



## HP Matrix and Virtualization Services for Effective Data Centers

### Overview

Organizations are working to revise their technology strategies to cope with the rapid business changes caused by the current economic climate, while building the foundation for tomorrow's recovery. [HP Matrix Services](#) and [HP Insight Capacity Advisor Virtualization Services](#) are new integrated offerings from HP that help organizations to assess, design and deploy new Matrix and virtualization technologies with expert assistance and lower risks.

"In challenging economic times, organizations cannot afford to fall behind due to inflexible infrastructure or downtime," said Michelle Weiss, vice president, Technology Services, HP. "HP's new services allow customers to maximize the return on investment of their infrastructure by offering increased flexibility and advanced synergies across the data center."

### HP Matrix Services

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Through HP Matrix Services, customers are able to speed up deployment and lower the risks often associated with adopting new technologies. The new services offer integrated deployment and support packages that include a comprehensive life cycle services portfolio for HP BladeSystem servers, operating system, virtualization and management software, networks and storage.

The HP Matrix Services are for companies looking to create an [Adaptive Infrastructure](#) using the HP BladeSystem Matrix solution and help customers avoid time-consuming training for in-house staff for one-off installation tasks. In addition, customers have access to integrated hardware and software expertise for problem identification and resolution.

HP Matrix services are available in two packages:

- Designed to minimize on-site disruption and deliver speedy deployment, the Matrix Implementation Service combines factory integration, on-site implementation, configuration, testing and customer orientation training. This package also includes one-year, 24/7 software support and service updates for management software components.
- The Matrix Support Plus 24 Service delivers consistent level of integrated support for the Matrix enclosure hardware and management software. It expands the core Matrix hardware component warranty coverage to three-year, same-business-day, 24/7, four-hour response, while extending the Matrix 24/7 software support and update service to three years.

For customers requiring "Always On" services, where any downtime will risk loss of business, HP offers [HP Proactive 24 Services](#) and HP Critical Service to ensure higher levels of business continuity and availability.

In addition, HP has strengthened the [HP Insight software services](#) portfolio with the introduction of the new HP Advanced Insight Control Suite Custom Implementation Service, a new service designed to meet the advanced configuration and optimization needs of HP Insight Control customers.

### **HP Insight Capacity Advisor Virtualization Services**

HP has extended its [virtualization life cycle and accelerator services](#) to now include HP Insight Capacity Advisor Virtualization Services. These new services, which support all hypervisors, combine years of experience, industry-leading HP Insight software and HP Labs intellectual property to help customers start their virtualization initiatives and optimize existing virtual environments while:

- Lowering costs: HP virtualization experts help create return on investment models for financial cost justification and recommend the best approach to virtualizing multi-vendor environments to maximize the return on investment.
- Managing risks: HP experts offer insight on best practices for reducing the risk of downtime in virtualized environments. HP's experts have the ability to model multiple scenarios to determine the most cost-effective solution, allowing businesses to align cost with business value.
- Accelerating growth: Customers are able to integrate physical-to-virtual and virtual-to-virtual implementations to increase flexibility across the business.

HP's comprehensive approach differs from traditional offerings by supporting several technologies, including those from Microsoft and VMware. This approach has the breadth and depth of expertise required for both physical and virtual environments.

### **Availability and pricing<sup>(1)</sup>**

[HP Matrix Services](#) are available worldwide through HP and its channel partners. Pricing for Matrix Support Plus 24 Service starts at \$15,340.

[HP Insight Capacity Advisor Virtualization Services](#) will be offered by HP and its channel partners. The services are initially available in Asia Pacific and Japan, with worldwide availability in summer 2009. Pricing starts at \$7,995.

<sup>(1)</sup> Estimated U.S. street prices. Actual prices may vary.

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