



## Hardware and Software Partner Support

See how hardware and software partners are working with HP Services to introduce services that create new data centers and improve existing ones in addition to a unique approach to data center outsourcing.

### **Cisco Systems**

"As more of our mutual customers continue to centralize business-critical applications, Cisco and HP Services are working closely together to optimize how these applications are stored in consolidated data centers and how they are delivered across the optimized Cisco network infrastructure. As a Cisco Global Gold Partner, HP's new Data Center Transformation services map closely to Cisco's Data Center 3.0 vision of a more unified data center IT architecture that is optimized for unified communication and other business-critical applications."

– Rajiv Ramaswami, vice president and general manager, Data Center Business Unit, Cisco

### **Microsoft**

"With a dedicated Microsoft Solutions Practice that is chartered to develop, launch and maintain solutions leveraging the Microsoft platform, we are confident of HP Services' capabilities to transform the data center using next-generation Microsoft technologies including Windows Server 2008 and Microsoft Virtual Server. HP Services and Microsoft will continue to deliver one of the broadest IT solution portfolios, ranging from data center to device, so that our enterprise customers worldwide receive optimal business value from their relationships with Microsoft and HP."

– Simon Witts, corporate vice president, Enterprise and Partner Group, Microsoft Corp.

### **Oracle**

"HP and Oracle are partnering to deliver solutions that offer HP Adaptive Infrastructure capabilities along with Oracle Grid computing, including Oracle Database and Real Application Clusters, Data Warehousing and Fusion Middleware including SOA Suite. This effort enables customers to move to next-generation data center functionality and allows the ability to customize to customers' infrastructure architecture preferences. The HP Reference Architectures for Oracle and associated service offerings are designed to deliver efficient administration, optimized utilization and standardization. In addition, HP and Oracle competency and realization centers are available worldwide to help our clients explore the latest data center consolidation solutions that best meet their unique data center needs."

– John Gawkowski, vice president, Platform Technology Solutions, Oracle

## **SAP**

"With HP as a strategic Global Technology Partner for SAP, SAP and HP Services are working closely to accelerate the SAP application upgrades and installations of our joint customers while transforming and consolidating their data centers. Both HP and SAP are committed to providing our customers with seamless support for business processes from data centers to applications and end users. HP's new data center transformation services provide rationalization and modernization for applications during data center transformation to help our customers optimize SAP application environments."

– Sanjog Gad, vice president, Advanced Technology, SAP Labs

## **VMware**

"HP Services is a strategic VMware partner, helping us transform power-hungry IT infrastructure into lean and efficient virtual data centers. Customers can look to one source for the expertise they need to deploy VMware data center virtualization and management solutions using best-practice infrastructure methodologies from HP Services."

– Jason Martin, vice president, Professional Services, VMware

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