# Partner quotes for HP virtualization

### AMD

"Since its introduction in June, Six-Core AMD Opteron™ processor-based servers have been demonstrating solid virtualization performance, with the AMD-based HP ProLiant DL785 G6 server posting a new top 48-core VMmark score and the HP ProLiant DL585 and BL685c holding top 24-core VMmark scores. Together, AMD and HP are helping data center customers achieve new levels of efficiency, consolidation and power savings, especially in the very dense cloud and web-serving environments."

– Margaret Lewis, director, Product Marketing

### BLADE Network Technologies

"In cloud computing and enterprise data center environments, BLADE supports HP's efforts to leverage the benefits of virtualization across the infrastructure. In today's bandwidth-intensive virtualization infrastructures, network policies must move along with virtual machines to maintain application performance, availability and security, which is exactly what VMready is all about."

– Dan Tuchler, vice president, Strategy and Product Management

### Broadcom

"Broadcom and HP continue to collaborate on converged networking solutions that improve server and storage performance in addition to delivering superior ROI in virtualized environments. Integrating the Broadcom NetXtreme II 10 Gigabit Ethernet controller with HP ProLiant G6 blade servers provides HP Virtual Connect Flex-10 customers with the scalability and flexibility that offer them the ability to expand their business while also reducing operating costs."

– Vinod Lakhani, senior director and general manager, High-Speed Controller line of business

### Brocade

"Brocade and HP have long understood that the benefits of server and storage virtualization are widely driving the demand to apply these technology solutions more broadly in the data center. The two companies also share the common vision that to scale these technologies effectively, customers have to take an evolutionary approach that works within the constructs of existing architecture and IT investments within their

data centers. In recognition of these customer requirements, Brocade and HP are leveraging their decade-plus partnership to transform a wide variety of open, standards-based computing, networking and storage technologies into highly interoperable solutions that will help enable virtualized applications to be deployed rapidly, meet demanding performance requirements, and allow secure, reliable access to mission-critical data."

– Dave Stevens, chief technology officer

### Citrix Systems

"Together, Citrix virtualization products and HP infrastructure technology can dramatically simplify computing – from the data center to the desktop. For data centers and private clouds, Citrix XenServer provides an ideal complement to HP infrastructure, offering powerful, enterprise-class virtualization at a fraction of the cost. At the desktop, HP infrastructure makes it easier for organizations to deploy and manage their servers and storage, while Citrix XenDesktop with HDX Technology leads the industry in delivering high-definition virtual desktops that work with any hypervisor, including Microsoft Hyper-V and VMware ESX, as well as our own Citrix XenServer. This powerful combination increases flexibility, enhances security and reduces operating costs for data centers and desktops alike."

– Frank Artale, group vice president, Business Development

### Emulex

"Emulex is working closely with HP and VMware to deliver qualified, innovative solutions in the data center. Organizations can save both capex and opex by running VMware vSphere 4 on HP servers with Emulex LightPulse® HBAs and CNAs to run more virtual machines per server and drive greater consolidation in the data center."

– Steve Daheb, chief marketing officer and senior vice president, Business Development

### F5

"Virtualization allows organizations to cut costs, improve efficiency and increase essential infrastructure agility, but it also brings complexities – including scale and management concerns – that impact the surrounding IT infrastructure. We support HP's cloud initiative of delivering highly scalable and adaptable global-class services to ensure optimized application delivery to users and continue to collaborate with HP to help enterprises maximize the value of their virtualization investments."

— Karl Triebes, senior vice president, Development, and chief technology officer

### Intel

"With the VMware-certified HP ProLiant G6 blade server powered by the intelligent processing power of the Intel® Xeon® processor 5500 series, Intel and HP continue our strong collaboration to deliver solutions to our customers' biggest IT challenges. We've been excited to see customers experience immediate business benefit from improved

productivity, resource utilization, and energy efficiency in a cost-effective, highly flexible virtualized environment."

– Boyd Davis, general manager, Server Platforms Group Marketing

### McAfee

"Virtualization is being widely deployed in enterprise environments to reduce ownership costs, enable consolidation and improve operational efficiencies. The latest additions to the HP BladeSystem family, the HP ProLiant G6 server blades and HP Virtual Connect Flex-10, enhance these virtualization benefits with increased memory capacity, power savings and network consolidation such that enterprises can benefit from the full potential of virtualization technology. Combining McAfee Total Protection for Virtualization with the HP BladeSystem infrastructure extends security across virtual and physical environments and sets a new standard for securing virtualized infrastructures."

– Brian Foster, senior vice president, Worldwide Product Management

### Mellanox Technologies

"Mellanox and HP share a strong commitment to helping customers obtain the full benefits of virtualization. Combining Mellanox ConnectX adapters, now VMware Ready Certified for VMware vSphere 4, with HP's leading server and storage solutions enables end-users to achieve maximum return on investment by virtualizing across their entire infrastructure, improving data center efficiency with optimal performance and agility."

– John Monson, vice president, Marketing

### Microsoft Corp.

"Microsoft and HP are working together to help customers obtain greater value of their virtualization and systems management investments. Customers of all sizes are responding well to the joint solutions and initiatives as it represents a more cost-effective and complete solution than alternatives. This response can be seen in customers such as Continental Airlines, Nissan Ireland, Costco Wholesale Corporation amongst many others, and our initiatives to help customers virtualize their infrastructures will fuel continued value for new customers."

– Zane Adam, senior director of virtualization and management, Server & Tools Business

### Novell

"HP and VMware are critical virtualization partners for Novell, and we are excited by our ongoing collaboration to jointly develop solutions that enable customers to maximize the value of their virtualization investments. We offer SUSE Linux Enterprise Server as part of the HP Solution Builder program to provide users with the benefits of our operating system's full optimization for VMware ESX on HP BladeSystems – a combination with all the necessary components to deliver a cost-effective, high-performance virtualization environment for enterprise data centers."

– Holger Dyroff, vice president of business development, Open Platform Solutions

### QLogic

"QLogic and HP have an established history of collaborating together to meet growing customer demand for data center solutions designed for highly virtualized environments. HP servers and high-density storage platforms, combined with QLogic's extensive portfolio of infrastructure connectivity solutions such as our VMware-certified Fibre Channel adapters, deliver the performance, bandwidth and scalability to enable higher degrees of virtualization in the data center."

– Scott Genereux, senior vice president, Worldwide Sales and Marketing

### Red Hat

"Red Hat Enterprise Virtualization and HP infrastructure technology will help companies create an easily managed, integrated pool of resources that operate in both physical and virtual environments with the benefits of having virtualization integrated into the Linux operating system. The combination of Red Hat Enterprise Virtualization with HP BladeSystem Matrix as well as HP ProLiant servers delivers a virtualization environment that will result in true on-demand computing for enterprise data centers."

– Scott Crenshaw, vice president, Platform Technologies

### SenSage

"SenSage event data warehousing products, combined with HP infrastructure and virtualization technologies, reduce the total cost of ownership for compliance, CDR/IPDR analysis and SAP monitoring solutions. A telecommunications company recently reduced its infrastructure and management costs by 50 percent for a government-mandated CDR analysis and retrieval capability. This application, supporting queries across hundreds of billions of records, demonstrates the performance of HP industry-standard servers and storage in VM environments."

– Joe Gottlieb, vice president, Marketing and Business Development

### Symantec

"Symantec is committed to delivering higher value and continuing cost savings to customers through our messaging and web security solutions. With Symantec Brightmail Gateway Virtual Edition, we are delivering a messaging security platform with industry-leading antispam, antivirus, advanced content filtering, data loss prevention technology, deployable as a virtual appliance running on a VMware platform. Combining Symantec software and HP hardware, customers will be able to respond dynamically to the rise and fall of spam and malware attacks while increasing server utilization, preserving the uptime of mission-critical messaging services, and maximizing their overall ROI."

– Angelos Kottas, principal product manager

**VMware**

"VMware and HP have a strong relationship that delivers state-of-the-art efficiency, lower capital and operating costs, and rich service offerings to our customers, solving real-world business problems. With VMware vSphere 4, our combined portfolios will offer simple, packaged solutions that deliver efficient, flexible and reliable IT as a service to meet the most demanding needs of customers of all sizes."

– Raghu Raghuram, vice president and general manager, Server Business Unit