



## HP Announces New Software, Collaboration with Red Hat to Simplify Management of Virtualized Environments

PALO ALTO, Calif., Sept. 2, 2008 – HP today announced new Business Technology Optimization (BTO) software for virtualization to help customers minimize business service risk and lower costs.

In addition, the company announced a strategic agreement with Red Hat to jointly develop integrated solutions that simplify the monitoring and management of heterogeneous IT environments.

Virtualization presents unique management challenges for customers due to the increased complexity and dynamic nature of virtual environments. Furthermore, the proliferation of virtual machines can lead to performance degradation.

To address these problems, HP's new Business Service Management (BSM) and IT Service Management (ITSM) virtualization capabilities optimize the performance of virtual infrastructures, balance the ratio of physical to virtual machines, and ensure appropriate control of virtual machine environments.

In addition, building on HP's automated configuration management virtualization solutions, the ITSM solution helps customers control costs and provide increased visibility into data center resources.

"Infrastructure boundaries are becoming more ambiguous, and the addition of virtual machines (VMs) to data centers already leveraging other virtualization technologies, such as storage area networks, virtual LANs and so on, can make knowing where the problem exists harder to identify and possibly remediate, resulting in higher costs and potential impacts to service quality," said Cameron Haight, industry analyst, Gartner.<sup>(1)</sup>

New HP BTO Software virtualization offerings

New HP BTO Software virtualization capabilities are now available through HP Operations Center, HP Business Availability Center, HP Network Management Center, and HP Service Management Center. Unlike specialty tools that only monitor either physical or virtual environments, HP solutions manage across both environments.

- HP Operations Agent, HP Performance Agent and HP SiteScope – New enhancements add hypervisor management capabilities. For example, the ability to collect management data from all key virtual machine hypervisors, and then use that data to automate event and availability monitoring and

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management processes across heterogeneous infrastructures.

- HP Network Node Manager i-series – Monitors performance and availability of networks supporting dynamic virtualized environments. In addition, these products allow proactive planning and monitoring of network capacity, as well as network interface cards, for virtualized environments.
- HP Asset Manager – Allows customers to identify and manage virtual machine inventory and licenses, so they can plan for future resource allocations while reducing costs.

With HP solutions unifying the management of both virtual and physical technology environments, customers can now experience comprehensive service monitoring, faster problem isolation and more reliable application diagnostics. In addition, companies can consolidate, simplify and standardize traditional and virtual technology assets.

“HP’s virtualization capabilities help us accurately manage a complex, mixed virtual and physical IT environment and enable us to cut costs,” said Scott Steves, systems network software consultant, State of Kansas. “Our clients require 24/7 access to business services so making sure our systems meet performance and availability expectations is a top priority.”

New collaboration with Red Hat

Building on strategic collaborations with VMware and Microsoft®, HP Software will also work with Red Hat on joint product development and integration efforts to help customers seamlessly automate the management of heterogeneous environments, including management of the Red Hat Enterprise Linux platform.

“Virtualization technology delivers a quantum step in IT operational flexibility, speed of deployment, and application performance and availability.

Virtualization allows IT managers to deliver more to their customers while gaining control of their costs,” said Katrinka McCallum, vice president, Management Solutions, Red Hat. “We look forward to working with HP Software to develop new solutions to meet the needs of our joint customers.”

“Through HP’s new BSM product offerings, customers can gain control over increased complexity and management costs. This is especially important with 98 percent of IT environments utilizing virtualization platform solutions from multiple vendors,” said Ramin Sayar, senior director, Business Technology Optimization Products, Software, HP. “Existing HP customers can continue to leverage the industry’s leading distributed systems management products in order to gain greater visibility and control of heterogeneous virtual and physical environments.”

About HP

HP, the world’s largest technology company, provides printing and personal computing products and IT services, software and solutions that simplify the technology experience for consumers and businesses. HP completed its acquisition of EDS on Aug. 26, 2008. More information about HP (NYSE: HPO) is available at <http://www.hp.com/>.

(1) Gartner, “Server Virtualization: A Look at the Trade-Offs,” Cameron Haight, February 2008.



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