HP and Microsoft Expand Partnership: Virtualization

Improving customer efficiency with comprehensive virtualization and heterogeneous management

Overview

HP and Microsoft have extended their 25-year partnership to dramatically simplify technology environments. Over the next three years, the companies will invest $250 million in new solutions built on a next-generation infrastructure-to-application model. These solutions will advance cloud computing by speeding application implementation, eliminating management complexities and automating manual processes to lower the overall cost of IT.

HP's Converged Infrastructure architecture and Microsoft Dynamic IT software provide the foundation for the new solutions. When these are combined with a comprehensive portfolio of deployment and lifecycle services, customers can easily create the foundation for a service-based computing model.

Initial offerings include:

— New solutions based on HP Converged Infrastructure teamed with Microsoft Hyper-V and applications will enable customers to:

  — decrease implementation time of complete IT services from weeks or months to fewer than two hours; [2]

  — decrease unplanned downtime by up to 77 percent; [3]

  — reduce network and cabling infrastructure costs by up to 66 percent; [4]

  — achieve a service-based infrastructure that can serve as the foundation for cloud computing.

— Heterogeneous data center management solutions for virtualized environments that improve administrator productivity and simplify management through integration and interoperability of HP's Insight Software and Business Technology Optimization software portfolio with Microsoft's System Center suite. Customers can automate the provisioning, monitoring and ongoing maintenance of virtualized IT services in a primarily Microsoft environment or within a heterogeneous data center.

— HP Virtualization Smart Bundles with Hyper-V for small- to midsize businesses (SMBs) that simplify the purchase, setup and maintenance of a virtualized

Editorial Contacts

Michael Thacker, HP
+1 415 819 3115
thacker@hp.com

Microsoft Rapid Response Team
Waggener Edstrom Worldwide for Microsoft
+1 503 443 7070
rrt@waggeneredstrom.com

Hewlett-Packard Company
3000 Hanover Street
Palo Alto, CA 94304
www.hp.com

infrastructure. These "Smart Bundles" are based on HP server, storage and networking solutions, coupled with Microsoft Windows Server and HP Insight Software. They make it easier for customers to purchase required hardware, virtualization and management components in a single cost-effective package. To improve productivity, customers also can add Microsoft System Center Essentials and elements of HP Operation Center solutions to unify the management of hardware, OS and applications.

— Strategy workshops, return on investment and business value services that complement the new joint solutions. Through 11,000 Microsoft-certified HP professionals worldwide, HP's Services organizations, in conjunction with Microsoft Services, support the entire integrated hardware and software solution from simple implementations to the most business-critical infrastructure.

Over the next three years, HP and Microsoft will collaborate on a joint product roadmap that:

— Simplifies the initial deployment, hardware monitoring and power management while providing performance optimization of HP ProLiant servers and HP BladeSystem infrastructure. This will be accomplished through deep integration between HP Insight Software and Microsoft System Center solutions.

— Allows customers to reap the complete benefits of virtualization by ensuring storage is an integrated part of the virtual infrastructure. As a result, customers gain:

— simplicity with in-depth management of HP storage within a Microsoft System Center environment;

— faster virtualization deployments by repurposing direct-attached server storage into shared storage resources with the HP Virtual SAN Appliance for Hyper-V.

— Enables Private Cloud implementations. HP & Microsoft Services will help customers transform their IT environments into converged, highly automated and secure infrastructures that deliver technology services on-the-fly, by integrating HP expertise in infrastructure and infrastructure management with Microsoft expertise in virtualization and management of Windows, Hyper-V and Microsoft applications.

— Enables mid-market customers to take control of their server, storage, networking and client devices, as well as OS and applications, from a single console. This is delivered by integrating core HP ProLiant management with HP Operations Center and Microsoft System Center Essentials.

— Ensures interoperability in heterogeneous, enterprise IT environments through development of connectors between products in the HP Business Technology Optimization and Microsoft System Center portfolios.

— Facilitates dynamic management of virtual and physical networks by delivering support of HP Flex Fabric within Microsoft virtualization and System Center management products.

(1) Source: Internal HP analysis

(2) IDC White Paper sponsored by HP, "Gaining Business Value and ROI with HP Insight Control," Document No. 218069, May 2009.

(3) IDC White Paper sponsored by HP, "Realizing TCO Savings with HP BladeSystem Virtual Connect Flex-10 Technology," Document No. 218222, May 2009.

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