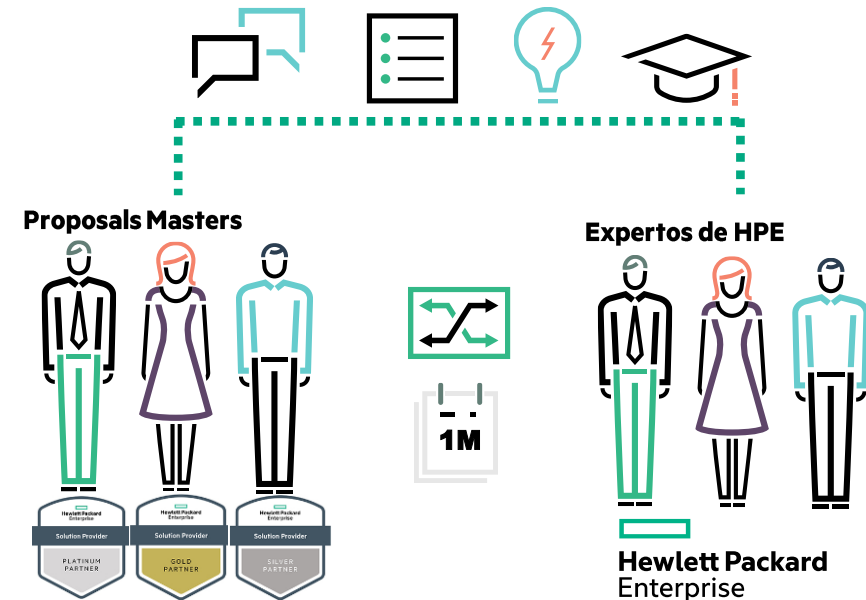# PROPOSALS MASTERS WEBFORUM

Encuentro mensual Técnico-Comercial/Operativo

26 de Mayo, 2023

AGENDA DE 26 DE MAYO 2023
"ZERTO 10 Y SYNERGY GEN 11, ENTRE OTROS"
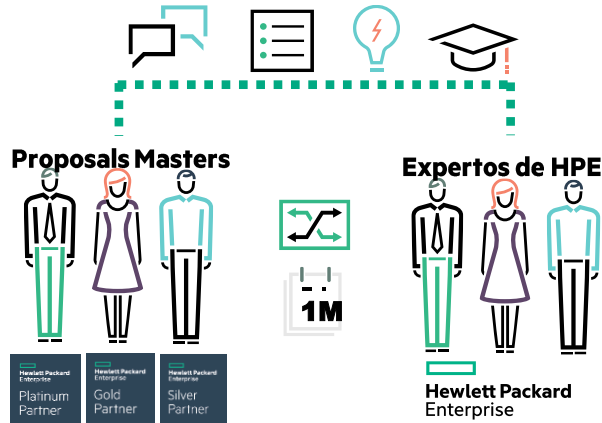
Intro	10:00 – 10:05	**Introducción**	**Jaime Garrido,** HPE Customer Operations
I	10:05 – 10:10	**Resetear contraseña Partner Ready Portal**	
	10:10 – 10:15	**Estado del Partner en Partner Ready Portal**	
II	10:15 – 10:25	**Zerto 10**	**Alvaro Casado,** Consultor Preventa HPE, Pleiades
III	10:25 – 10:30	**Packaged Support Services de larga duración**	**Juan Antonio Aniorte** HPE CSLV
IV	10:30 – 10:40	**Actualización Synergy Gen 11**	**Juanan Ibañez,** Consultor Preventa HPE, Pleiades
V	10:40 – 10:50	**Servicios a medida**	**Goyo Fernandez** HPE CSLV
Final	10:50 – 10:55	**"Call to Action" + Preguntas y Respuestas**	**Jaime Garrido,** HPE Customer Operations

PROPOSALS MASTERS WEBFORUM
Fórum mensual "Técnico-Comercial" + "Operativo"

Partner's Proposals Masters

- Preventas
- Soporte Comercial

Proposals Masters

Platinum Partner
Gold Partner
Silver Partner

1M

Expertos de HPE

Hewlett Packard Enterprise

Expertos de HPE

- Preventas
- TecHub
- BU's: Hybrid IT, Pointnext
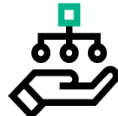- Operaciones de Ventas

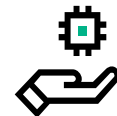**Opportunities Pipeline Management**

1. Learning & Certification
2. Customer Presales Activities
3. Deal Registration (optional)
4. System Sizing & Design
5. System & Services Configuration
6. Pricing Quote
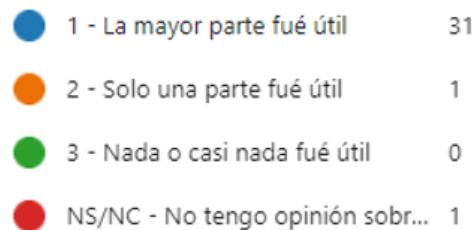7. TCO/ROI Analysis (optional)
8. Customer Solution Proposal

Compendiums & Master Info

¿HA SIDO ESTA SESIÓN ÚTIL PARA TI?

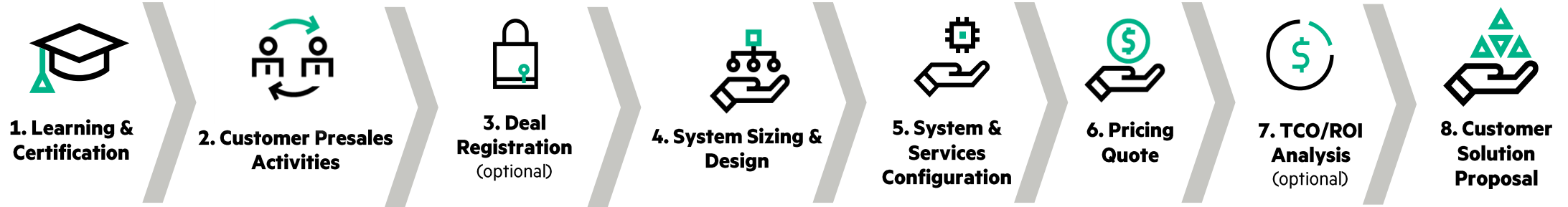## Feedback de los Partners: 100% MUY ÚTIL o ÚTIL

			1 - La mayor parte fué útil	31
2 - Solo una parte fué útil	1
3 - Nada o casi nada fué útil	0
NS/NC - No tengo opinión sobr...	1

94%

(31) la encontraron **MUY UTIL**

No se considera el NS/NC

AGENDA DE 5 MAYO 2023
"ALMACENAMIENTO Y GREENLAKE"

Intro	10:00 – 10:05	**Introducción**	Jaime Garrido, HPE Customer Operations
I	10:05 – 10:15	**Recordatorio Certificaciones comerciales y Master ASE**	
II	10:15 – 10:25	**Herramienta CAP**	Juan Antonio Aniorte HPE CSLV
III	10:25 – 10:50	**Almacenamiento y GreenLake**	Jorge Martin, Consultor Preventa HPE, Pleiades
IV	10:50 – 11:00	**HPE Education: Ayuda a tus clientes en la Transformación Digital**	Jaime Hortas, HPE Education
V	11:00 – 11:05	**Better Together Portal AMD/HPE**	Sofía Bonilla HPE Alliances
Final	11:05 – 11:10	**"Call to Action" + Preguntas y Respuestas**	Jaime Garrido, HPE Customer Operations

PROPOSAL MASTER WEBFORUM

1. Learning & Certification › **2. Customer Presales Activities** › **3. Deal Registration** (optional) › **4. System Sizing & Design** › **5. System & Services Configuration** › **6. Pricing Quote** › **7. TCO/ROI Analysis** (optional) › **8. Customer Solution Proposal**

Objetivo	No-Objetivo	Se complementa con
– Visión global de los recursos disponibles – Información sobre actualizaciones en procesos y herramientas – Repaso de las prácticas más habituales	– No es formación detallada ni de las actividades ni de las herramientas	– Guías y tutoriales disponibles en el Partner Ready Portal – Webinars accesibles en el Partner Ready Portal

AGENDA DE 26 DE MAYO 2023
"ZERTO 10 Y SYNERGY GEN 11, ENTRE OTROS"

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RESETEAR CONTRASEÑA PRP
Pasos

PASO 1

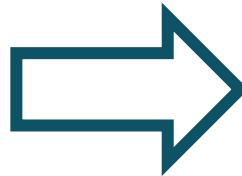A través de navegador Chrome, copia el siguiente link y elimina todas las cookies

PASO 2

RESETEAR CONTRASEÑA PRP
Pasos

PASO 3

PASO 4

ABRIR el link que nos han enviado través de navegador Chrome y generar nueva contraseña

Forgot password

If you don't remember your HPE Passport password, you can create a new one.

1 Verify email > 2 Answer security questions > 3 Change Password

Required *

User ID
MAPDUMMYPARTNER@YOPMAIL.COM

Security question 1
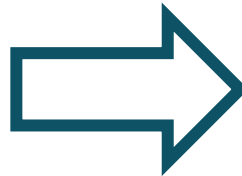Where was your first job? (full name of city only)

Security answer 1 *

Security question 2
What is the company name of your first employer?

Security answer 2 *

Send me an email   Next

Hewlett Packard Enterprise   Solutions   Services   Products   About Us   Support

Forgot password

If you don't remember your HPE Passport password, you can create a new one.

Required *

User ID
DEMO_FRENCH_DISTRI@YOPMAIL.COM

New password * ?

Confirm password *

Sign in

🔒 HPE Passport is secure ?

Don't have an account? Create one

RESETEAR CONTRASEÑA PRP
Pasos

PASO 5

Una vez tenemos la confirmación, volvemos a Partner Ready Portal y entramos con la contraseña

Hewlett Packard Enterprise

Solutions   Services   Products   About Us   Support

Welcome, DEMO_FRENCH_DISTRI@YOPMAIL.COM

Reset HPE Passport Password

Your new password has been established. Use this new password next time you sign-in to HPE Passport.

Edit your profile
Change User ID
Change Password
Change Security Q&A
Delete Profile
Sign-out
About HPE Passport

Continue to site

HPE PARTNER READY PROGRAM READINESS

Estado del Partner

HPE PARTNER READY PROGRAM READINESS

Competencias

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Real-Time
Detection

Cyber Resilience
Vault

Secure
Appliance

Protecting Azure
at Scale

LAUNCH
May 18th

GA
June 13th

Zertø
a Hewlett Packard
Enterprise company

TOP CUSTOMER CHALLENGES

Ransomware

$265B estimated cost of ransomware by 2031

Unplanned/Planned Disruptions

62.9% organizations have suffered a disruption

Cloud Complexity

By 2025, **100 zettabytes** of cloud data

Need 24x7: No downtime and no data loss

Zerto
a Hewlett Packard
Enterprise company

Top Challenges We Hear From Customers

Evolving Threat Landscape

Last year, 61% of disaster responses were triggered by ransomware

Slow Speed of Recovery

Average time to recover from ransomware is ONE MONTH

Ransomware's Catch-22 Dilemma

Lose data or pay ransom—and only 4% of those who paid got all their data back anyway

Staying in Compliance

GDPR, SOX, HIPAA, Sheltered Harbor, FISMA, NIST, etc
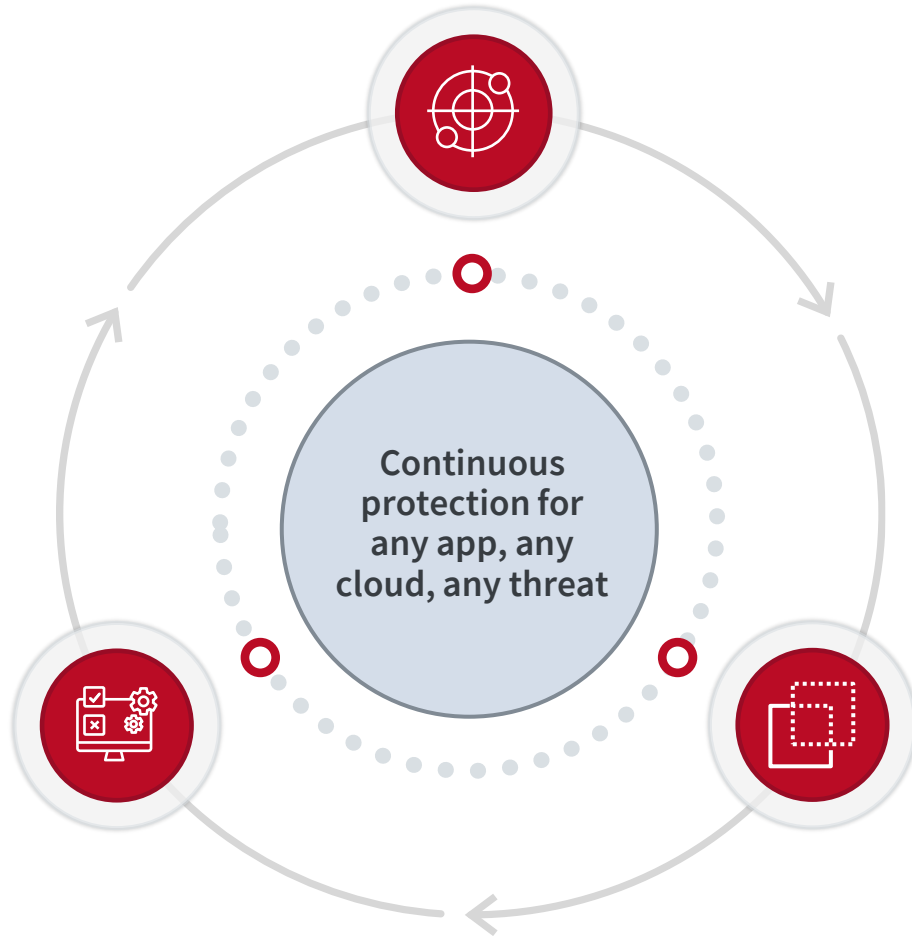
Zerto
a Hewlett Packard
Enterprise company

Anatomy of an Attack

Example using revised MITRE ATT&CK framework

Initial Access → Command & Control → Lateral Movement → Disable Security & Backup Agents → Encryption → ? Recovery
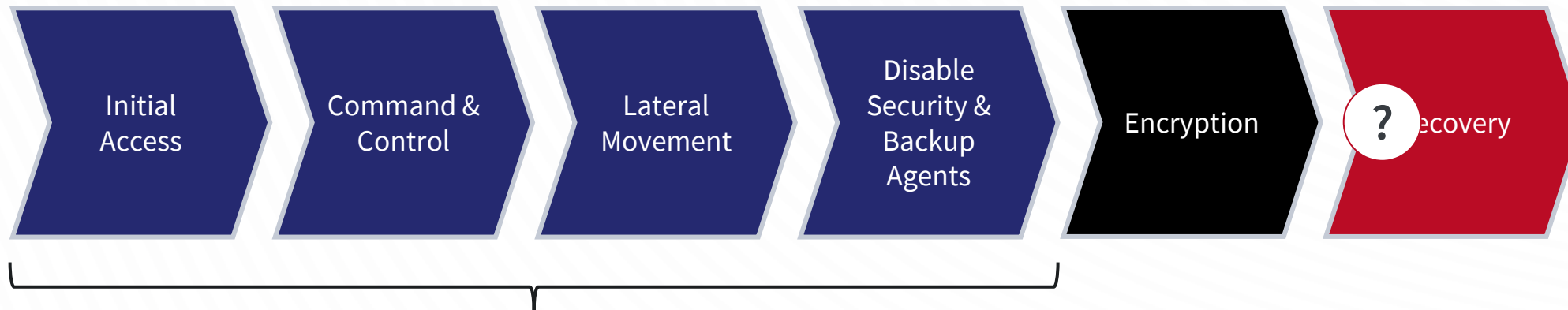
Median dwell time: **5 – 9 days** *

How to detect encryption and know if recovery is needed?

* *Mandiant M-Trends 2023 Report*

Backup-based Detection is Inadequate

Speed is Critical to Ransomware Resilience

Longer RTO = Larger Ransomware Impact = Higher Cost

Infrequent backups	Backup window	Scanning window	Recovery window
Periodic snapshots with high RPO	Lengthy windows with production impact	Scanning large/old datasets	Restoring large amounts of data is complex
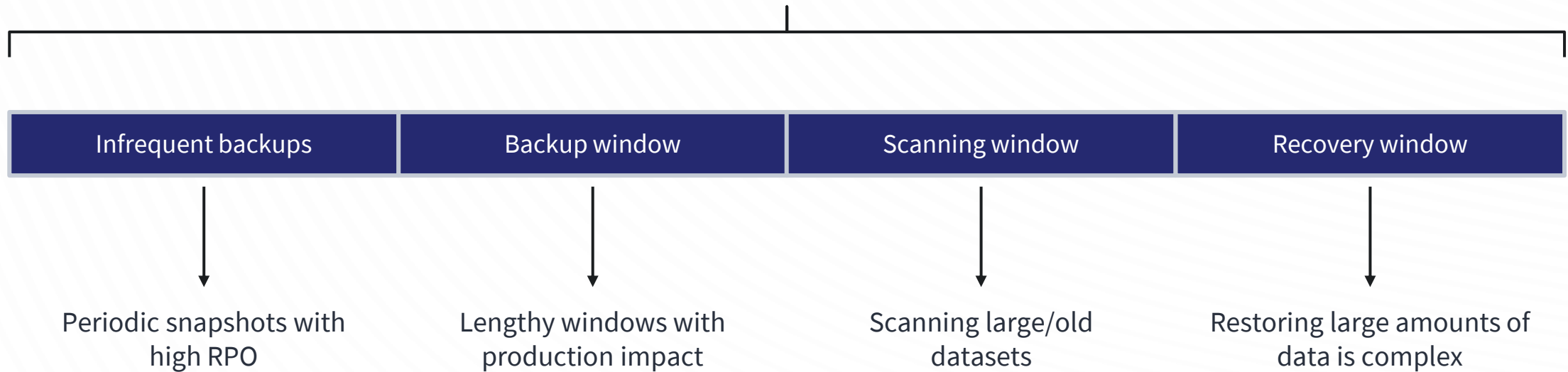
Journal-Based Recovery

Rewind and recover to any point in time

17:01:51
Rewind and recover

17:01:56
Ransomware hits
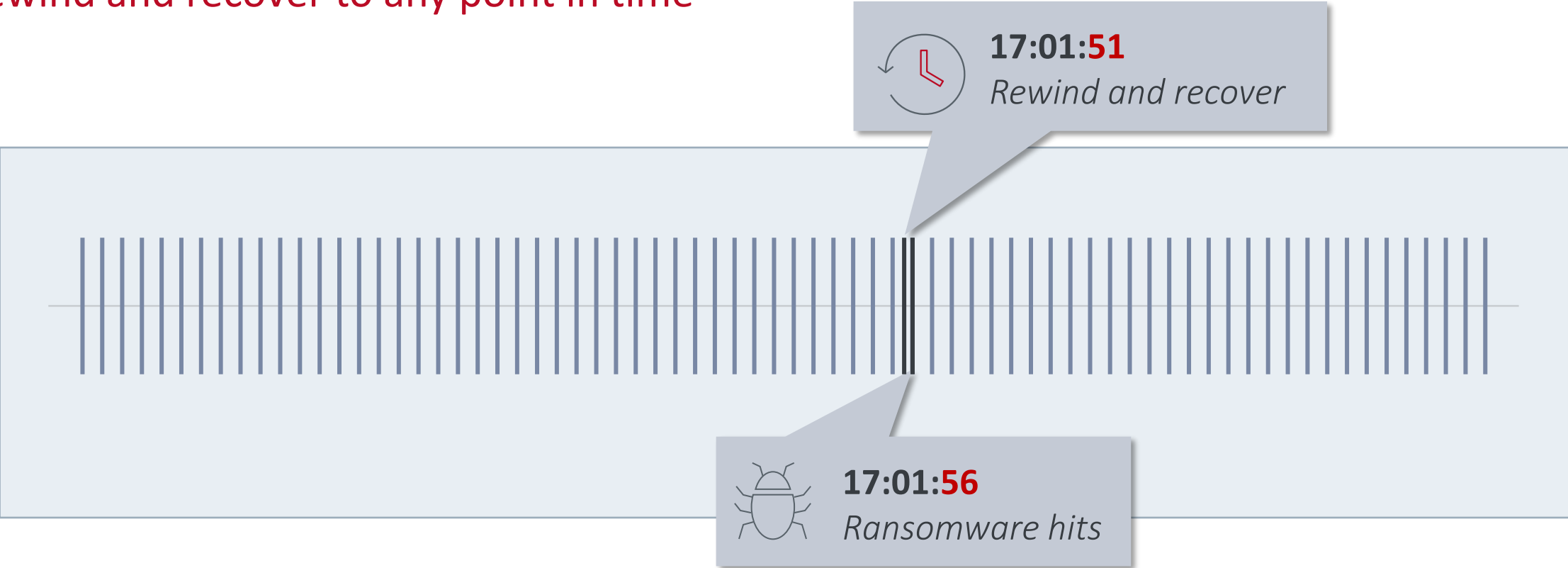
Sites

Apps

VM VMs

Files

Earliest warning when an attack is occurring

Detect at the point of encryption, not after backing up

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Enterprise company

Seconds   Minutes   Hours   Days

BACKUP
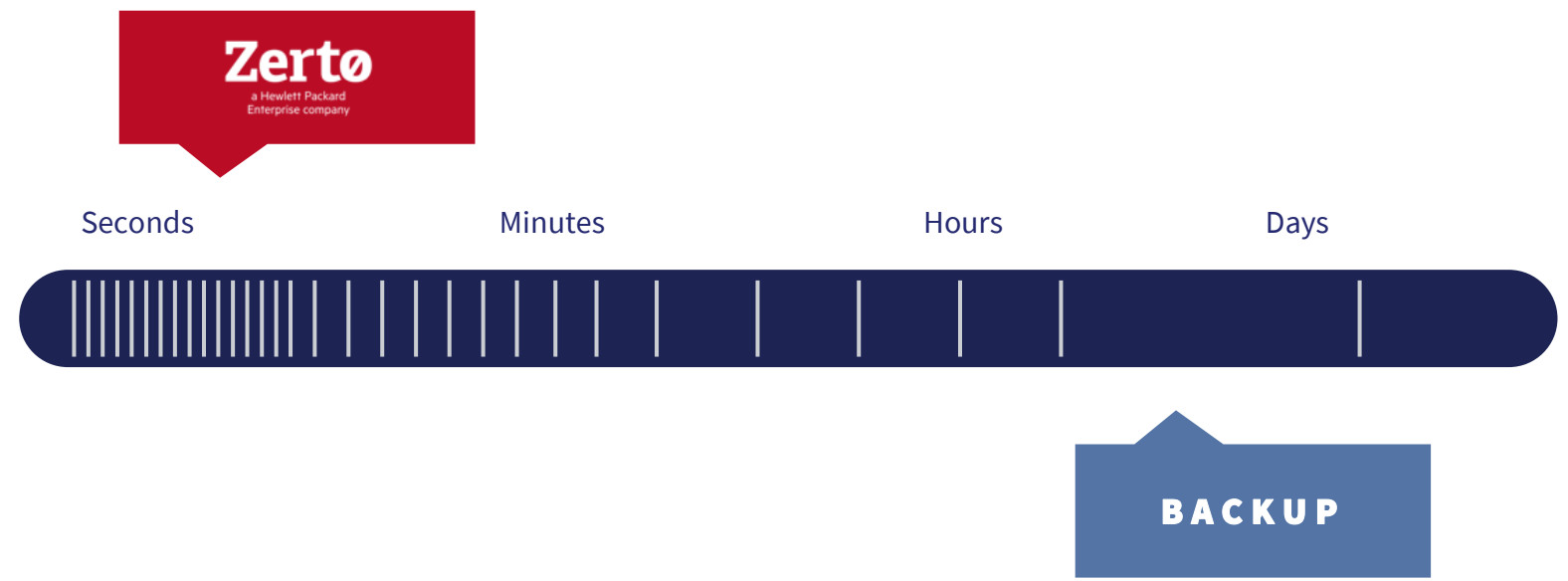
Real-time detection and alerting at the first moment of impact

Easily identify blast radius and tag compromised applications

No additional components required and included at no cost in Zerto 10

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Enterprise company

Replicate and Detect

PRODUCTION

vCENTER

ZVM

HOST

VM

VM

VRA

DATASTORE

PHYSICAL STORAGE

🔑 Encrypted continuous replication

🔍 **NEW inline encryption detection and alerting**

REPLICATION TARGET

vCENTER

ZVM

HOST

VRA

DATASTORE

PHYSICAL STORAGE

Replica

Compressed Journal <= 30-Day Retention
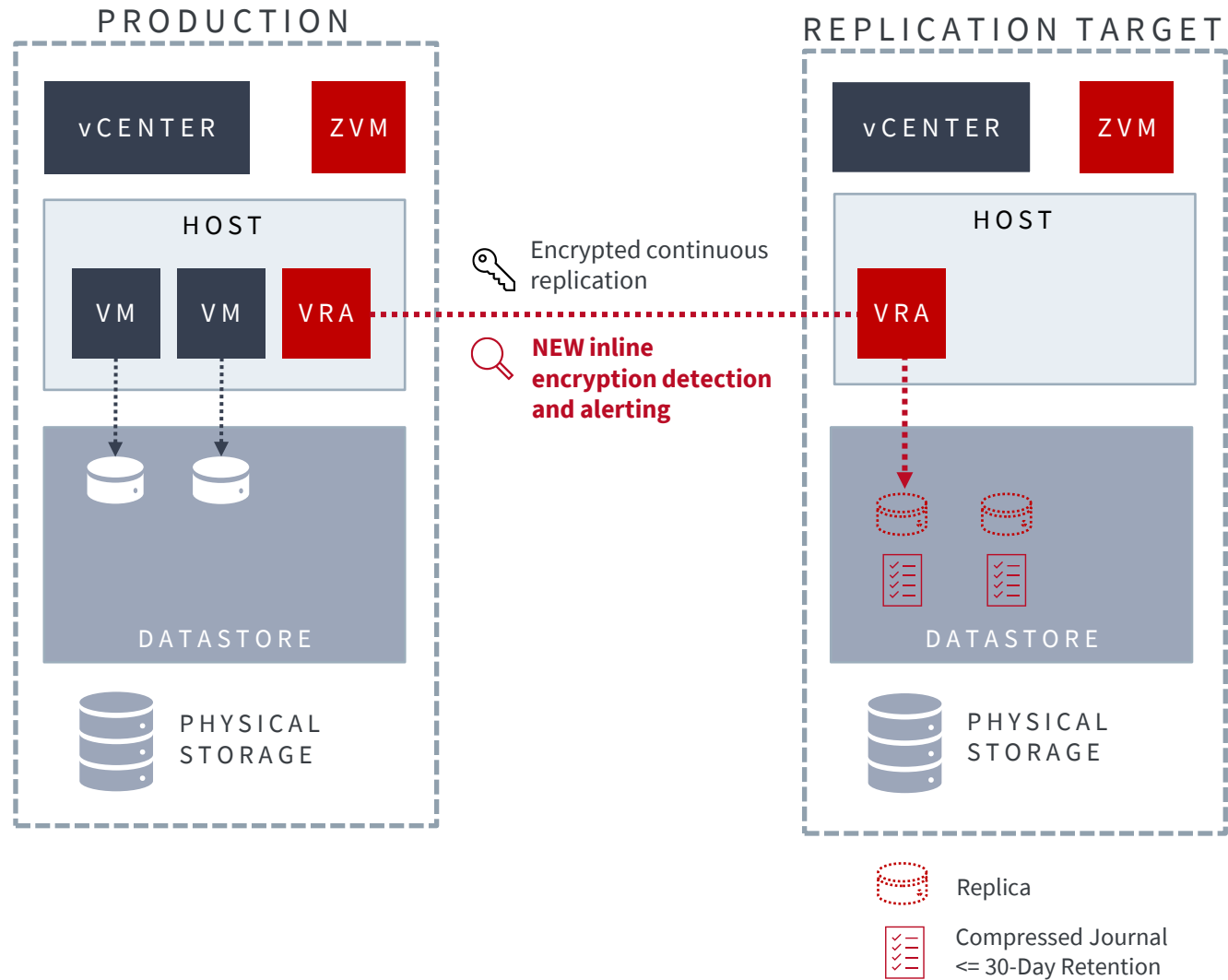
NO additional components or infrastructure required

NO additional cost— included with Zerto 10

Zerto
a Hewlett Packard Enterprise company

Replicate and Detect

Replicate every change and log as recovery checkpoints every 5-15 seconds
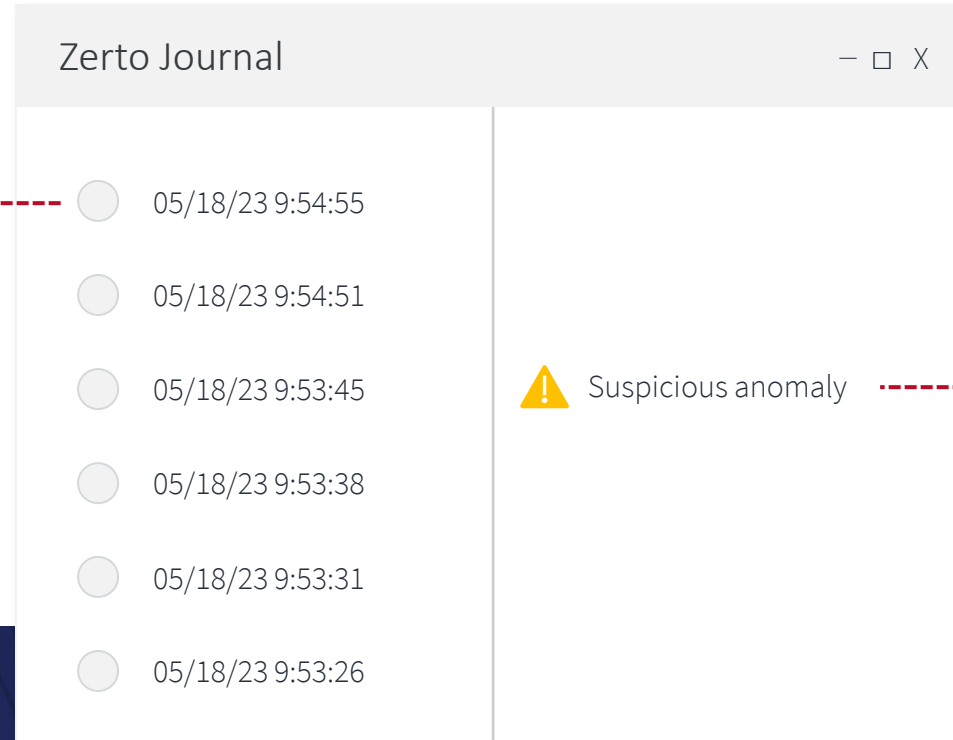
Detect suspicious writes as they stream in and flag for admins to investigate

Zerto Journal — □ X

○ 05/18/23 9:54:55

○ 05/18/23 9:54:51

○ 05/18/23 9:53:45 ⚠ Suspicious anomaly

○ 05/18/23 9:53:38

○ 05/18/23 9:53:31

○ 05/18/23 9:53:26

"[Zerto's] real-time ransomware detection puts us in a much stronger position to both identify and mitigate ransomware attacks. This gives us confidence that we can proactively meet the risks presented by ransomware."

– Network admin at manufacturing customer

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a Hewlett Packard
Enterprise company

Replicate and Detect

⚠ Real-time: earliest warning of the encryption phase of an attack

👁 Quickly identify blast radius and only recover infected VMs/apps—and do so to a recovery point seconds before the encryption started

⏱ Minimize data loss by enabling IT or SecOps to take action mid-attack rather than hours or days after encryption

API Integrate with existing cybersecurity solutions—maximize power of the encryption analyzer without being locked into closed system

$ NO additional infrastructure required, NO impact to production, and included at NO additional cost in Zerto 10

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Enterprise company

ZERTO 10
Real-time Detection Meets Real-time Protection

REPLICATE AND DETECT
ISOLATE AND LOCK
TEST AND RECOVER

Why a Vault

"Isolated recovery environments (IREs) with immutable data vaults (IDVs) provide the highest level of security and recovery against insider threats, ransomware and other forms of hacking."

Gartner

Zerto
a Hewlett Packard
Enterprise company

Increasing pressure on organizations

EVOLVING SECURITY THREATS	**NEW REGULATORY REQUIREMENTS**
STRICTER INDUSTRY CERTIFICATIONS	**CYBER INSURANCE DEMANDS**

Anatomy of an Attack

Example using revised MITRE ATT&CK framework

Initial Access → Command & Control → Lateral Movement → Disable Security & Backup Agents **?** → Encryption → Recovery
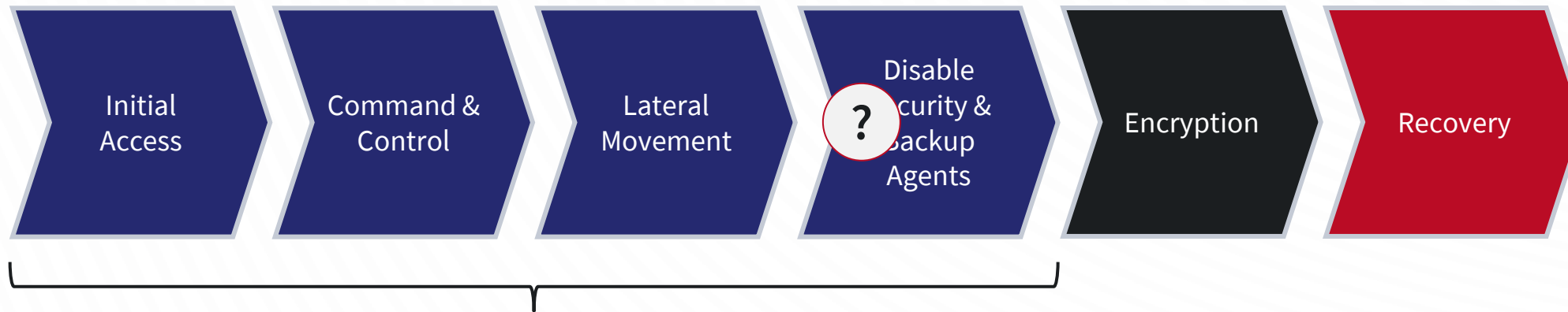
Median dwell time: **5 - 9 days***

What are the options in worst case scenario if ransomware has spread widely?

Zerto
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Enterprise company

Introducing the **Zerto Cyber Resilience Vault**

Isolated, offline, and air gapped with immutable data copies using zero trust architecture

Recovery option of last resort in worst case scenarios

Your data

✓ **ISOLATED**

✓ **AIR GAPPED**

✓ **IMMUTABLE**

✓ **ZERO TRUST**

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Enterprise company

Zerto Cyber Resilience Vault

Unlocking Rapid Air-Gapped Recovery

Combines an isolated recovery environment, or clean room, with a locked down data vault using unique zero trust architecture.

The vault enables physically air-gapped and immutable data copies on secure, high-performance hardware.

With no centralized control plane, the vault does not have an exposed management port and does not have any single point of compromise.

Meet compliance requirements, including standards based on HIPAA, GDPR, SOX, Sheltered Harbor, or FISMA and NIST

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Zerto Cyber Resilience Vault

PRODUCTION

vCENTER | ZVM

HOST

VM | VM | VRA

DATASTORE

PHYSICAL STORAGE

REPLICATION TARGET

vCENTER | ZVM

HOST

VRA

HPE PROLIANT

DATASTORE

HPE ALLETRA

VAULT

HPE ARUBA NETWORKING

HOST

RAS

HPE PROLIANT

DATASTORE

HPE ALLETRA

Encrypted continuous replication

Inline encryption detection & alerting

Resilience Automation Server manages RCIP port access, air gap, & immutability

Encrypted periodic replication

Physical air gap with direct connect RCIP

Immutable snapshots of all replicas, journals, and all Zerto components needed for recovery

Replica

Compressed journal <= 30-day retention

Zerto
a Hewlett Packard Enterprise company

REPLICATE AND DETECT
ISOLATE AND LOCK

TEST AND RECOVER

TEST OFTEN, TEST EXTENSIVELY

BEFORE ZERTO

3.5 Days

Insurance Customer

AFTER ZERTO

<2 Hours

No impact
to production

Orchestrated & automated
failover tests

Ready-made
compliance reporting

Cyber Resilience Vault Architecture - Recovery

PRODUCTION

vCENTER   ZVM

HOST

VM   VRA

DATASTORE

PHYSICAL STORAGE

REPLICATION TARGET

vCENTER   ZVM

HOST

VRA   HPE PROLIANT

DATASTORE

HPE ALLETRA

VAULT

vCENTER   ZVM

HOST   HPE PROLIANT

RAS

DATASTORE

HPE ALLETRA
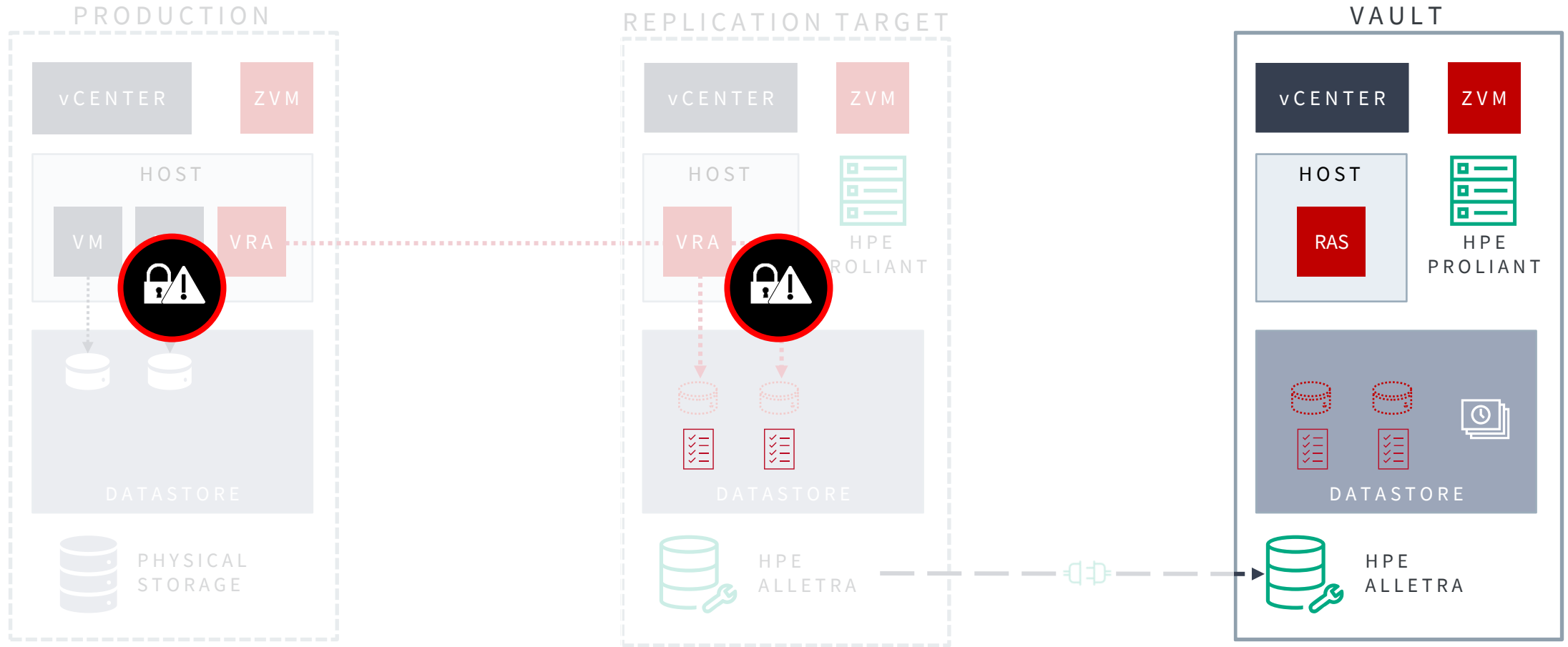
1 Select apps or VMs to recover

1 Mount VMFS from immutable snapshot

2 Select clean checkpoint from journal

2 Power on vCenter, ESXi, and Zerto VMs

3 Non-disruptively test and validate clean restore point

3 Recover from Zerto journal using clean checkpoint

4 Recover all infected workloads within minutes

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a Hewlett Packard Enterprise company

Cyber Resilience Vault ROI

Rapid Recovery Means Less Ransomware Impact

	Leading Backup-Based Cyber Vault *	Zerto	Zerto Benefits
Last Good Copy (RPO)	32 – 56 hours	4 hours	**>87% Reduction**
Time to Restore (RTO)	16 – 18 days	2 hours	**>99% Reduction**
Total Ransomware Impact	20+ days	6 hours	**>99% Reduction**
Journal-Based Recovery	NO	YES	**Only journal-based solution for cyber recovery**

* Example based on customer protecting 300 VMs and 300 TBs

Test and Recover

Flexible architecture enables multiple options for isolated testing environment and clean rooms
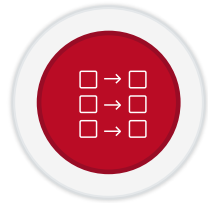
Non-disruptive tests: NO production performance, NO agents, NO impact to ongoing protection

Easily validate clean restore points and quickly rollback to different checkpoint as needed

Rapid recovery using battle-tested orchestration & automation engine, including app-centric and journal-based approach to accelerate RTO

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Enterprise company

Ransomware Resilience With Zerto

01

REPLICATE AND DETECT

Streaming near-synchronous data replication protects every production write in real-time and immediately alerts on any suspicious anomalies.

02

ISOLATE AND LOCK

Separated vault is physically air-gapped and stores immutable data copies on secure, FIPS-validated hardware.

03

TEST AND RECOVER

Easily identify clean restore points and then quickly recover entire multi-VM apps onto high-performance storage—all while maintaining cross-VM consistency at scale

ZERTO 10
Real-time Detection Meets Real-time Protection

Enhanced and New Protection for Azure

Current Customer Challenges

Speed of deployment and ease of management

Scaling and protecting 1000s of vms

Seamlessly lift and shift to azure

Protection from security threats

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Enhanced and Expanded
Microsoft Azure Integration **at Scale**

NEW
Refactored architecture reduces costs, simplifies management, and increases scalability

NEW
Support for multi-disk consistency leveraging new co-developed Azure APIs

UPDATED
Enhanced support for highly orchestrated DR to, from, and within Azure

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Enterprise company

Protection To, From, and Within Azure

Disaster Recovery to Azure
Protect data and applications with Azure as a remote DR site with immutable copies

Disaster Recovery within Azure
Orchestrated protection at scale for in-cloud DR across Azure regions

Migration to Azure
Seamlessly move VM workloads to, from, and within Azure

Zerto
a Hewlett Packard
Enterprise company
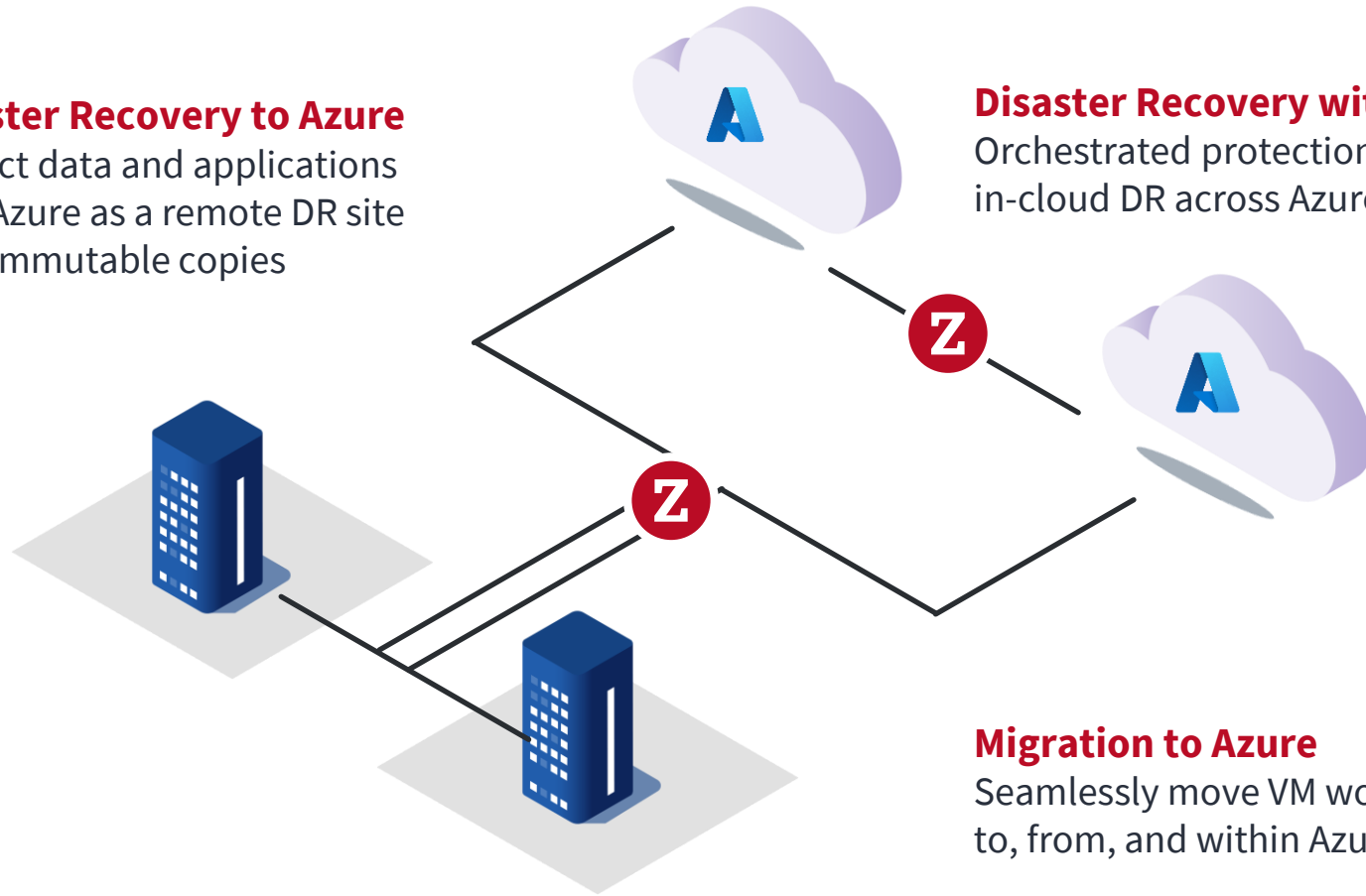
Zerto for Azure Architectures: Hybrid to Cloud

Local Replication and DR to Azure

PRODUCTION

VCENTER ZVM

HOST

VM VM VRA

DATASTORE

PHYSICAL STORAGE

AZURE (US EAST)

API ZCA

DR IaaS

VRA

BLOB STORAGE

STORAGE ACCOUNT

New architecture decouples management (ZVM) from replication (VRA)

Replicas on Page Blobs

Compressed Journals on Block Blobs

Replica

Compressed journal <= 30-day retention

OFFSITE REPOSITORY

Immutable Copy From the Journal

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Zerto for Azure Architectures: Hybrid from Cloud

DR from Azure to On-Premises

Includes **new multi-disk consistency** during cross-region replication
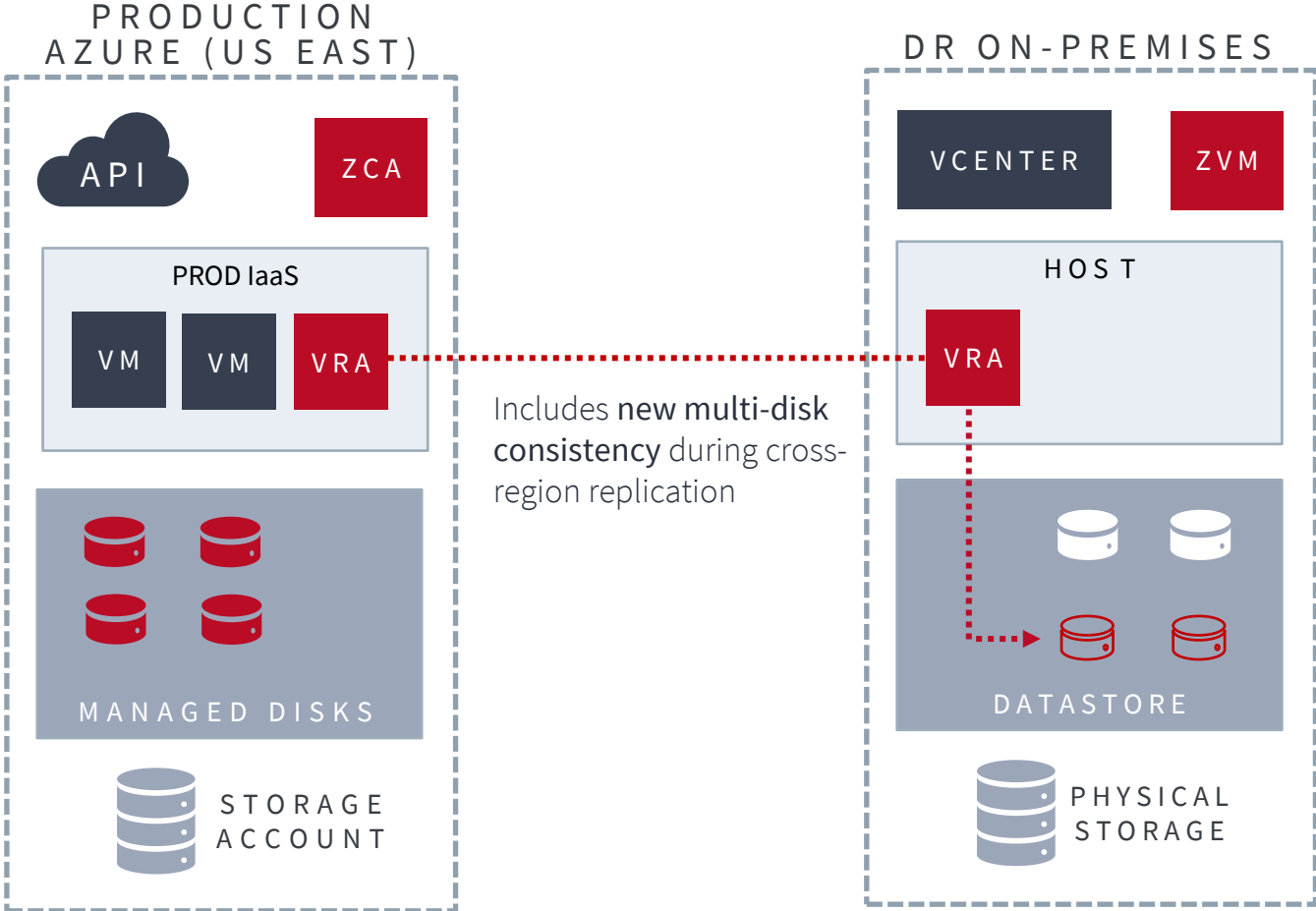
Key Benefits

SCALE: grow your business at your own pace with agentless support for thousands of cloud VMs

SIMPLICITY: faster time-to-value and easier management even at enterprise scale

FLEXIBILITY: tailor protection based on your cloud journey from hybrid all the way to cloud-native

SECURE: reduce your risk with rapid ransomware recovery and hardened cloud appliances

Zertø
a Hewlett Packard
Enterprise company

Summary

Real-Time
Detection
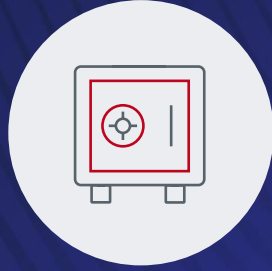
Cyber Resilience
Vault

Secure
Appliance

Protecting Azure
at Scale

LAUNCH
May 18th

GA
June 13th

Zertø
a Hewlett Packard
Enterprise company
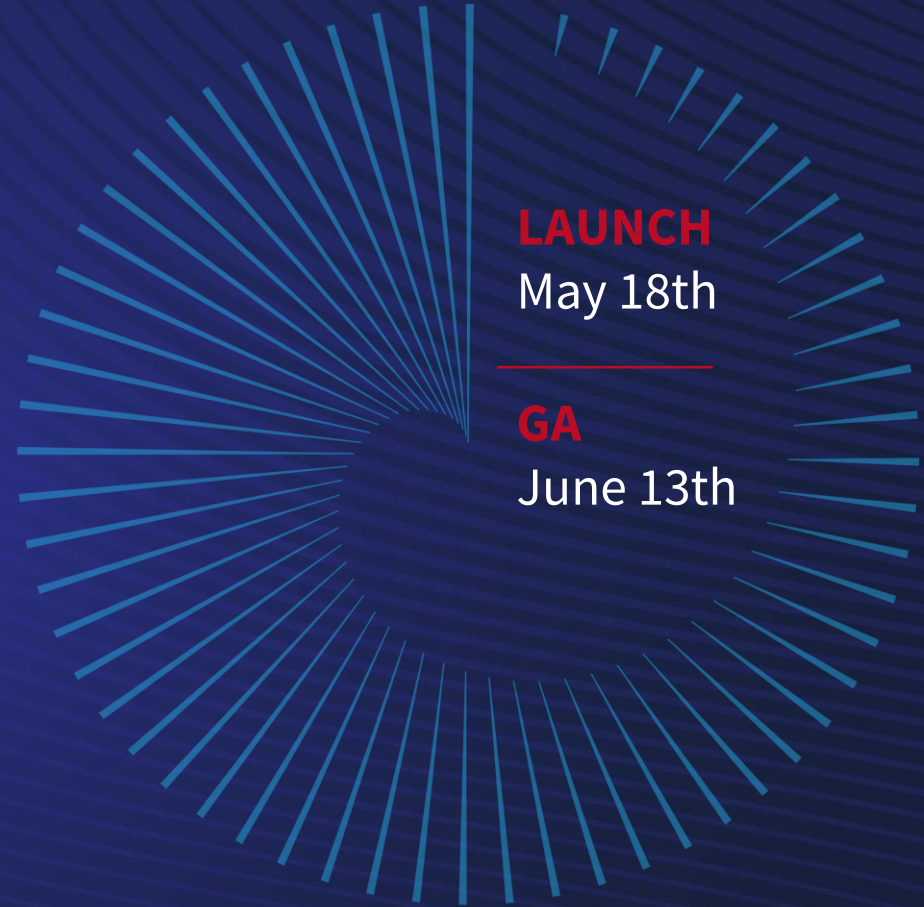
ZERTO 10

REAL-TIME DETECTION MEETS REAL-TIME PROTECTION

Join us, and our guest speaker **Kevin Mitnick**, on **May 18** for this live-streamed Zerto 10 launch event where you will hear **exciting NEW announcements**!

Register Here:

Zerto

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ZERTO 10
**Real-time
Detection Meets
Real-time
Protection**

Thank
You

Zertø

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Enterprise company

Appendix

Cyber Resilience Vault: Packaging

Four Fixed, Right-Sized Bundles

📦 Extra Small	📦 Small	📦 Medium	📦 Large
100 TBs	300 TBs	600 TBs	1000 TBs
100 VMs	300 VMs	600 VMs	1000 VMs

Zerto   HPE Alletra   HPE ProLiant   HPE Aruba

Zerto
a Hewlett Packard
Enterprise company

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	10:10 – 10:15	**Estado del Partner en Partner Ready Portal**	
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IV	**10:30 – 10:40**	**Actualización Synergy Gen 11**	**Juanan Ibañez,** Consultor Preventa HPE, Pleiades
V	**10:40 – 10:50**	**Servicios a medida**	**Goyo Fernandez** HPE CSLV
Final	**10:50 – 10:55**	**"Call to Action" + Preguntas y Respuestas**	**Jaime Garrido,** HPE Customer Operations

AGENDA DE 26 DE MAYO 2023
"ZERTO 10 Y SYNERGY GEN 11, ENTRE OTROS"

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I	10:05 – 10:10	**Resetear contraseña Partner Ready Portal**	
	10:10 – 10:15	**Estado del Partner en Partner Ready Portal**	
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PACKAGED SUPPORT SERVICES DE 6 Y 7 AÑOS

- Desde Noviembre 2022, están disponibles los Packaged Support Services de 6 y 7 años

- Plataformas:
  - ProLiant DL **GEN11** y ML series
  - Desde marzo 2023: **Gen10**+ ProLiant platforms
    - DL110 Gen10+
    - DL20 Gen10+
    - DL325 Gen10+ V2
    - DL345 Gen10+
    - DL360 Gen10+
    - DL365 Gen10+
    - DL380 Gen10+
    - DL385 Gen10+ V2
    - ML30 Gen10+

SLA disponibles

- TC Basic (9x5 NBD)
- TC Essential (24x7)
- TC+DMR (Defective Media Retention)

- https://www.hpe.com/psnow/doc/a50007455enw

BENEFICIOS

PARA EL VENDEDOR

- Acelerar la consecución de la cuota/objetivo de ventas

- Maximizar la venta con menos transacciones

- Aumentar el control de la cuenta

- Bloquear a la competencia por mas tiempo

- Reducir el riesgo de los TPMs

PARA NUESTROS CLIENTES

- Mejor precio anualizado

- Protección ante las subidas de precio

- Reducción la carga administrativa con menos ciclos de compras

- Reducir los gaps de soporte

ACTUALIZACION DE MATERIALES

- **TECH CARE**

- Actualización de datasheet

- https://www.hpe.com/psnow/doc/a00108652enw

- HPE Support Center is now referred to as the HPE Service Portal, and HPE InfoSight has been replaced by HPE Proprietary Service tools

- Idiomas: próximamente disponibles

- **MULTIVENDOR SUPPORT**

- **Multivendor Services Data Sheet** (NUEVO)
- **HPE Multivendor Seismic Briefcase (HPE & Partner Use)**
- **Customer Showcase Video**
- **Customer Presentation Deck with Speaker Notes**

- Idiomas: próximamente disponibles

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SYNERGY – AN INTELLIGENT SOFTWARE DEFINED INFRASTRUCTURE

Truly Composable DataCenter

Composable Fabric

Composable Compute

Composable Storage

HPE SYNERGY COMPUTE

HPE SYNERGY 480 - GENERATIONAL IMPROVEMENTS

| SY480 Gen10 | SY480 Gen10 Plus | SY480 Gen11 |

Gen10(Sky Lake & Cascade Lake)

- 1st/2nd Generation of Scalable Performance Processors
- PCIe 3.0 IO
- 6 Channel/12 DIMMs per Socket Memory
- 2 Drive Base and Premium(NVMe) Storage, with boot from SAN
- Security, iLO4 Silicon Root of Trust

Gen10 Plus (Ice Lake)

- 3rd Generation of Scalable Performance Processors w/ new performance increase over previous)
- PCIe 4.0 IO
- DDR4 8 Channel/16 DIMMs per Socket Memory
- 2 and 4 Drive Solutions w/ SAS/SATA & NVMe options and boot from SAN
- 2x Drive M.2 Boot solution
- Security, iLO5 Silicon Root of Trust

Gen11 (Sapphire Rapids)

- **4th Generation of Scalable Performance Processors (up to 15% performance increase over previous)**
- **PCIe 5.0,** more IO bandwidth with CXL v1.1.
- **DDR5-4800 Memory** w/ 8 Channel/16 DIMMs/Socket providing substantial performance boost
- **New Tri-Mode RAID controller (front/rear)**
- 2 & 4 Drive Solutions w/ SAS/SATA /NVMe & a new 8 Drive EDSFF E3.S NVMe options and boot from SAN/VSAN
- NS204i-d, 2Drive M.2 NVMe Boot
- Security, iLO6 Silicon Root of Trust

Information subject to substantial uncertainties, could change at any time without prior notification

HPE SYNERGY 480 GEN11 COMPUTE MODULE—WHAT'S NEW

- **Single Base Model CTO SKU with optional Drive Cage Options**
Reduced customer complexity while offering increased flexibility & opportunity for change as business requirements change

- **Intel's 4th Generation of Xeon Scalable Family processors**
Expect largest increase in performance to date providing the customer with better response times with all workloads - virtualized, VDI, and general purpose business workloads

- **New DDR5 Memory @ PCIe 5.0 I/O, 8 channel Memory on 32 DIMMs - offers 50%* more data bandwidth and performance and up to 4TB per socket capacity**
New levels of performance and bandwidth provide even faster response times to data intensive workloads

- **Unique Storage solutions with 2x & 4x SAS/SATA/NVMe, 4x NVMe Direct Drive and 8x EDSFF E3.s Flash Drives all driven from Direct Connect/VROC or a Tri-Mode Controller**
Offers customers flexibility in boot & storage solutions while offering new options for VSAN operations

- **HPE Synergy Compute continues to work with existing HPE Synergy Frames, current options, & the latest version of HPE Composer2 / OneView**
Offers customers the most flexibility & performance with the least disruption

- PCIe 5.0 support will be dependent on PCIe 5.0 product offering to drive controllers and networking. PCIe 4.0 devices will continue to operate at 4.0 speed.
- All drive solutions for Gen11 will be unique to Synergy 480 Gen11 product and will use BC- Basic Carrier Drives..

Information subject to substantial uncertainties, could change at any time without prior notification

SY480 GEN11 DEPLOYMENT STRATEGY—MODULAR CHASSIS

Continuing previous gen deployment strategy providing customer flexibility to change

Total number of 2 Base SKUs

- HPE SY480 Gen11 CTO Compute Module
- HPE SY480 Gen11 TAA CTO Compute Module

New SY480 Gen11—Base product

Key Required Options:

- Drive Cages/Boot & Storage Options
- Processors
- Memory
- Fabric Options

Front Cage Drive Selection Options (CTO or BTO)

- HPE SY480 Gen11 w/O Front Drive Kit
- HPE SY480 Gen11 Premium 2SFF Drive Kit *(SATA/SAS/NVMe)*
- HPE SY480 Gen11 Premium 4SFF Drive Kit *(SATA/SAS/NVMe)*
- HPE SY480 Gen11 4SFF Direct Connect Drive Kit *(NVMe)*
- HPE SY480 Gen11 8EDSFF E.3 Direct Connect Drive Kit *(NVMe)*
  available May'23

No Drive	2 SFF Premium	4 SFF Premium

4 Drive Direct Connect   8 Drive EDSFF E3.S Direct Connect*
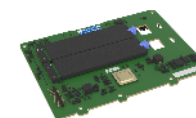
HW RAID 2x 480 GB M.2
Drive Option
(may be used with any option above)

available May'23

SY480 GEN11: CONTROLLER SUPPORT PER BACKPLANE

Gen11 Controller/Backplane choices:

		No Controller	VROC	NS204i-d	SR416ie-m
Drive-less		✓	✗	✓	D3940 only
2dr Premium SFF		✗	✗	✓	D3940 and 2SFF front bays
4dr Premium SFF		✗	✗	✓	D3940 and 4SFF front bays
4dr Direct Connect SFF		✓	✓	✓	D3940 only
8dr Direct Connect EDSFF*		✓	✓	✓	D3940 only

*available May'23

HPE SYNERGY COMPUTE ROADMAP

Gen10 Cascade Lake

DISC:
4/30/2024

Gen10 Plus Ice Lake

DISC:
7/31/2024

Synergy Generations

Gen11 Sapphire Rapids

Gen11 EMR Refresh

| 2022 | 2023 | 2024 |

HPE SYNERGY INFRASTRUCTURE

HPE SYNERGY INFRASTRUCTURE ENHANCEMENTS

High-Capacity Fan to Support Gen 11

- New high-capacity fan to support SY480 Gen11 Compute Modules
- Standard fan for new SY12000 frames
- Backwards compatible with existing Synergy 12000 frames
- *Required for all SY480 Gen11 installations*
- *Requires Composer2 and min FLM 4.x firmware version*

New Synergy 12000 Frame SKU

- New Synergy 12000 frames being introduced alongside SY480 Gen11
- Adds support for factory integrations of the new high-capacity fans
- Compatible with all currently shipping Synergy compute modules and options
- Will have both TAA and non-TAA versions available
- *Required for new SY480 Gen11 factory integrations*

New Dual Slot Power Supply Adapter

- New power option to support higher power configurations
- Highest capacity Synergy power solution providing up to 4400W per bay
  - 66% more power than standard 2650W PSU
  - Leverages 2 of the new 1800-2200W Flex Slot PSUs
  - Backwards compatible with existing Synergy 12000 frames
- *Requires Composer2 and min FLM 4.x firmware version*

SYNERGY HIGH-CAPACITY FAN

Current Fan

New High-Capacity Fan

Distinguished by new fan graphic on assembly

High-Capacity Fan - SKU: P51175-B21

SYNERGY POWER SUPPLIES

Wide Range of HPE Synergy Power Supply Options Available

Future

HPE Dual Slot Power Supply Adapter

Support for Highest Capacity Synergy Power Supply 1800-2200W
Provides up to 4400W (2x2200) per bay
Supports input voltage range of
200-240VAC

HPE 3400W Power Supply Kit

High-Capacity Synergy Power Supply

Choose this power supply when the datacenter input voltage is
230-240VAC

HPE 3000W Power Supply Kit*

High Capacity Synergy Power Supply

Choose this power supply when the datacenter input voltage is
208VAC

HPE 2650W Power Supply Kit

Standard Synergy Power Supply

Supports input voltage range of 200-240VAC

All Synergy configurations must be validated through HPE Power Advisor

HPE SYNERGY DUAL SLOT POWER SUPPLY ADAPTER

Dual Slot Power Supply Adapter – PCA Interposer

- Serviceable module providing physical support for the SY12000 Frame only
- Support up to 2200W Flex Slot power supplies per power bay with a total power up to 4400 Watts
- Combines outputs of both power supplies into one input to the Frame
- Provides CAN bus communication interface to Synergy management
- Provides programming mechanism

Flex Slot Power Supplies

- Leverages the common power supply used by ProLiant compute modules (Rack, Tower, & Apollo systems)
- HPE Synergy will support the 1800-2200W Ti Flex Slot Power Supply SKU: P44712-B21

N+N Redundancy

Feed A

Feed B

PDU A

PDU B

PSU PSU PSU PSU PSU PSU

PSU PSU PSU PSU PSU PSU

Synergy Dual Slot Power Supply Adapter - SKU: P44074-B21

2200W 96%

2200W 96%
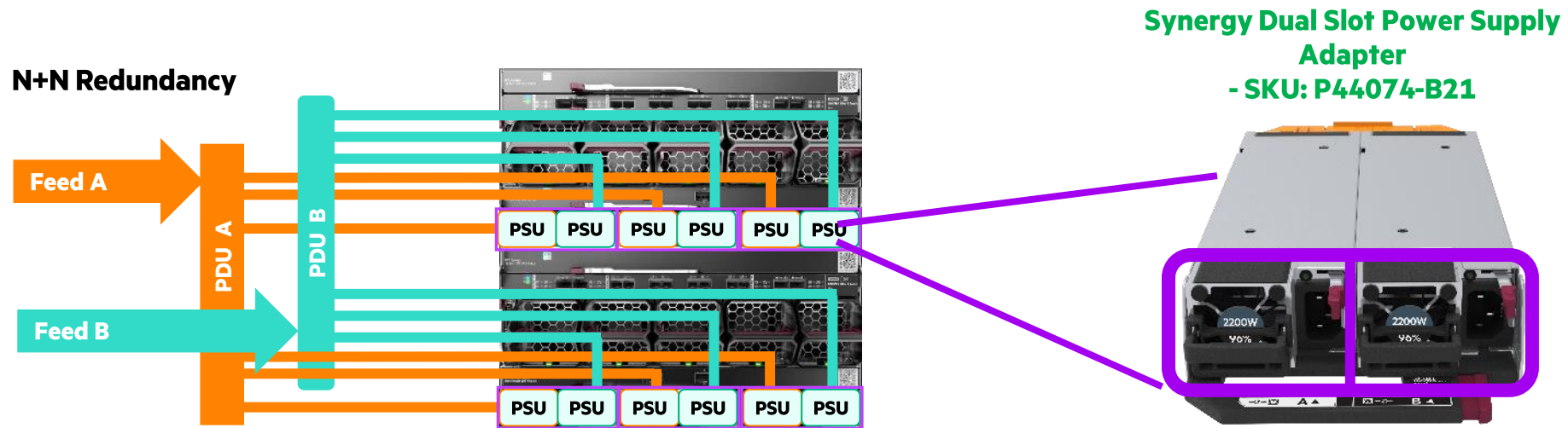
HPE SYNERGY NETWORK

HPE SYNERGY FABRIC ADAPTERS

Gen11 Solutions

- P39959-B21, HPE SR416ie-m Gen11 Storage Ctrlr
- 876449-B21, HPE Synergy 4820C 10/20/25Gb Converged Network Adapter
- P02054-B21, HPE Synergy 6820C 25/50Gb Converged Network Adapter
- 870828-B21, HPE Synergy 5330C 32Gb Fibre Channel Host Bus Adapter
- 777456-B21, HPE Synergy 5830C 32Gb Fibre Channel Host Bus Adapter

Storage Controller

Converged Network Adapter

Fibre Channel Host Bus Adapter

Information subject to substantial uncertainties, could change at any time without prior notification

HPE SYNERGY STORAGE – WHAT'S AROUND THE CORNER

Gen11 SR416ie-m

Alletra 9000[1]
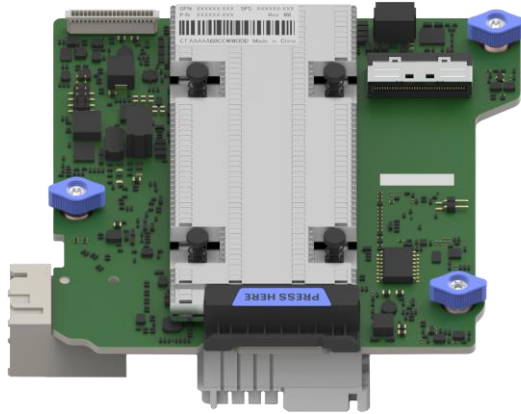
New Storage Controller

- Tri-Mode support for PCIe Gen4 NVMe, 24G SAS and 6G SATA

- Supports both Secure Boot and SPDM Gen11 security features

- Simplifies customer experience by streamlining options and offering broad-scale support

Alletra 9000 Flat SAN Support

- All NVMe solution designed for mission-critical workloads with 100% availability guaranteed

- Intent-based Provisioning intelligently provisions application workloads on infrastructure best-suited for optimizing SLAs

_____
1. Alletra 9000 flat SAN support to be delivered summer 2023.

HPE SYNERGY SOFTWARE

SYNERGY SOFTWARE RELEASES
News and Updates

In order to provide Synergy customers a more customizable and time-to-market software update experience, we have introduced Synergy hotfix capabilities to allow customers to install critical security/bug fixes in the timeliest manner possible.

HPE Synergy Service Pack (SSP)

A dedicated service pack has been created with the name HPE Synergy Service Pack (SSP). This dedicated service pack enables Synergy customers to use the HPE SSP as a base which can be customized to apply HPE Synergy hotfixes.

Beginning in May 2021, all HPE Synergy Software Releases will adopt the new name.

HPE Synergy Hotfix Releases
Flexible Update Options for Critical Releases

HPE Synergy hotfixes will be released to provide Synergy customers a method to install critical fixes between official HPE Synergy Service Pack (SSP) releases.

Each of Synergy hotfix release will have
- Customer advisory
- Instructions for installation
- Release compatibility details for SSP & OneView versions
Synergy hotfixes will also appear on the Synergy Software Overview page.

Next

Expand support of more flexible, independent updates

SYNERGY SOFTWARE RELEASES & OPERATING SYSTEM SUPPORT
Year at-a-Glance

Current

Latest Release
SSP 2022.11.01
New OS Enablement and Ongoing OS Support
OS Support Gen10 / Gen10 Plus
- VMware ESXi vSAN 7.0u2, 7.0u3, **8.0**
- Red Hat RHEL 8.5, 8.6, 9.0
- SUSE SLES 12 SP5, SLES 15 SP3, **SLES 15 SP4**
- Microsoft Windows WS 2016 RS1, WS 2019 RS5, 2022
Released 8-November-22

Synergy Hotfixes
None

Active Synergy SPP/SSP releases:
Synergy SSP 2021.11.01
Synergy SSP 2022.02.01 and .02
Synergy SSP 2022.08.01
Synergy SSP 2022.11.01

Future

Q1 CY23	Q2 CY23	Q3 CY23	Q4 CY23

SYR 23.x

NPI & New OS Enablement
RHEL 8.7, 9.1
Intel Gen11
Tier2 OS
Ubuntu 20.04, 22.04
Oracle Linux 8.6

Target: February

SYR 23.x

New OS Enablement
ESXi 8.0 U1

Tier2 OS on Gen 11
Ubuntu 20.04, 22.04
Oracle Linux 8.7, 9.0

Target: April

SYR 23.x

NPI & New OS Enablement
RHEL 8.8, 9.2
SLES 15 SP5
Tier2 OS
Ubuntu 20.04, 22.04
Oracle Linux 8.6, 9.0

Target: July/August
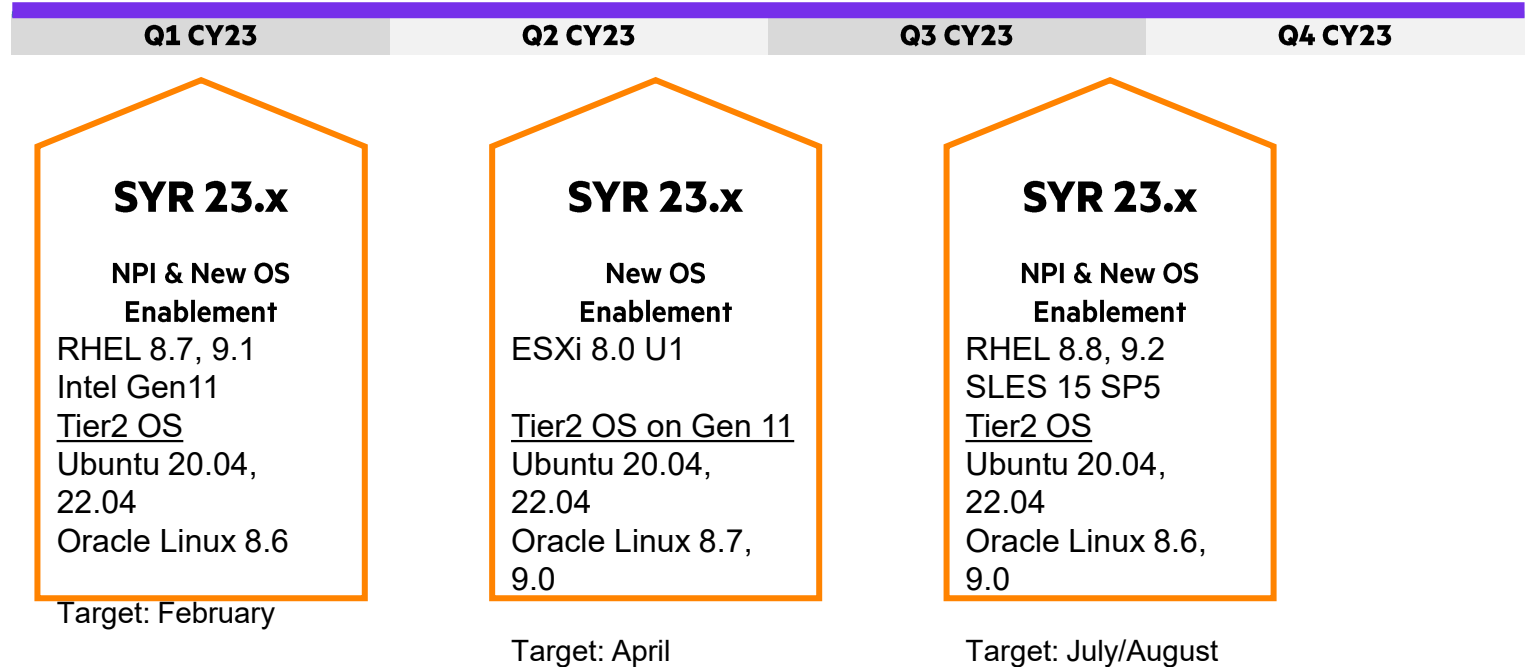
Note: This roadmap is subject to change without notice.

HPE ONEVIEW ALIGNMENT WITH HPE SYNERGY CUSTOM SPP

Current | **Future**

| 6.0 | 6.1 | 6.2 | 6.3 | 6.4 | 6.5 | 6.6 | 7.0 | 7.1 | 7.2 | 8.0 | 8.1 |

SPP 2020.05.02

SPP 2020.07.02 & .03

SPP 2021.01.01, .02 and .03

SPP 2021.02.01 and .02

SSP 2021.05.01, 03 and 04

SSP 2021.11.01

SSP 2022.02.01

SSP 2022.08.01

SSP 2022.11.01

SSP 2023.02.01

Recommended to be on the latest version to get the latest fixes and features

Column alignment showing which SPPs are supported with each HPE OneView release.

Milestone Releases →
HPE OneView 6.0
HPE OneView 6.3
HPE OneView 7.0
HPE OneView 8.0

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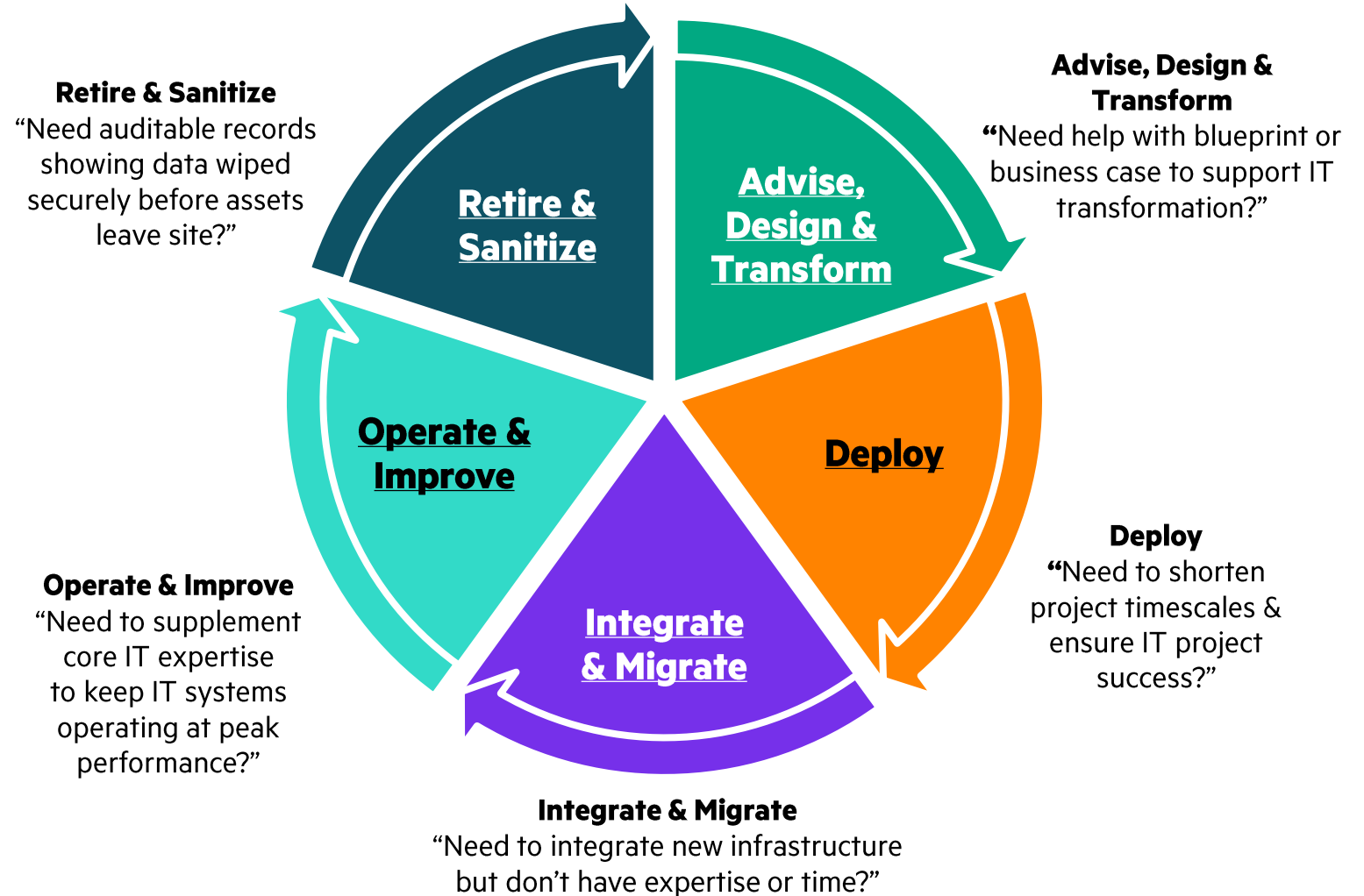|			
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WHAT ARE HPE LIFECYCLE SERVICES ?

Outcome based services for every stage of the IT lifecycle that—

- Augment & boost customer IT expertise
- Enable technology outcomes
- Accelerate time to value
- Provide for single & multiple per event engagements

All HPE Lifecycle Services are orderable as a SKU & can be quoted with hardware or separately. Predefined & custom packages available

Outcome based services **for every stage of the IT lifecycle**

Retire & Sanitize
"Need auditable records showing data wiped securely before assets leave site?"

Advise, Design & Transform
"Need help with blueprint or business case to support IT transformation?"

Deploy
"Need to shorten project timescales & ensure IT project success?"

Integrate & Migrate
"Need to integrate new infrastructure but don't have expertise or time?"

Operate & Improve
"Need to supplement core IT expertise to keep IT systems operating at peak performance?"

Retire & Sanitize
Advise, Design & Transform
Deploy
Integrate & Migrate
Operate & Improve

DEPLOY—ALL PROJECTS, ALL SIZES

Install / Install & Start Up
- Small scale, add-on to environment
- Transactional, repeatable
- HPE & HPE PRSD delivered

Factory Integration Services
- Pre-built to customer specification
- Pre configured & tested to shorten project time
- Scalable, repeatable, economies of scale

Custom
- Large scale global capability
- HPE & non HPE
- Meets most demanding customer requirements

INTEGRATE & MIGRATE AT A GLANCE

Integrate new technology with existing
- Integrate HPE & non-HPE environments
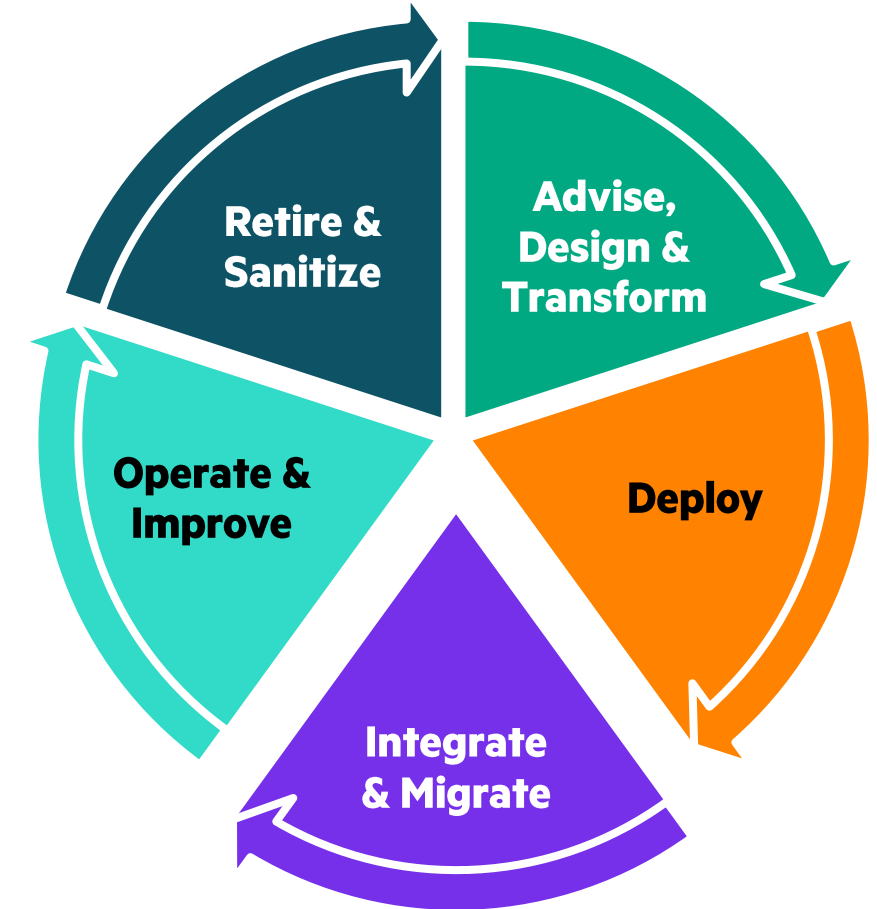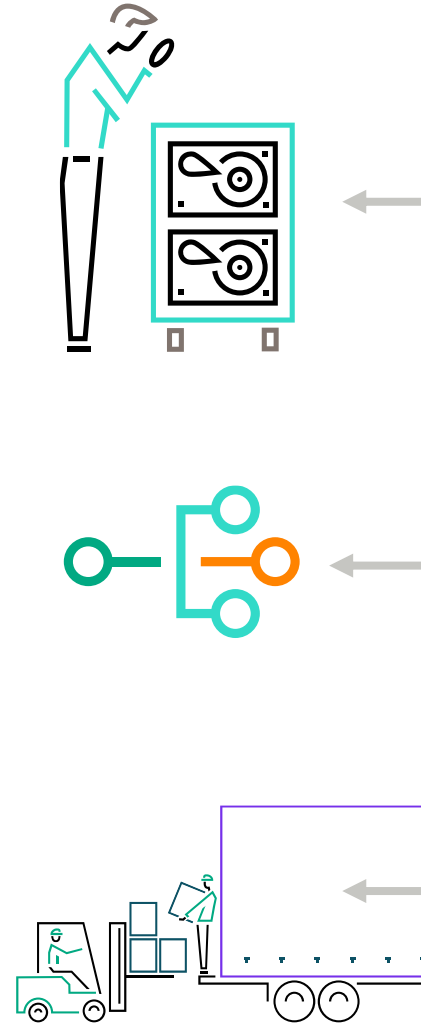- Rely on HPE expertise & knowledge

&

Securely Migrate Data
- Move data from HPE & non HPE platforms
- Leverage HPE tools & methods
- Rely on HPE expertise

&

Protect the business when moving IT hardware
- Relocate to same or new site
- Recertify if moved without HPE

Retire & Sanitize

Advise, Design & Transform

Deploy

Integrate & Migrate

Operate & Improve

OPERATE & IMPROVE AT A GLANCE

Boost core IT capacity & capability

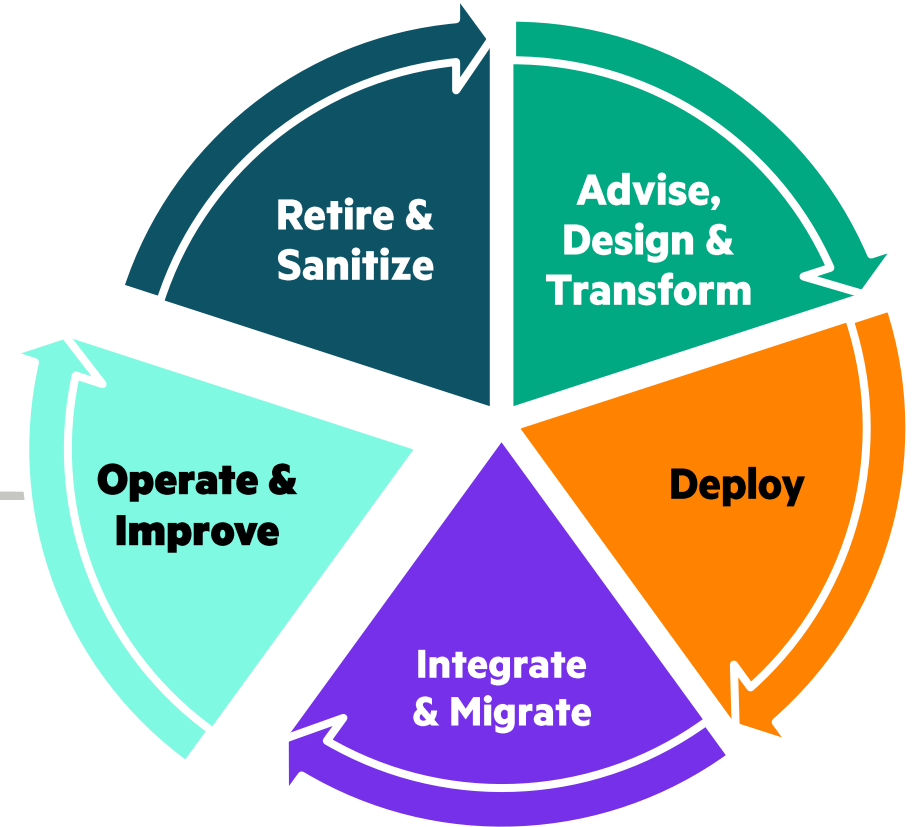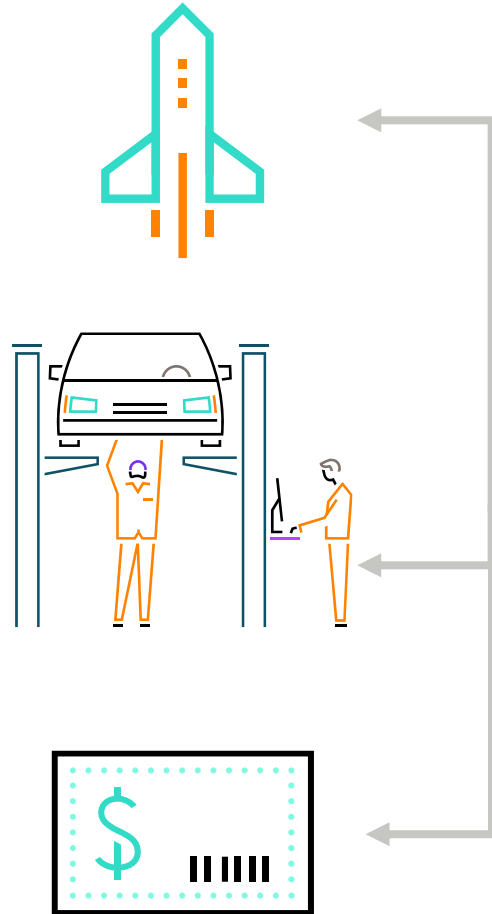- HPE Team Days &
- HPE Resource Offers

or

Select from range of services including

- Firmware Update Analysis & Implementation
- Health-Checks
- IT Performance Services

or

Redeem HPE Service Credits

- Flexibility at any time for any service on the Menu

Retire & Sanitize

Advise, Design & Transform

Deploy

Operate & Improve

Integrate & Migrate

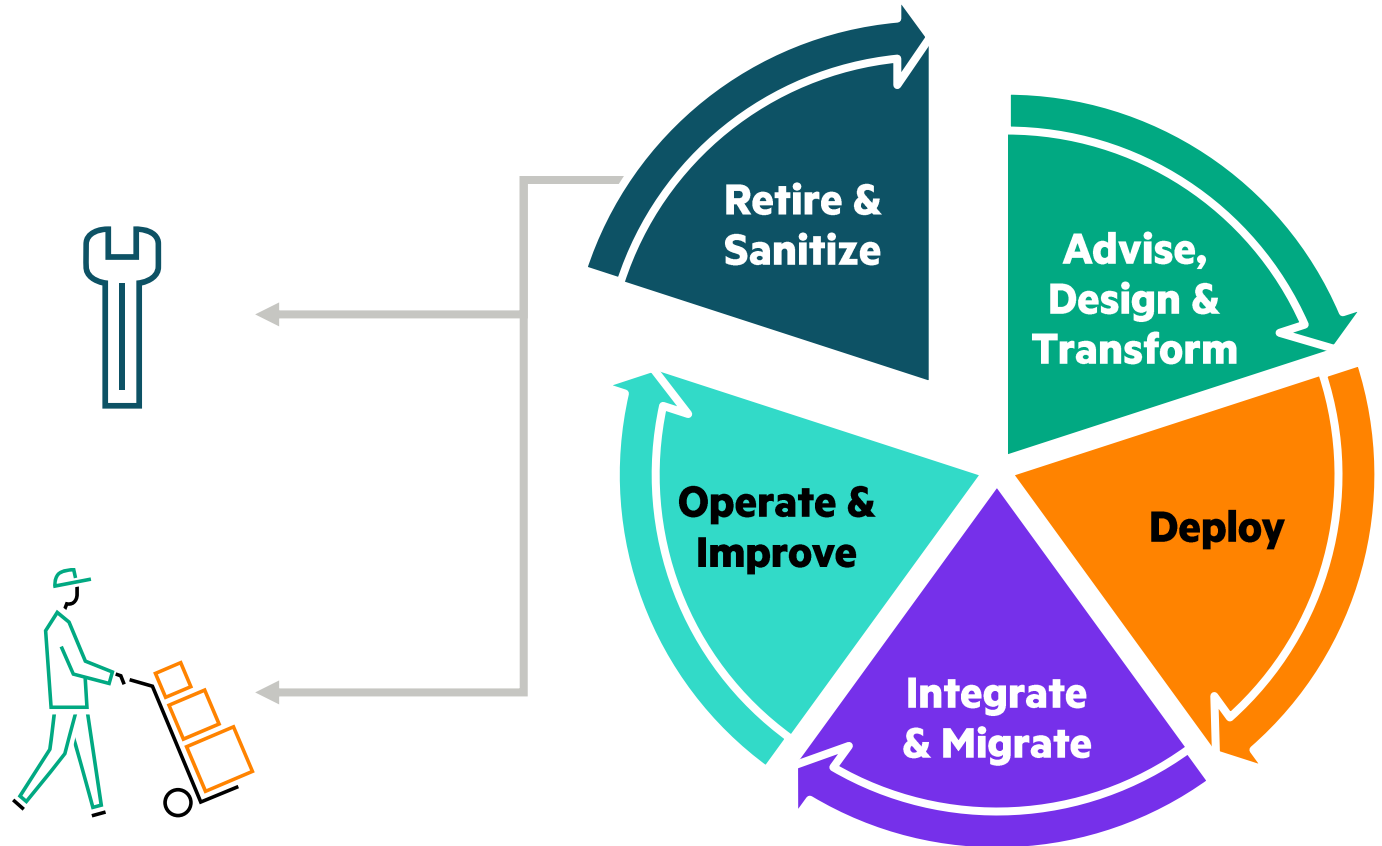# RETIRE AND SANITIZE AT A GLANCE

Protect Data
- Avoid data breaches & **sizeable fines**
- Wipe drives securely **on-site**
- Get **certificate** of erasure

&

Fund new investments with retired IT hardware
- **Get money back!**
- **Free up space**
- Eco friendly disposal

Retire & Sanitize

Advise, Design & Transform

Deploy

Integrate & Migrate

Operate & Improve

HELP CUSTOMERS SHORTEN TIME TO VALUE WITH SERVICE CREDITS
Get fast & flexible access to HPE expertise with access to over 100 services on the Menu

Sample Services on the Menu

Infrastructure	Server	Storage	Networking & Security	Software	Cloud
	• SW & FW Analysis • SW & FW Update Service • System Health Check • Media Sanitization • Performance Services	• SW & FW Analysis + Updates • Capacity & Trending • Back Up & Recovery Check (disk) • Data Sanitization • Performance Services	• Predictive Wireless Site Survey • Security Assessment for Remote Workforce • Network Vulnerability Assessment & Pen Testing • Application Vulnerability Assessment & Pen Testing	• Performance Analysis (Linux) • SAP HANA Versioning Services • SAP Solution Manager Health Check • HPE OneView (use time blocks)	• Cloud Workshops • Cloud Assessment • Cloud Planning • Cloud Implementation • For Private & Public Environments

Assessment & Improvement
- Assessment services to identify operational risk or improvements in IT performance or reduce downtime & complexity across Server, Storage & Networking platforms

Technical Resource
- Leverage HPE technical expertise to help with specific technical challenges to supplement in-house skills.

- [Pweb](#)

POCKET GUIDE
HPE BEST PRACTICES—FOR OPTIMAL HARDWARE PERFORMANCE

HPE 3PAR STORESERV, HPE PRIMERA & HPE ALLETRA MAINTENANCE SCHEDULE
Best Practice—Gold Standard

Health Check
Assessment of overall health, operational state, performance, capacity, and supportability of the HPE 3PAR system.

Firmware Update Analysis
Provides report with current and recommended FW and SW revisions including compatibility analysis of all affected products.

Firmware Update Implementation
Provides remote or on-site implementation of FW and SW revisions for products classified as user-updatable.

Performance and Capacity Trending
Periodic high-level performance and capacity report to identify trends and emerging issues.

Rebalance Service
Analysis, planning, and implementation to balance I/O across HPE 3PAR when adding capacity. Includes electronic data movement and physical drive movement as needed.

Data Sanitization
Performs hard drive or solid-state drive erasure on storage arrays to industry standards (DoD 5220.22-M, NIST 800-88) to facilitate repurposing, resale, or disposal when repurposing or retiring drives.

	Year 1				Year 2				Year 3				Year 4				Year 5			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Health Check		•		•		•		•		•		•		•		•		•		•
Firmware Update Analysis		•		•		•		•		•		•		•		•		•		•
Firmware Update Implementation		•		•		•		•		•		•		•		•		•		•
Performance and Capacity Trending			•				•				•				•				•	
Rebalance Service			•					•			•					•			•	
Data Sanitization																				•
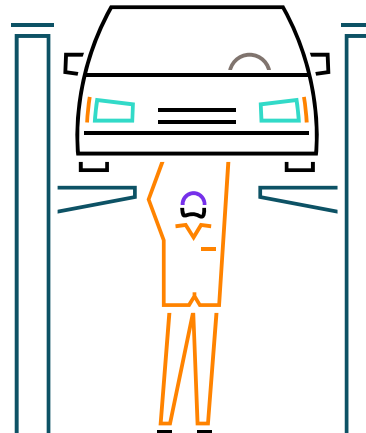
- **Example** shows **services required over 5 years**
- **Similar to servicing a car,** all maintenance checks are required for optimal performance
- Some services are **required more often** than others
- **HPE Service Credits offers a flexible solution** supplementing in-house IT departments when required

Sample maintenance schedule. **Note:** Service intervals will vary per customer.

HPE 3PAR STORESERV, HPE PRIMERA & HPE ALLETRA MAINTENANCE SCHEDULE

Recipe for success using HPE Service Credits—example 5 years, single array

	Mission-critical arrays HPE StoreServ 20000/10000/84xx/74xx models				Non-business-critical HPE StoreServ 82xx/72xx models			
	#Cr/Svc	#/YR	YR	Yearly Cr	#Cr/Svc	#/YR	YR	Yearly Cr
Health Check	10	2	5	**100 Cr**	10	2	5	**100 Cr**
OS Firmware Update Analysis	20	2	5	**200 Cr**	20	1	5	**100 Cr**
OS Firmware Update Implementation	15*	2	5	**150 Cr**	10–15*	2	5	**150 Cr**
Performance and Capacity Trending	35	1	5	**175 Cr**	35	1	5	**175 Cr**
Rebalance	25–50	1	5	**250 Cr**	25–50	0	5	**0 Cr**
Data Sanitization	50	1		**50 Cr**	20	1		**20 Cr**
Total for 5 years				**925 Cr**				**545 Cr**

This is a Sample maintenance schedule. **Note:** Service intervals will vary per customer 15 credits for on-site delivery or otherwise 10 credits for remote delivery.

* Number of credits will vary based on HW. Out of hours delivery will increase credits cost

950 Credits (5 year) = **223K WW list $**

550 credits (5 year) = **129K WW list $**

HPE SYNERGY MAINTENANCE SCHEDULE
Best Practice—Gold Standard

HPE Synergy Ecosystem Health Review
Provides a review of status, configuration, security, firmware, driver, and software versions.

HPE Synergy FW Update Analysis
Provides report with current and recommended firmware and software revisions, including compatibility analysis with all affected components.
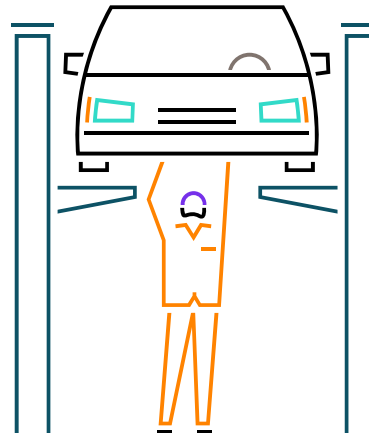
HPE Synergy FW Update Implementation
Provides upgrade to current and/or recommended FW and SW revisions, according to compatibility analysis with affected components.

Data Sanitization
Performs hard drive or solid-state drive erasure on storage arrays to industry standards (DoD 5220, NIST 800-88) to facilitate repurposing, resale, or disposal when repurposing or retiring drives.

|	Year 1				Year 2				Year 3				Year 4				Year 5			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Health Review		•				•				•				•				•		
FW Update Analysis		•		•		•		•		•		•		•		•		•		•
FW Update Implementation		•		•		•		•		•		•		•		•		•		•
Data Sanitization																			•	

- **Example** shows **services required over 5 years**
- **Similar to servicing a car,** all maintenance checks are required for optimal performance
- Some services are **required more often** than others
- **HPE Service Credits offers a flexible solution** supplementing in-house IT departments when required

Sample maintenance schedule. **Note:** Service intervals will vary per customer.

HPE SYNERGY MAINTENANCE SCHEDULE

Recipe for success using HPE Service Credits—example single management ring, 3 frames, 5 years
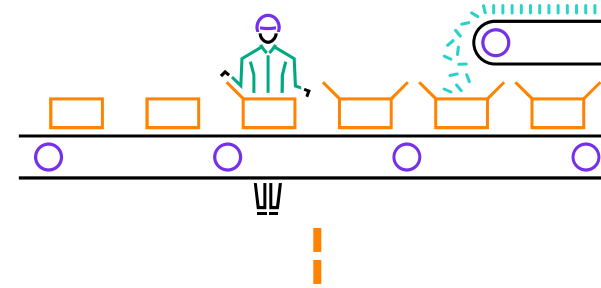
	Number credits per service	Annual recommendation	Term (Years)	Total credits over term
HPE Synergy Ecosystem Health Review	10*	1	5	**50 Cr**
HPE Synergy Firmware Update Analysis	20	2	5	**200 Cr**
HPE Synergy Firmware Update Implementation	25	2	5	**250 Cr**
Data Sanitization	20	1**		**20 Cr**
Total for 5 years				**520 Cr**

550 credits (5 year) = **129K WW list $**

* Environments of more than four logical enclosures will require additional credits
** Required once at the end of the lifecycle of the asset

Sample maintenance schedule. **Note:** Service intervals will vary per customer.

AGENDA DE 26 DE MAYO 2023
"ZERTO 10 Y SYNERGY GEN 11, ENTRE OTROS"

Intro	10:00 – 10:05	Introducción	**Jaime Garrido,** HPE Customer Operations
I	10:05 – 10:10	Resetear contraseña Partner Ready Portal	
	10:10 – 10:15	Estado del Partner en Partner Ready Portal	
II	10:15 – 10:25	Zerto 10	**Alvaro Casado,** Consultor Preventa HPE, Pleiades
III	10:25 – 10:30	Packaged Support Services de larga duración	**Juan Antonio Aniorte** HPE CSLV
IV	10:30 – 10:40	Actualización Synergy Gen 11	**Juanan Ibañez,** Consultor Preventa HPE, Pleiades
V	10:40 – 10:50	Servicios a medida	**Goyo Fernandez** HPE CSLV
Final	10:50 – 10:55	"Call to Action" + Preguntas y Respuestas	**Jaime Garrido,** HPE Customer Operations

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Quick Menu for Sales & Presales FY23-Q3

Todos los recursos para crear tus propuestas comerciales de Hybrid IT a la vista. - v.230524

1. Learning & Certification → 2. Customer Presales Activities → 3. Deal Registration (optional) → 4. System Sizing & Design → 5. System & Services Configuration → 6. Pricing Quote → 7. TCO/ROI Analysis (optional) → 8. Customer Solution Proposal

Compendiums

►FY23 Certification Criteria UPDATE!
Información sobre certificaciones del programa

► HPE TECH PRO COMMUNITY
Todos los recursos necesarios para técnicos certificados incluido el acceso a los Badges

►HPE Sales Pro
Plataforma en la que se unifican todos los recursos comerciales, certificaciones incluidas

►Proposal Web
Descripciones en español de sistemas y servicios.

►Seismic
Documentación de *Soluciones y Tecnologías*

►WebForums
Grabaciones y Convocatorias

►HPE Engage & Grow
Programa de incentivos de ventas

1. Learning & Certification
2. Presales Activities

1 **►My Learning**
Portal de formación y certificación, incluido el acceso a los Badges

► Tools & Processes Training
Grabaciones, calendario y registro de próximos webinars de herramientas

► HPE Channel Webinars
Plataforma de formaciones online para canal (Webinars)

► View Certifications
Detalles de cada certificación. Nuevas certificaciones Edge-to-Cloud
HPE Master ASE Advantage program

2 **► Customer Technology Center**
Web de Información y reservas

► Programa Channel Demo UPDATE!
T&Cs de FY23 Hasta 85% de descuento para tu equipo de demo

►QuickSpecs
Biblioteca HPE de Especificaciones de Sistemas

3. Deal Registration
4. System Sizing & Design

3 **►Integrated Quoting 2.0**
(Deal Registration)
Protege tu inversión Técnica-Preventa.
Deal Registration T&Cs de FY23Q3 NEW

4 **►SEISMIC**

►Cloud Physics

►Sizers Portal page
Sizers de uso frecuente:
  SimpliVity Sizer
  HPE Assesment Foundry

►Reference Architectures Portfolio
Arquitecturas de referencia para Microsoft, SAP HANA, Oracle, Citrix,...

►Global TecHub
Sección del TecHub en el portal.

5. System & Services Configuration
6. Pricing Quote

5 **►One Config Advanced (OCA)**
Configurador Online de HPE.

► Global TecHub

6 **►Integrated Quoting 2.0**
(Pricing)
Sistema integrado para Quotes, Deal Registration y gestión de Oportunidades.

► Price Communications
Visor de Precios

►HPE Renew – Inventory Today
Sistemas reacondicionados a precios muy competitivos

7. TCO/ROI Analysis
8. Customer Solution Proposal

7 **►Alinean ROI Analyst**
Incluye plantillas de análisis TCO/ROI para Synergy, 3PAR, StoreOnce, etc.

8 **►Proposal Web**

►Products & Solutions Now
Repositorio central de HPE de *Materiales de Marketing en inglés y en español* para cliente final y campañas

Ver opciones de uso frecuente de **SOLICITAR ASISTENCIA** en la página siguiente

RECUERDA: DESPUÉS DEL WEBFORUM DE HOY PUEDES ENVIARNOS TU FEEDBACK, Y TAMBIÉN TUS CONSULTAS Y PETICIONES

I. Feedback sobre el WebForum

II. Tus consultas y peticiones al Equipo del WebForum
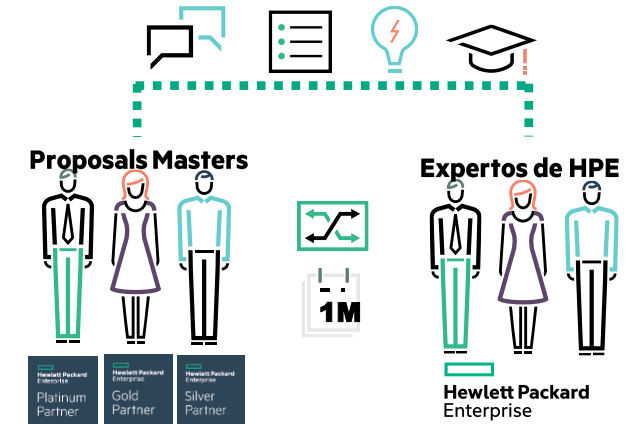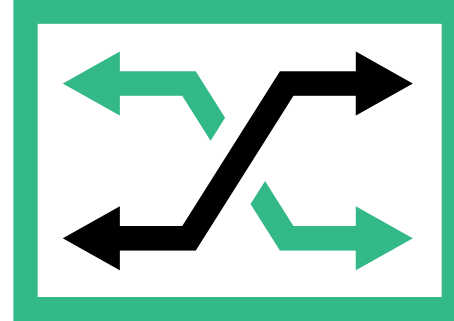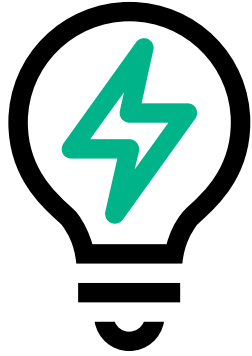
III. "Feedback del mes"

PRÓXIMO WEBFORUM 30 DE JUNIO

PRINCIPALES NOTICIAS DE DISCOVER

"ONE LAST SLIDE"

UN CONSEJO FINAL

Revisad vuestro status de cara al Readiness FY24

TUS FEEDBACKS Y TUS PETICIONES

Es fundamental para que este foro sea UTIL PARA TI.

Pincha en el enlace del correo que te enviaremos en breve. Toma menos de 2 minutos.

PRÓXIMOS WEBFORUMS

- **Junio: Viernes 30, 10 AM**

(NOTA: son las fechas previstas, pero puede haber cambios en caso de coincidencia con otros eventos de canal u otras causas de fuerza mayor)

Proposals Masters

Expertos de HPE

Hewlett Packard Enterprise

Thank you

Hewlett Packard
Enterprise