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HPE SimpliVity Customer Proof Points

**Based on Research
by TechValidate**

June, 2018



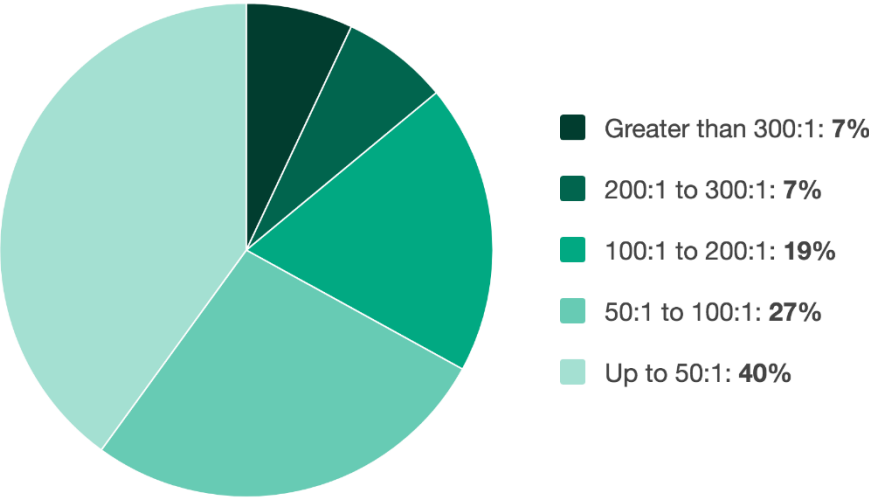


HPE SimpliVity Customer Proof Points

Stats and Charts

HPE SIMPLIVITY CUSTOMER RESEARCH

Since deploying SimpliVity, what efficiency benefits have you realized or what do you expect to realize regarding capacity savings?



Source: TechValidate survey of 294 users of HPE SimpliVity

✓ Validated Published: Jun. 14, 2018 TVID: 5EE-85A-484

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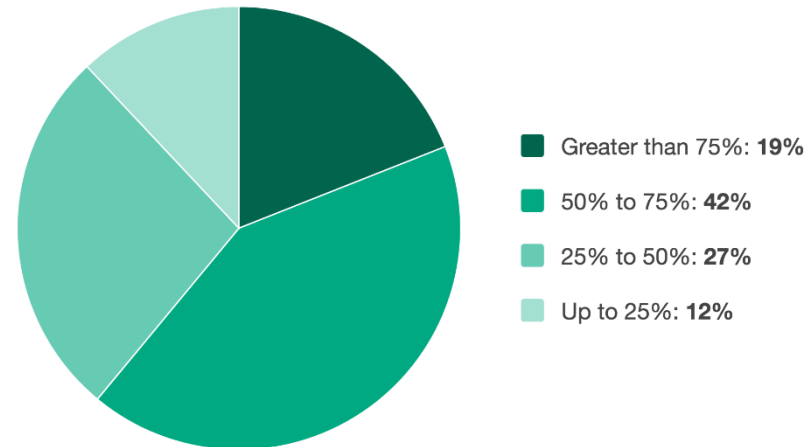
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Stats and Charts

HPE SIMPLIVITY CUSTOMER RESEARCH

HPE SimpliVity Provides Dramatic Application Performance Improvements

Since deploying HPE SimpliVity, how much have you improved or do you expect to improve performance?



Source: TechValidate survey of 283 users of HPE SimpliVity

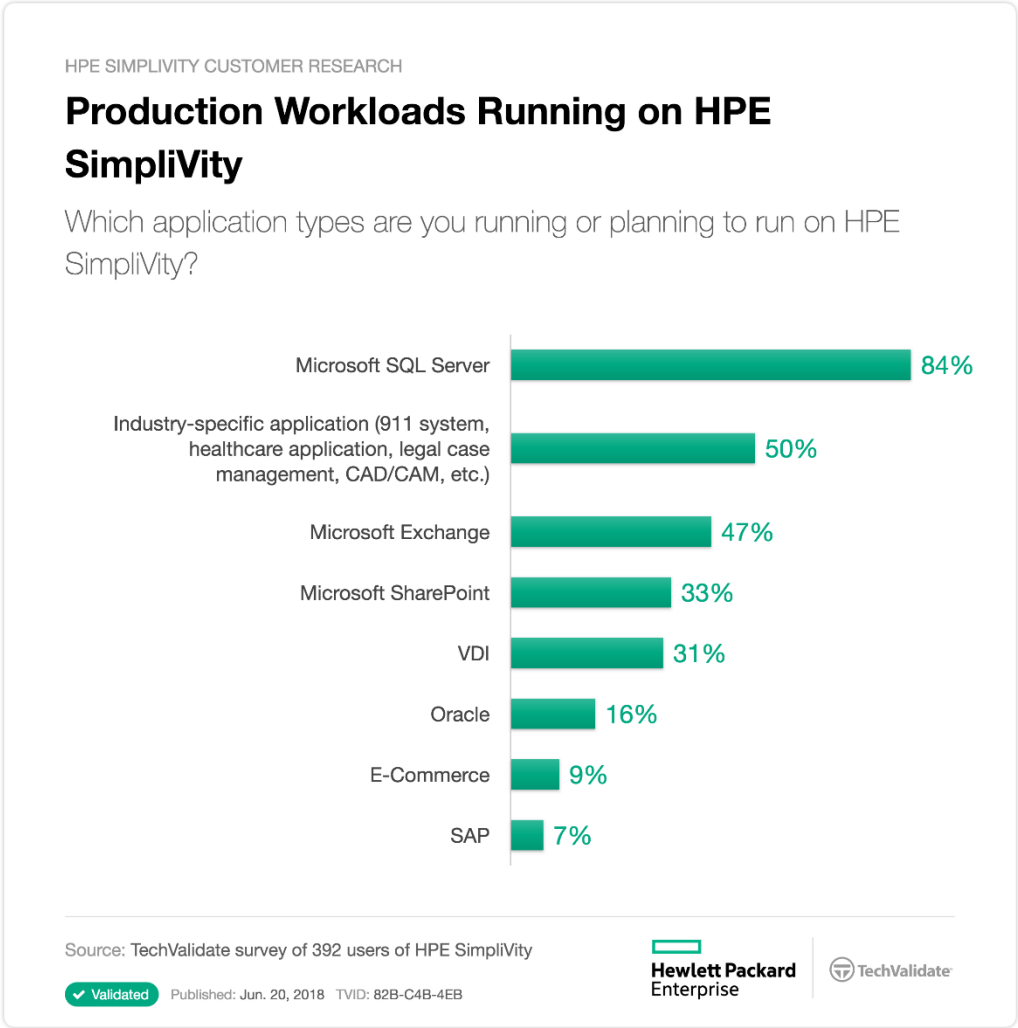
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Stats and Charts



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Stats and Charts

HPE SIMPLIVITY CUSTOMER RESEARCH

How long does it take you to deploy new workloads, including allocating compute and storage resources, and configuring data protection policies?

■ Up to 1 day ■ 1 day - 1 week ■ 1 week - 1 month ■ More than 1 month

Before SimpliVity



After SimpliVity



Source: TechValidate survey of 383 users of HPE SimpliVity

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Published: Jun. 14, 2018 TVID: E84-5F1-B14


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Stats and Charts

HPE SIMPLIVITY CUSTOMER STATISTIC

95% of surveyed organizations realized value in 3 to 6 months or sooner after the deployment of HPE SimpliVity.



Source: TechValidate survey of 348 users of HPE SimpliVity Hyperconverged Infrastructure

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Published: Jun. 14, 2018 TVID: 2B9-31C-F51


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Unique URL: <https://www.techvalidate.com/tvid/2B9-31C-F51>

Stats and Charts

HPE SIMPLIVITY CUSTOMER STATISTIC

97% of surveyed organizations report that HPE SimpliVity's inline dedupe/compression is a valuable feature.



Source: TechValidate survey of 387 users of HPE SimpliVity



Validated

Published: Jun. 14, 2018 TVID: F8B-D83-6AC



Unique URL: <https://www.techvalidate.com/tvid/F8B-D83-6AC>

Stats and Charts

HPE SIMPLIVITY CUSTOMER STATISTIC

94% of surveyed organizations report that HPE SimpliVity's integrated data protection is a valuable feature.



Source: TechValidate survey of 387 users of HPE SimpliVity



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Stats and Charts

HPE SIMPLIVITY CUSTOMER STATISTIC

94% of surveyed organizations report that HPE SimpliVity's VM-centric management via vCenter is a valuable feature.



Source: TechValidate survey of 387 users of HPE SimpliVity

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Published: Jun. 14, 2018 TVID: 89A-A81-F14


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Unique URL: <https://www.techvalidate.com/tvid/89A-A81-F14>

Stats and Charts

HPE SIMPLIVITY CUSTOMER STATISTIC

92% of surveyed organizations report that HPE SimpliVity's hyperconverged infrastructure with HPE ProLiant DL380 is a valuable feature.



Source: TechValidate survey of 387 users of HPE SimpliVity

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Unique URL: <https://www.techvalidate.com/tvid/A06-5AE-D42>

Customer Testimonial

HPE SIMPLIVITY HYPERCONVERGED INFRASTRUCTURE CUSTOMER TESTIMONIAL

Improved Business Outcomes from HPE SimpliVity

“ We now have true redundancy, both locally and remotely, and we have a backup archive of some systems that we did not have previously. We also now have higher performing resources available to use.

— Dirk Marshall, IT Manager, City of Mesquite

Source: Dirk Marshall, IT Manager, City of Mesquite

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Published: Apr. 27, 2017 TVID: 1B7-2C3-D54


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Unique URL: <https://www.techvalidate.com/tvid/1B7-2C3-D54>

Customer Testimonial

HPE SIMPLIVITY HYPERCONVERGED INFRASTRUCTURE CUSTOMER TESTIMONIAL

Improved Business Outcomes from HPE SimpliVity

“HPE SimpliVity improved the overall capacity of user-heavy applications and allowed for improved speed and availability of critical applications.

— CIO, State & Local Government

Source: CIO, State & Local Government



Published: Apr. 27, 2017 TVID: 100-C9C-F28



Unique URL: <https://www.techvalidate.com/tvid/100-C9C-F28>

Customer Testimonial

HPE SIMPLIVITY HYPERCONVERGED INFRASTRUCTURE CUSTOMER TESTIMONIAL

Improved Business Outcomes from HPE SimpliVity

“HPE SimpliVity keeps us from having to manage multiple vendors and helps avoid the multiple maintenance cost streams. The HPE SimpliVity systems will allow us to greatly consolidate our data center footprint and save on electricity and air conditioning.

— Eddy Bush, Senior Manager Data Centers, NewPage Corporation

Source: Eddy Bush, Senior Manager Data Centers, NewPage Corporation

✓ Validated Published: Apr. 27, 2017 TVID: D39-E86-F73


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Unique URL: <https://www.techvalidate.com/tvid/D39-E86-F73>

Customer Testimonial

HPE SIMPLIVITY HYPERCONVERGED INFRASTRUCTURE CUSTOMER TESTIMONIAL

Improved Business Outcomes from HPE SimpliVity

“ The organization has benefited mostly by freeing up IT resources to work on other projects since our deployment process is so much quicker. Also, HPE SimpliVity gives us a simple method of building a DR process without a complicated and expensive solution.

— Nelson Carreira, Director of Servers & Desktops, St. John's Riverside Hospital

Source: Nelson Carreira, Director of Servers & Desktops, St. John's Riverside Hospital

✓ Validated

Published: Apr. 27, 2017 TVID: 4CD-889-0AE

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Unique URL: <https://www.techvalidate.com/tvid/4CD-889-0AE>

Customer Testimonial

HPE SIMPLIVITY HYPERCONVERGED INFRASTRUCTURE CUSTOMER TESTIMONIAL

Improved Business Outcomes from HPE SimpliVity

“Ease of management of servers, datastores, and backups is amazing. All from one location is even better.

— Derik Wurst, Network Engineer, Treasure Island Resort & Casino

Source: Derik Wurst, Network Engineer, Treasure Island Resort & Casino


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✓ Validated Published: Apr. 27, 2017 TVID: 99D-FFB-1B0

Unique URL: <https://www.techvalidate.com/tvid/99D-FFB-1B0>

Customer Testimonial

HPE SIMPLIVITY HYPERCONVERGED INFRASTRUCTURE CUSTOMER TESTIMONIAL

Improved Business Outcomes from HPE SimpliVity

“ We have reduced our yearly operating expense from \$1.2 million down to about \$450K. We have also vastly simplified management of our infrastructure and have been able to greatly accelerate our delivery times to our supported teams and business units.

— Blake Keller, Infrastructure Manager, ZeroChaos

Source: Blake Keller, Infrastructure Manager, ZeroChaos

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Published: Apr. 27, 2017 TVID: 535-02E-CFC

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Unique URL: <https://www.techvalidate.com/tvid/535-02E-CFC>

Customer Testimonial

HPE SIMPLIVITY HYPERCONVERGED INFRASTRUCTURE CUSTOMER TESTIMONIAL

Improved Business Outcomes from HPE SimpliVity

“The ability to deploy VDI to replace legacy workstations running solid, works. The resulting solution is 400% faster than the legacy workstations. We estimate that HPE SimpliVity will save us more than \$100k over the next year.

— Russell Turley, IT Manager, Romac Industries

Source: Russell Turley, IT Manager, Romac Industries

✓ Validated

Published: Apr. 27, 2017 TVID: A4F-2D6-BF4


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 TechValidate

Unique URL: <https://www.techvalidate.com/tvid/A4F-2D6-BF4>

Customer Testimonial

HPE SIMPLIVITY HYPERCONVERGED INFRASTRUCTURE CUSTOMER TESTIMONIAL

Improved Business Outcomes from HPE SimpliVity

“HPE SimpliVity simplified management of the VM environment.

— CIO, State & Local Government

Source: CIO, State & Local Government

✓ Validated

Published: Apr. 27, 2017 TVID: CD5-57E-091


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 TechValidate

Unique URL: <https://www.techvalidate.com/tvid/CD5-57E-091>

Customer Testimonial

HPE SIMPLIVITY CUSTOMER TESTIMONIAL

“HPE SimpliVity delivers a single solution for all things storage, compute, backup, and recovery. All while achieving excellent performance results, and delivering great TCO.

— Adam Costello, System Integrator, Sycom Technologies

Source: Adam Costello, System Integrator, Sycom Technologies

✓ Validated Published: May. 16, 2018 TVID: D27-A02-6A7


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 TechValidate

Unique URL: <https://www.techvalidate.com/tvid/D27-A02-6A7>

Customer Testimonial

HPE SIMPLIVITY CUSTOMER TESTIMONIAL

“ [HPE SimpliVity] reduced VDI storage footprint with All Flash technology, and <1ms read latency. Enabled to add compute resources dynamically with compute only hosts. Allowed for daily VDI backups.

— IT Administrator, Large Enterprise Energy & Utilities Company

Source: IT Administrator, Large Enterprise Energy & Utilities Company

✓ Validated

Published: May. 16, 2018 TVID: 501-DA9-4DA


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 TechValidate

Unique URL: <https://www.techvalidate.com/tvid/501-DA9-4DA>

Customer Testimonial

HPE SIMPLIVITY CUSTOMER TESTIMONIAL

“ [HPE SimpliVity] provided a viable solution for Disaster Recovery, that reduced our RTO 95%.

— Todd Walters, Directory of Information Technology, Del Grosso Foods, Inc.

Source: Todd Walters, Directory of Information Technology, Del Grosso Foods, Inc.

✓ Validated

Published: May. 16, 2018 TVID: 50C-2BB-78B


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 TechValidate

Unique URL: <https://www.techvalidate.com/tvid/50C-2BB-78B>

Customer Testimonial

HPE SIMPLIVITY CUSTOMER TESTIMONIAL

“ We have aged equipment (servers, storage, and backup) at over 170 sites. We are seeing over 50% of savings by switching these to HPE SimpliVity. Plus, a lot less complicated to implement.

— IT Director, Large Enterprise Industrial Manufacturing Company

Source: IT Director, Large Enterprise Industrial Manufacturing Company

✓ Validated Published: May. 16, 2018 TVID: A43-A51-1C7


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Unique URL: <https://www.techvalidate.com/tvid/A43-A51-1C7>

Customer Testimonial

HPE SIMPLIVITY CUSTOMER TESTIMONIAL

“ [With HPE SimpliVity] we were able to eliminate 3rd party backup appliances and accompanying license fees, including cloud storage fees. Backup speed is dramatically improved, and I have more confidence in our ability to recover from a disaster situation. Deployment of new systems is fast and easy, and we have seen a performance boost as well.

— IT Manager, Small Business Professional Services Company

Source: IT Manager, Small Business Professional Services Company

✓ Validated Published: May. 16, 2018 TVID: D15-87A-16A


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Unique URL: <https://www.techvalidate.com/tvid/D15-87A-16A>

Customer Testimonial

HPE SIMPLIVITY CUSTOMER TESTIMONIAL

“ We have been able to cut our administrative overhead by 90% as well as implement a functional DR site. The initial TCO values were calculated to be 8-10 months.

— Ken Payne, Chief Technology Officer, Abba Technologies

Source: Ken Payne, Chief Technology Officer, Abba Technologies

✓ Validated

Published: May. 8, 2018 TVID: 825-99B-631


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 TechValidate

Unique URL: <https://www.techvalidate.com/tvid/825-99B-631>

HPE SimpliVity mini case study

Introduction

MLB NETWORK - HPE SIMPLIVITY CASE STUDY

This case study of MLB Network is based on a June 2014 survey of HPE SimpliVity Hyperconverged Infrastructure customers by TechValidate, a 3rd-party research service.

Challenges

Purchased HPE SimpliVity Hyperconverged Infrastructure as a result of:

- Development environment for DIAMOND, our asset management system, plus core services that could take advantage of HPE SimpliVity Hyperconverged Infrastructure tools.

Prior to deploying HPE SimpliVity Hyperconverged Infrastructure, they found the management of multiple solutions and vendors to be a significant burden.

Use Case

Uses HPE SimpliVity in the following ways:

- Data center consolidation / private Cloud / Infrastructure modernization / technology refresh
- Production applications
- Test/dev and QA / Data migration

Runs the following types of application on HPE SimpliVity Hyperconverged Infrastructure:

- Microsoft SQL Server, Microsoft Exchange, VDI, DIAMOND – Video Asset Management System (Internally developed)

Results

Improved performance by greater than 75% with HPE SimpliVity Hyperconverged Infrastructure.
Realized a capacity savings of 200:1 to 300:1 with HPE SimpliVity Hyperconverged Infrastructure.

MEDIA & ENTERTAINMENT

“HPE SimpliVity Hyperconverged Infrastructure has enabled us to utilize a collection of tools to develop, manage, and support our in-house developed asset management system DIAMOND. It provides a highly flexible and reliable platform that is dynamically scalable to meet our ever growing requirements.”

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HPE SimpliVity mini case study

Introduction

BANC OF CALIFORNIA - HPE SIMPLIVITY CASE STUDY

This case study of Banc of California is based on a January 2017 survey of HPE SimpliVity Hyperconverged Infrastructure customers by TechValidate, a 3rd-party research service.

Challenges

Purchased HPE SimpliVity Hyperconverged Infrastructure as a result of:

- Purchased HPE SimpliVity as a result of a capacity purchase / upgrade of existing infrastructure that led to an overall platform review.

Prior to deploying HPE SimpliVity Hyperconverged Infrastructure, they found the management of multiple solutions and vendors to be a significant burden.

Use Case

Uses HPE SimpliVity in the following ways:

- Data center consolidation / private Cloud / Infrastructure modernization / technology refresh
- ROBO / VDI
- Production applications
- Test/dev and QA / Data migration

Runs the following types of application on HPE SimpliVity Hyperconverged Infrastructure:

- Microsoft SQL Server, Microsoft Exchange, Oracle, Industry-specific application

Results

Improved performance by 25% to 50% with HPE SimpliVity.

Realized a capacity savings of up to 50:1 with HPE SimpliVity.

BANKING

“With only a small storage budget/project for the year, HPE SimpliVity manage to solve our backups & DR as well as improve our SLA (that we needed but was not in scope for this project). The TCO of the solution addressed everything that was in our planning for next year budget / projects. All we need to do now is just buy more nodes as we grow and scale the environment out.”

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HPE SimpliVity mini case study

Introduction

METALFRIO SOLUTIONS - HPE SIMPLIVITY CASE STUDY

This case study of Metalfrío Solutions is based on a May 2018 survey of HPE SimpliVity customers by TechValidate, a 3rd-party research service.

Challenges

Purchased HPE SimpliVity as a result of:

- Data center migration and/or consolidation initiative

Use Case

Uses HPE SimpliVity in the following ways:

- Data center consolidation / private cloud
- Infrastructure modernization / technology refresh
- Production applications
- ROBO
- Backup, recovery, and disaster recovery

Runs the following types of application on HPE SimpliVity:

- Microsoft SQL Server
- Industry-specific application

Results

Improved performance by >75% since deploying HPE SimpliVity.

Realized efficiency benefits for capacity savings of 50:1 to 100:1 since deploying HPE SimpliVity.

CONSUMER PRODUCTS

“[With HPE SimpliVity] we were able to solve our DR, storage, and backup problems all at once. We also had application performance gains in excess of 70%, energy costs were cut down on almost 80% and now we only need 6U from a single rack instead of 2 entire 48U racks to host our entire environment.”

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HPE SimpliVity mini case study

Introduction

MAKING WAVES - HPE SIMPLIVITY CASE STUDY

This case study of Making Waves is based on a May 2018 survey of HPE SimpliVity customers by TechValidate, a 3rd-party research service.

Challenges

The business challenges that led this biomedical research institution to evaluate and ultimately select HPE SimpliVity:

- Capacity purchase/upgrade of existing infrastructure led to an overall platform review.

Use Case

Uses HPE SimpliVity in the following ways:

- Data center consolidation / private Cloud
- Infrastructure modernization / technology refresh
- Data migration
- Production applications

Runs the following types of application on HPE SimpliVity Hyperconverged Infrastructure:

- Microsoft SQL Server
- IIS, Active Directory, Postfix, DNS, File Services

Results

Improved performance by >75% since deploying.
Saw value within 1 week after the deployment.

Computer Services

“With HPE SimpliVity, we were able to increase the availability of our infrastructure and application, delivering better service for our internal end-users. We have also reduced workload for our data center and increased performance, all with less equipment to maintain. That allowed us to focus on different aspects of our business. Also, our backup window is now significantly shorter.”

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Thank you



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<https://www.techvalidate.com/collections/hpe-simplivity-top-proof-points>