



New Services from HP Help Customers Realize Full Benefits of Virtualization Projects

PALO ALTO, Calif., Sept. 2, 2008 – HP today announced new services that enable customers to realize the full potential and benefits of their virtualization projects.

Virtualization can provide several benefits, including increased business agility, lowered costs and reduced risk of downtime. When properly implemented, virtualization becomes a strategic enabler for data center transformation.

The new services include HP Virtualization Accelerator Services, HP Virtual Desktop Infrastructure (VDI) Services supporting Citrix XenDesktop, and HP Virtualization Support Services. These services help customers deploy virtualization broadly into their technology environments. They also provide ongoing operations and support.

“Customers worldwide are deploying virtualization for more than cost savings and efficiency – they are also using it to reduce energy consumption, increase flexibility and reduce or eliminate downtime,” said Johan Vanoverbeke, vice president, Worldwide Sales and Marketing, Technology Services, HP. “HP’s virtualization services combined with years of experience enables customers to rapidly and successfully implement virtualization across the enterprise to immediately achieve these benefits.”

HP Virtualization Accelerator Services

The HP Virtualization Accelerator Services are predefined, fixed-price consulting services for planning, designing and implementing virtualization initiatives. Using a “productized” approach simplifies the buying process, reduces costs and shortens deployment time, enabling customers to realize a faster return on their virtualization investments.

These services enable HP consultants to deliver virtualization projects incrementally as part of a larger data center virtualization strategy, design or transition service. Customers can combine multiple services and build upon them to meet their specific business requirements. In addition, organizations can quickly achieve desired results and rapidly expand their data center virtualization initiatives. The HP Virtualization Accelerator Services include:

- HP Virtual Server Environment (VSE) Solution – Project management, planning, configuration and knowledge transfer for the HP VSE suite.
- HP High Performance Computing (HPC) Cluster Management Solution Service

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- Planning, configuration, validation and knowledge transfer for UNIX®-based HPC clusters, including installation of cluster management software packages such as XC, CMU, Insight Control Linux Edition, Scali and ClusterPack.
- HP Global Work Load Manager Solution Service – Planning, configuration, validation and knowledge transfer for Microsoft Windows® Compute Cluster Server.
- HP Integrity/HP 9000 Solution Service – Project management, planning, configuration and knowledge transfer for HP Integrity and HP 9000 servers.
- HP Server Solution Project Management Service – Management for server-related projects, including upgrades, deployments, migrations and consolidations.
- HP Virtual Server Solution Planning and Design Service – Analysis, virtualized infrastructure design, projected cost savings and deployment roadmap for customers considering VSE, Microsoft, VMware and/or blade technologies.
- HP Virtual Desktop Infrastructure Solution Service – Transformation of client infrastructure providing simplified technology management with increased security, lower cost of ownership and flexibility to adapt to changing business requirements.

HP Virtualized Desktop Infrastructure Services supporting Citrix XenDesktop
 HP VDI Services supporting Citrix XenDesktop assess the need for and business value of a virtualized desktop environment as well as provide planning, design and implementation capabilities. The HP VDI is an end-to-end solution consisting of thin clients, workstation blades, remote graphics, virtualization and management software, servers and storage.

HP has the expertise to bring together the desktop, virtualization, data center and partners to reduce the complexity of data center virtualization. HP VDI Services enable customers to implement the right solution for a smooth, rapid transition to desktop virtualization.

Customers can choose between Microsoft Hyper-V, Citrix XenServer, HP Blade PCs and HP BladeWorkstations as the foundation for VDI while still providing industry-leading security, manageability and user experience with Citrix XenDesktop.

HP VDI services supporting Citrix XenDesktop include:

- VDI Planning Services – Discovery, business assessment, roadmap and design.
- VDI Quick Start Service –Discovery workshop, roadmap and proof of concept.
- VDI Implementation Services – Solution design, solution proof of concept, migration planning and implementation services.

HP also introduced software technical support and update services for Citrix XenDesktop VDI. These services provide efficient, ongoing operations, which frees up staff to focus on business innovation.

HP Virtualization Support Services

[Survey results](#) HP released today cited lack of training and experience as a top



barrier to implementing successful virtualization projects. HP fills that resource gap with new education courses and support services, providing virtualization expertise for technology teams. These services further expand HP's broad portfolio of services for the entire virtualization lifecycle, including continual service improvement.

HP Virtualization Support Services tap more than a decade of HP experience for smooth transition and ongoing management of new technology, reducing the risk of unplanned downtime. The services provide consistent, top-quality support for Citrix, Microsoft, Novell, Red Hat, VMware and HP products.

"Customers can simplify technology operations with HP's standard worldwide processes for supporting multi-vendor physical and virtual assets," said Vanoverbeke. "Resources that would have been required to support many different virtualization products are now available for business growth projects."

The HP Virtualization Support Services include:

- HP Education Courses for a range of HP virtualization software products, including an HP-UX Virtualization Tools Boot Camp demonstrating systems and workload management.
- Hardware support for the new HP ProLiant BL495c virtualization blade.
- Technical Support Services for VMware Workstation, VMware Lab Manager, VMware Stage Manager, VMware Lifecycle Manager and VMware Site Recovery Manager software, and Microsoft server virtualization software such as Windows Server 2008 Hyper-V, Microsoft Hyper-V Server and Microsoft System Center products.
- Technical Support Services for HP VDI with Citrix XenDesktop

These offerings further extend HP's robust portfolio of virtualization services that address virtualization from a strategic perspective. More information on the new HP Virtualization Accelerator Services, HP VDI Services supporting Citrix XenDesktop and HP Virtualization Support Services is available at www.hp.com/go/virtualization2008.

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/>.

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