

THE POWER OF CONVERGENCE

CHANGING THE RULES OF NETWORKING

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**HP IS TRANSFORMING THE
NETWORKING INDUSTRY**



LEGACY NETWORKS NEED TRANSFORMATION



FOCUS ON INNOVATION



HP CONVERGED INFRASTRUCTURE



HP NETWORKING STRATEGIC PILLARS



COMPETITION

IS **GOOD**

INNOVATION

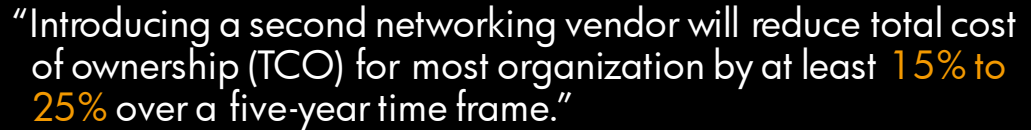
IS **CRITICAL**

MANAGEMENT

SHOULD BE **EASY**



Debunking the Myth of the Single-Vendor Network



“Network architects and CIOs must consider alternative network vendors to ensure that they deliver a functional network solution at an appropriate cost point.”



HP NETWORKING IS MAKING AN IMPACT



75%

of the participants said HP is
part of the discussion now with

29%

saying HP is influencing deal terms
and winning over Cisco.

INNOVATION IN ARCHITECTURE

FlexNetwork Architecture



FlexFabric

Networking for the
data center of the future

FlexCampus

High-performance switching
for wired and wireless networks

FlexBranch

Industry's first all-in-one
connectivity

FlexManagement

Converging network management and orchestration

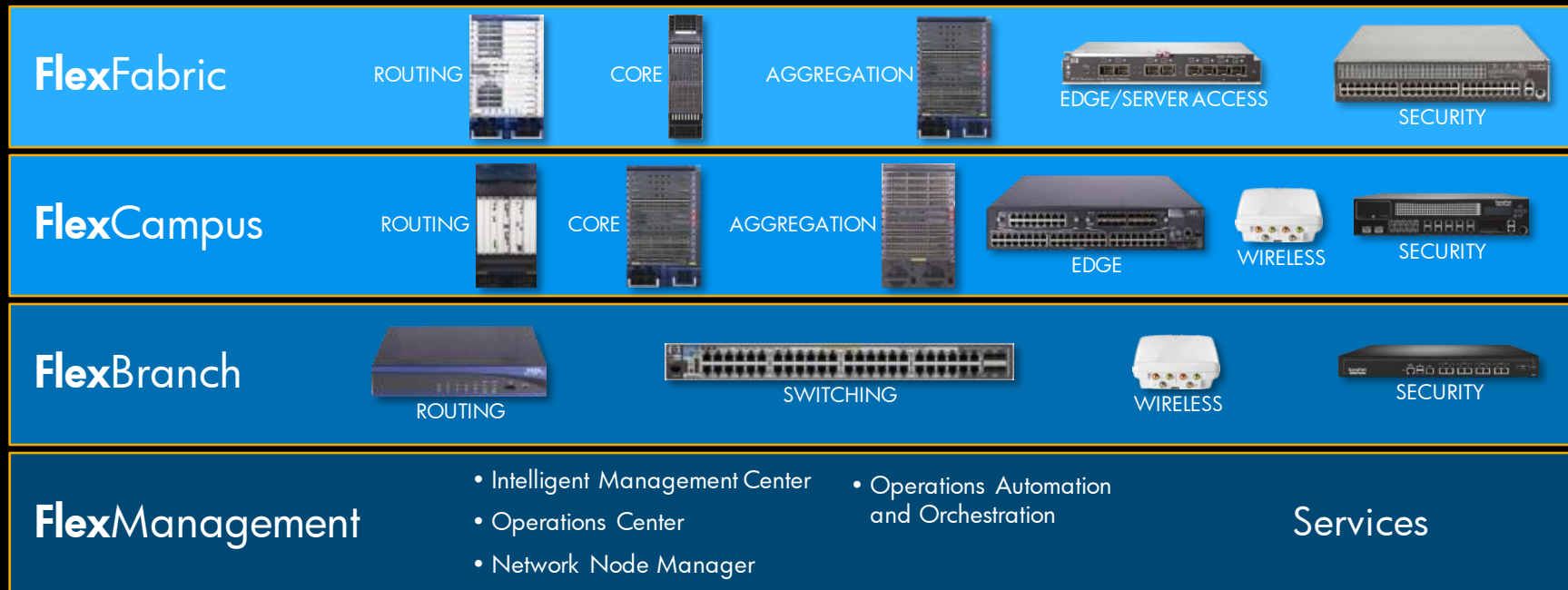
FlexNetwork Architecture

Open • Scalable • Consistent Experience • Secure • Agile



HP NETWORKING

Leadership from edge to the data center core



INNOVATIONS IN NETWORKING

FlexCampus

INTRODUCING INDUSTRY-LEADING
PERFORMANCE FOR FLEXCAMPUS



A10508



E8200zl

250% higher
performance

vs. **Cisco**
Catalyst 6509

600% higher
performance

vs. **Cisco**
Catalyst 4506

Source: HP competitive analysis using published data; Tolly Enterprises, LLC;
HP E5406 compared to Cisco 4506

Securing FlexFabric

INTRODUCING THE HP
TIPPINGPOINT S6100N



High-performance virtual
and cloud security

309 vulnerabilities discovered

vs. **1** from **Cisco**

Source: HP competitive analysis using published data and source and Frost and Sullivan World
Vulnerability Research Tracker CY 2009 and CY 2010, April 2010 and March 2011

FlexManagement

INTRODUCING HP INTELLIGENT
MANAGEMENT CENTER 5



ONE management platform

vs. **30** from **Cisco**



HP NETWORKING

183%

FY11Q1 growth YoY

Over 30%

growth YoY in Switching & Routing

24,000
customers worldwide

Over 450
proof of concepts

38% of Fortune 1,000
in EMEA & AMS



BMW GROUP



ConsolidatedGraphics

Telefonica

