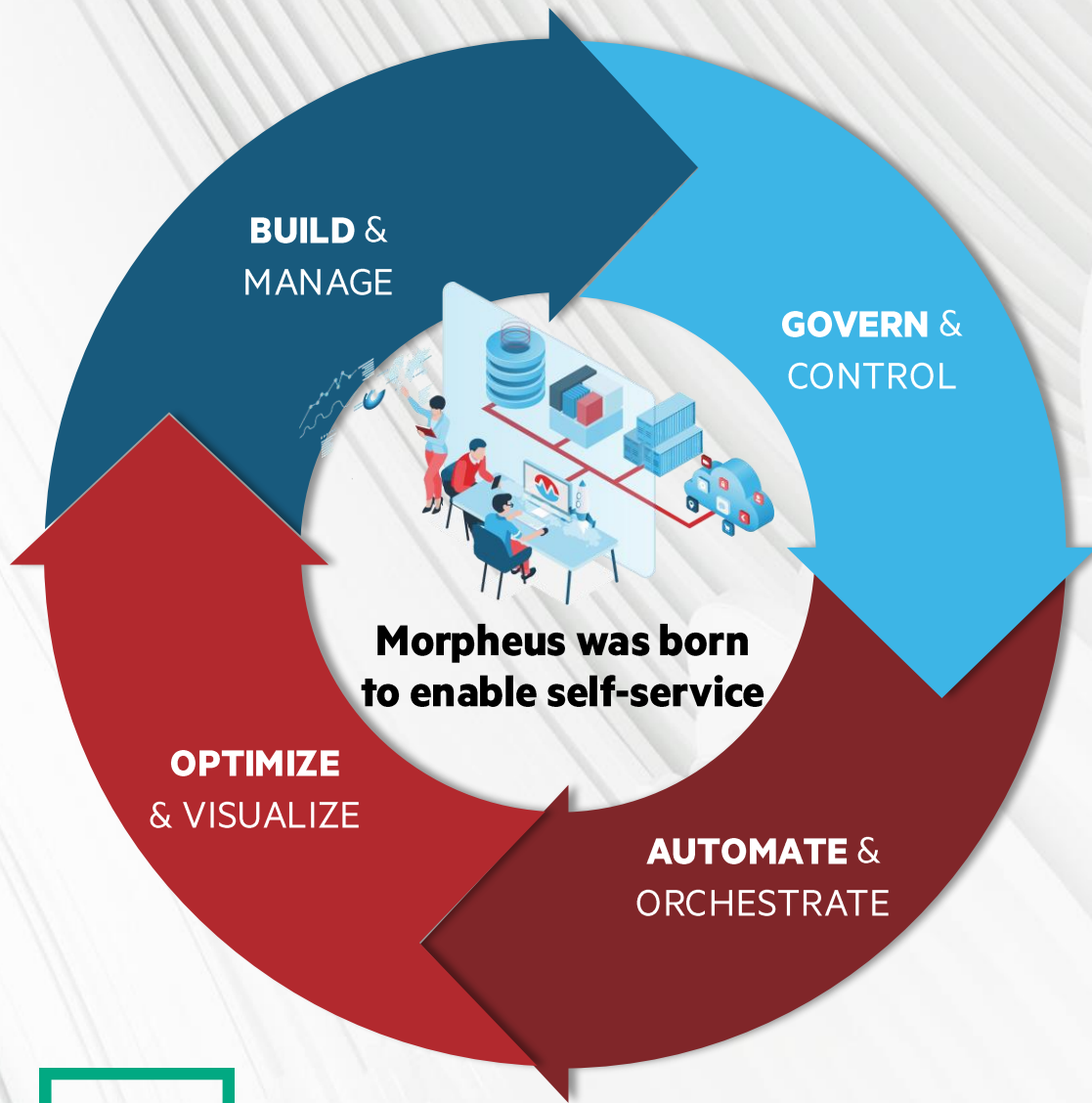
IT / Platform Ops: Boost productivity by up to 50%

Integrate on-prem tooling for private clouds, standardize public cloud access, simplify K8s, and run day-2 tasks/workflows/jobs

Security: Reduce risk exposure

Connect identity providers, establish RBAC, implement lifecycle and compliance policies, report on vulnerabilities, manage secrets

Developers: Provision up to 150x faster

On-demand provisioning of services and app stacks consistently across runtimes via GUI, IaC, full API/CLI, and CI/CD hooks

Finance: Reduce cloud cost by up to 30%

Discover brownfield instances, optimize resource use, centralize multi-cloud usage reporting, and enable showback/chargeback

Resources

VM Essentials Channel plan – evaluation options

VM Essentials Evaluation options

1 **HPE VM Essentials remote Live Demo LAB**
https://hpedemoportal.ext.hpe.com/?demoid=9305

2 **HPE VM Essentials 60 days Trial for POCs in Customer's environments**
HPE VM Essentials Software trial | HPE

3 **HPE Partners and Distributors with permanent Labs for education and quick remote POCs**
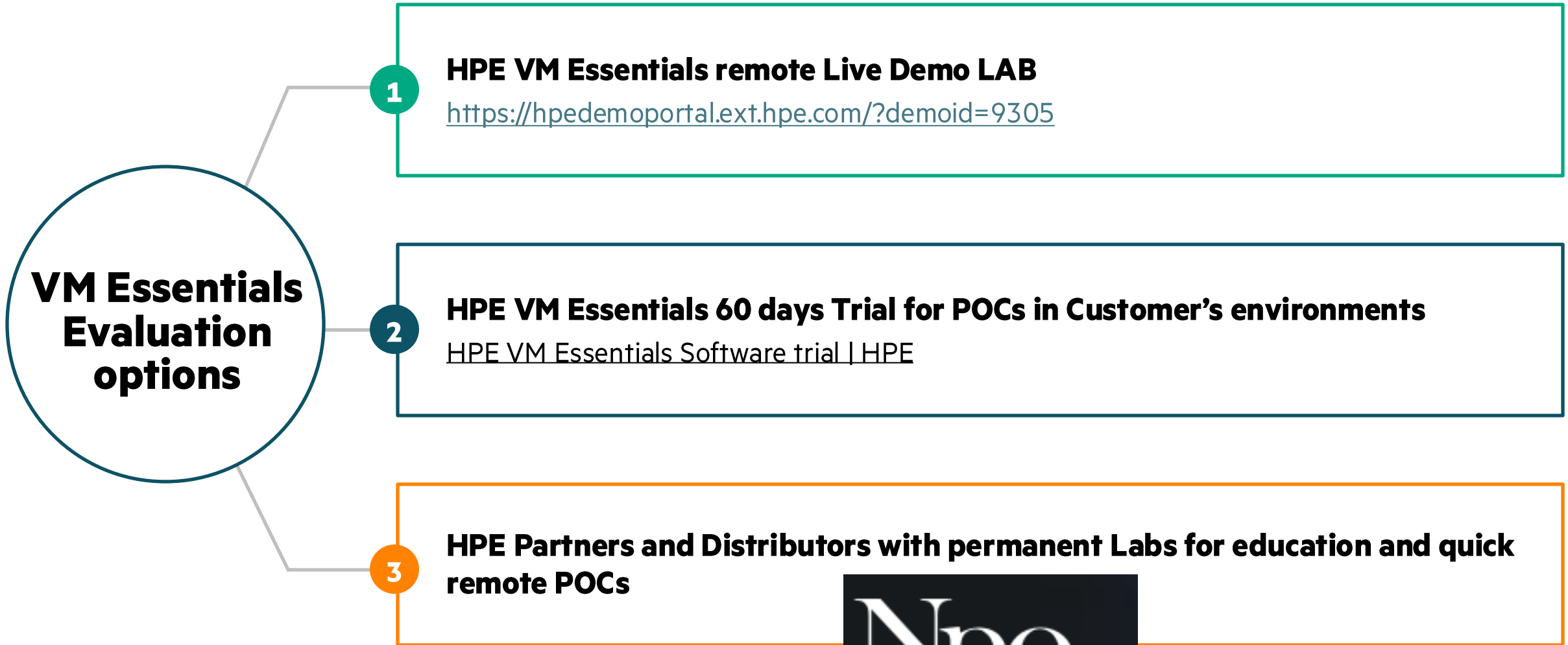
HPE VM Essentials Software Pre-Release promo for PCBE – extended until April 30

HPE VM Essentials Software Pre-Release Program Extension

Due to overwhelming interest from customers and partners, we're extending our HPE Virtualization Pre-Release Program through April 30, 2025. This program continues to offer:

- **Complimentary 3-year HPE VME subscription**
- **20% discount on HPE migration services**

Promotion Details:

- **Eligibility:** Customers who purchase HPE GreenLake for Private Cloud Business Edition with Alletra Storage MP B10000 or HPE SimpliVity Gen 11
- **Extended Period:** October 25, 2024, to April 30, 2025
- **Limited Offer:** Available for the first 100 orders

For program details, please reference our comprehensive Program Overview, Reference Guide, and FAQ on Seismic and PSnow.

Resources

HPE Private Cloud Solutions

- HPE Private Cloud solutions briefcase (look for VM Essentials)
- HPE VM Essentials Software Demo video (YouTube)
- Getting to know HPE VM Essentials video (YouTube) - new
- HPE Virtualization pre-release promo: Sales Presentation
- HPE Virtualization pre-release program

HPE Virtualization pre-release program

- HPE Virtualization pre-release promo: Sales Presentation
- HPE Virtualization pre-release program

HPE VM Essentials 60-days trial

HPE VM Essentials Software trial | HPE

VME Demo Lab

https://hpedemoportal.ext.hpe.com/?demoid=9305

Key Resources

	Type	Name ↑
☐	📕	Competitive Positioning - HPE VM Essential Competitive Battlecard
☐	📙	Customer Presentation - 5 ways to simplify VM management and lower licensing costs
☐	📙	Customer Presentation - HPE VM Essentials
☐	📕	FAQ - HPE VM Essentials Software
☐	▶	HPE VM Essentials - Pre-sales what you need to know
☐	▶	Morpheus PlatformOps - What pre-sales teams need to know
☐	📕	Play Book - HPE Hybrid Cloud Virtualization
☐	📕	Solution Brief - HPE VM Essentials Software and hybrid cloud operations powered by M...

Sort: Name   Columns

Q&A

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