



HP Teams with VMware on Virtualization Bundles for Small and Midsize Businesses

Integrated solution delivers up to 35 percent reduction in storage costs

PALO ALTO, Calif., May 28, 2009 – HP today introduced the industry's first integrated solution that allows small and midsize businesses (SMBs) to more easily and cost-effectively deploy virtualization by transforming internal disk drives in the servers into highly available shared storage.

For many SMBs, the biggest barriers-to-entry for deploying virtualization are the complexity and costs involved, including those associated with setting up external shared storage to support the virtual machines. The new HP Virtualization Bundles eliminate these barriers in several ways. First, through the use of integrated LeftHand technology, SMBs no longer need to purchase an external storage array typically required to support a virtualized environment. It does this by leveraging server disk drives or direct-attached storage to provide the highly available shared storage and ensure virtualized applications stay available if a server goes down.

Second, by integrating [HP ProLiant servers](#), [HP LeftHand P4000 VSA](#), [HP ProCurve](#) networking products, the [HP Insight Control](#) management suite and [VMware vSphere 4 software](#), HP has eliminated the guess work out of deploying a complete virtual environment.

The solution further drives down costs by eliminating the need for a fiber channel storage-area network (SAN), as SMBs can use a standard Ethernet network or local disk drives. This also speeds deployment for organizations that may lack the resources or expertise to deploy a fibre channel SAN.

"Customers of all sizes need the financial and utilization benefits virtualization can deliver," said Paul Gottsegen, vice president, marketing, Enterprise Servers and Storage, HP. "To deploy virtualization, SMBs are typically required to purchase pricy external storage and re-architect their entire environment. Now for the first time, HP is eliminating this barrier to entry, making virtualization easier to deploy."

To simplify the deployment process for SMB customers, HP has developed three Virtualization Bundles that deliver fully integrated sets of pre-defined and pre-tested components required to deploy virtualization technology. The bundles span entry-level solutions ideal for customers with small environments or branch offices, to advanced solutions that deliver the highest levels of uptime. HP also is introducing two bundles for larger, more complex environments, including deployments across multiple physical locations.

Editorial contacts:

Erin Collopy, HP
+1 408 390 6783
erin.collopy@hp.com

Ellen Healy
Burson-Marsteller for HP
+1 617 406 1657
ellen.healy@bm.com

HP Media Hotline
+1 866 266 7272
pr@hp.com
www.hp.com/go/newsroom

Hewlett-Packard Company
3000 Hanover Street
Palo Alto, CA 94304
www.hp.com

HP Virtualization Bundles include:

- VMware vSphere™ 4 Virtualization platform – provides easy, on-demand access to VMware's industry-leading virtualization software. vSphere enables SMBs to improve utilization rates for x86 servers by an average of up to 60 percent⁽¹⁾ to reduce capital and operating costs.
- HP Insight Control suite (ICE) – gives SMBs greater control over their physical and virtual infrastructure through essential infrastructure management software. Insight Control delivers proven savings on management costs – up to \$48,380 per 100 users.⁽²⁾
- HP ProLiant G6 servers – deliver double the performance of previous generations while cutting power and cooling costs by 50 percent. With ProLiant G6 servers, customers can run twice as many virtual machines per server,⁽³⁾ enabling them to do more with less.
- HP LeftHand P4000 SAN solutions – enable customers to save up to 35 percent⁽⁴⁾ on storage costs in a virtual server environment. To ensure that application requirements are met, administrators can use existing resources to cost-effectively deploy shared storage that remains accessible even during site failures.
- HP ProCurve networking switches – provide an array of deployment options with the flexibility to tackle high-bandwidth applications for data, video, voice and unified communications. Backed by the [ProCurve Lifetime Warranty](#), customers are ensured next-business day advance replacement for as long as they own the product.

These virtualization bundles are a breakthrough combination for SMBs," Dan Chu, vice president, Emerging Products and Markets, VMware. "The powerful combination of VMware vSphere virtualization software with HP's LeftHand technology means more SMBs will be able to take advantage of the cost and efficiency benefits virtualization can deliver."

Pricing and availability

There are a total of five HP Virtualization Bundles, all available worldwide in June with pricing starting at under \$6,000.⁽⁵⁾ Prices vary based on specific configurations.

More information on HP Virtualization Bundles is available at www.hp.com/go/virtkit.

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⁽¹⁾ Based on VMware customer data.

⁽²⁾ DC White Paper sponsored by HP, "Gaining Business Value and ROI with HP Insight Control," Doc # 218069, May 2009

⁽³⁾ Compared to HP ProLiant G5 servers

⁽⁴⁾ Compared to equivalent external HP storage configuration.



⁽⁵⁾ Estimated U.S. street prices. The entry virtualization bundle does not include HP LeftHand SANs or HP ProCurve switches. Actual prices may vary.

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