StorageWorks Consolidation – Meet the customers

hp

IT Consolidation–storage successes

ADVANCE

HP StorageWorks XP storage array – in combination with StorageWorks and HP OpenView software – provide Advance with a high degree of self-sufficiency and cost-effective operations.

Central Queensland UNIVERSITY

CQU relies on HP technology and services to consolidate and virtualize storage, help streamline archiving and backups, and provide a single view of campus-wide storage and server resources

NUK 1774

Slovenia's national library harnesses HP NAS and SAN technology to con- solidate and streamline enterprise storage, and help make rare documents both accessible and secure.

TeleComputing™ -making IT easier

Top ASP accommodates storage growth of 10 to 15 percent each month with HP SAN and OpenView Data Protector software. Meets shrinking backup window and simplifies storage management.

NetBank, Inc. NASDAQ:NTBK

NetBank depends deeply on 50+ TB of HP StorageWorks EVA8000 storage and ESL712e E-Series tape library. The library is also allowing the firm to reduce tape usage, saving a projected $1 m annually.

CBE technologies

HP partner CBE Technologies consolidated its decentralized infrastructure using HP Smart Office technology, including HP BladeSystem servers, a StorageWorks SAN, MSL 6000 library, and many other HP solutions.

Children's Hospital and Health Center San Diego

Leading S. California children's hospital powers paper-free medical record and charting system with HP Enterprise Virtual Array SAN and HP rp7400 server.

WSIPC

Washington School Information Processing Cooperative delivers IT services to state's 300 school districts. Com-prehensive HP infrastructure solution helping to save $54m in 5 yrs.

IT Consolidation–storage successes

A centralized storage environment enables the university to pool resources to meet its storage demands in real time, and relieve the faculty and staff from the burden of maintaining their own data.

Fraunhofer needed quick, reliable access to large amounts of storage to serve its entertainment markets. The institute chose single-point support from HP, including StorageWorks SAN and OpenView software.

To support Englewood Hospital and Medical Center's growing range of applications, systems and databases, HP delivered an extensible, manageable storage platform with virtualization capabilities to leverage existing IT investments.

Atkins Danmark plays a key role in helping Denmark build and maintain its extensive transportation infrastructure. When the company's own storage infrastructure needed help, it turned to HP StorageWorks.

Fast growing online university needed a reliable, scalable storage infrastructure to power new courses, and deliver secure storage access for students, staff, and faculty. A StorageWorks EVA SAN provided the answer.

Mercy Hospital consolidated medical image storage on an HP StorageWorks Modular Smart Array, ProLiant Servers, and Bycast StorageGRID software. The platform supports PACS and ILM strategies.

The company believed it could achieve cost advantages and staff efficiencies by consolidating its many SAN islands into a utility model. The HP StorageWorks EVA is the backbone of Microsoft's storage utility model.

HP helps transform the Nampak IT infrastructure in two phases: 1) consolidate and centralize primary IT operations on HP ProLiant servers and StorageWorks SAN; and 2) create business continuity solution for Secondary Data Center.

IT Consolidation–storage successes

St. Mary's — A Non-denominational Christian School

Thanks to a powerful, reliable HP StorageWorks SAN solution, St. Mary's School can now continue to incorporate cutting-edge technology in its curriculum and reduce costs associated with storage management.

GEA Group

HP and Oracle teamed to provide GEA Group with the reliable, consolidated infrastructured it needed to support its critical SAP applications and global user base.

e·on UK

By consolidating and simplifying its hardware architecture, E.ON's retail business has made significant gains in terms of infrastructure management and performance monitoring.

BANKART

HP Services recommended virtualising data and consolidating storage on a centralised SAN. The solution has lowered IT costs and increased the efficiency of Bankarts business processes.

Die Mobiliar — Versicherungen & Vorsorge

Swiss Mobiliar IT experts worked closely with HP to create a more agile, adaptive enterprise using virtualisation technologies including consolidation to 122 HP ProLiant BL20p dual-processor server blades.

RNLI Lifeboats

A SAN has been created as part of RNLI's new infrastructure with the flexibility of allocation making storage easier to manage, enabling an Adaptive Enterprise.

VENDEX BB

Vendex's single platform and storage environment delivers lower cost and higher performance.

Erasmus MC — Universitair Medisch Centrum Rotterdam

By having a common storage platform, Erasmus MC makes large savings on maintenance - in fact, storage costs per gigabyte have fallen by more than 50 per cent.

IT Consolidation–storage successes

Scottish and Southern Energy plc

SSE chose HP as its solution partner to help simplify it's network, consolidate systems in its data center and gain centralised remote-management capabilities.

FESTO

Festo embarked on the global consolidation of its IT sites and business applications. The consolidation has allowed standardisation and streamlining of all company processes.

ZAMIL GROUP

Zamil Industrial Investment Company (ZIIC), a global manufacturing company, has implemented an IT consolidation solution from HP bringing major cost savings as well as supporting enhanced business agility.

sage — POWER TO RUN YOUR BUSINESS

HP formulated a server and storage consolidation plan for Sage, making it a much more agile company, able to capitalise on change and continue its impressive growth.

StorageWorks
Consolidation –
What customers
are saying
www.hp.com/go/storage/customers

hp

"With our EMC SAN, we were dependent on the vendor to make changes. Our HP SAN allows us to make modifications quickly and by ourselves. That's a huge advantage – one that helps us meet our goals for high availability, flexibility, and cost-effect growth on demand."

Julius Tomei

Director of IT, Advance

Manufacturer transforms IT management with HP

hp invent

Advance

(formerly Advance Transformer)

Business needs	HP solution	Customer benefits

Business needs

- Continue storage consolidation on SAN architecture & manage data growth with a consistent IT strategy
- Achieve IT efficiency through standardized, single-vendor infrastructure
- Attain utility model reliability & availability in IT operations
- Meet business goals with minimal increase in IT costs

For full story see:
http://h18006.www1.hp.com/storage/casestudies/index.html

HP solution

- Replaced EMC SAN with HP SAN to achieve self-sufficiency and agility
- Replaced aging tape libraries with high-performance HP StorageWorks E-series enterprise tape library
- Consolidated/virtualized IT with BladeSystem, HP-UX 11i, StorageWorks Disk Array & software, & OpenView
- HP Business Continuity & Business Recovery Services

Customer benefits

Simplicity
- Streamlined SAP database performance

Agility
- Increased IT agility for meeting business & application needs
- Enhanced data security & business continuity

Value
- Cut IT costs ~ 50% in 5 yrs, incl. 15% staff reduction
- Cut backup times by 25-50%

"We face continuing growth in IT service demands. By moving to the HP SAN and clustered HP servers, we reduced the sheer number of servers we had to manage. This also helped us protect our investment in disk storage by consolidating DAS to the HP StorageWorks SAN fabric."

Adrian Yarrow, UNIX Systems Manager
Central Queensland University

Central Queensland
U N I V E R S I T Y

University ranks HP storage solutions at the head of the class

HP invent

Central Queensland University

Business needs	HP solution	Customer benefits

Business needs

- *Create a comprehensive storage architecture to support a 24x7 international university*
- *Consolidate server/storage into a cohesive, virtualized storage pool with single-pane-of-glass management*
- *Automate and streamline ILM, including reduced backup management and better disaster recovery/business continuity*

For full story see:
http://h18006.www1.hp.com/storage/casestudies/index.html

HP solution

- *Implemented advanced storage solution based on HP StorageWorks and HP OpenView solutions*
- *Storage architecture based on HP vision provides efficient, secure data-storage capacity*
- *Automated and accelerated backups using StorageWorks Virtual Library System*
- *Implemented comprehensive ILM strategy using StorageWorks RISS*

Customer benefits

Simplicity
- *Consolidates storage/server management, freeing staff*
- *Automatically offloads old email, files, & data*

Agility
- *High availability HP servers, storage & services work worldwide, 24x7*

Value
- *High-performance HP infrastructure reduces payroll processing time by > 80%*
- *High-density SANs save valuable IT floor space*

"It used to take two hours to get an archived document from a tape. Now, with the HP StorageWorks Modular Smart Array and HP ProLiant DL380 Storage Server, access is virtually instantaneous."

Janez Groznik
Systems and Network Manager
National and University Library

HP writes the book on NAS-SAN fusion for Slovenian national library

National and University Library

Business needs

- *Consolidate storage from DAS to SAN to improve security, performance, and flexibility*
- *Deliver fast access to important records, books, periodicals*
- *Cooperate with other EU members the The European Library (TEL)*

For full story see:
http://h18006.www1.hp.com/storage/casestudies/index.html

HP solution

- *Consolidate and centrally manage IT infrastructure with HP StorageWorks NAS & SAN, ProLiant servers, + HP software*
- *Strengthen/streamline backups and recovery with ProLiant DL380 G4 Storage Server, running Windows Storage Server 2003*
- *HP StorageWorks MSA1000 SAN allows fast, easy storage growth*

Customer benefits

Simplicity
- *Fast, highly available access with HP NAS-SAN fusion*
- *Fast time to solution*

Agility
- *Storage consolidation improved efficiency*
- *Reduced document access from hours to seconds*

Value
- *HP NAS-SAN provides adaptive storage architecture*
- *Multi-protocol support eases consolidation and utilization*

"To absorb growth from acquisitions and increased sales each month, we needed 10-15% more storage – plus more backup capacity and performance. Our HP solution enables us to accommodate this growth for the foreseeable future."

Roar Engen, Chief Technology Officer

TeleComputing ASA

Comprehensive, turnkey HP storage solution for data backup and protection

TeleComputing ASA

Business needs ➤

- *Consolidate backup onto a SAN and meet shrinking backup window*

- *Accommodate 10-15% storage growth monthly and the need for higher backup capacity and performance due to business expansion*

- *Simplify storage management, while increasing flexibility and capacity*

For full story see:
http://h18006.www1.hp.com/storage/casestudies/index.html

HP solution ➤

- *HP StorageWorks ESL tape library with LTO Ultrium 960 technology yields faster speed and higher capacity*

- *Simplified backup with HP OpenView Storage Data Protector*

- *Expanded storage functionality with HP StorageWorks Enterprise Virtual Arrays*

- *Updated computing capacity with 700 HP ProLiant BL20p server blades*

Customer benefits

Value
- *Offers a clear technical roadmap for the future*
- *Enables the company to expand backup services*

Simplicity
- *Allows backup of 6-8 TB of data daily on schedule*
- *Reduces backup window by two thirds*

Agility
- *Helps the company expedite its growth strategy*
- *Speeds additional customer solutions to market*

"NetBank has more than 50 TB of data stored on three HP Enterprise Virtual Array systems. Backups were a real challenge. By migrating to the HP ESL712 library with LTO drives we are able to fit backups into a shrinking window. We've also reduced tape use by about 70%, saving us up to $1 million per year. "

Todd Warnock, Director of Technical Services

NetBank, Inc.

NetBank, Inc.

NASDAQ:NTBK

Innovative financial services firm banks on HP storage solutions

HP invent

NetBank, Inc.

Business needs ➔	HP solution ➔	Customer benefits
• Accelerate and centrally manage storage, maintenance, retrieval, and archiving of critical data and documents • Meet demanding new compliance and legal requirements for data archiving and retrieval • Slash time required for backups and reduce tape usage	• Consolidate and actively archive critical data and documents with HP RISS (StorageWorks Reference Information Storage System) • Strengthen, streamline backups and recovery with HP StorageWorks ESL712e E-Series tape library with LTO drive technology • Power innovative financial services infrastructure with more than 360 ProLiant servers and BladeSystem server blades	**Simplicity** • Reduce time/cost of compliance & legal archiving • Rapid time-to-solution with integrated HP storage **Agility** • Reduce message retrieval times from weeks to seconds • Efficiently, reliably back up 50TB per night **Value** • Save up to $1 million/yr with reduced tape use, handling • 18-month payback on HP RISS; 6 months for ESL lib.

For full story see:
http://h18006.www1.hp.com/storage/casestudies/index.html

"To reduce total cost of ownership, it is important to consolidate IT around a single provider and centralize data centers to a single shared location. Choosing HP's solution of blade servers with integrated Lights-Out (iLO), storage, desktops and notebooks helped us establish a high level of business continuity and security protection."

Randy Becker, Chief Information Officer

CBE Technologies

Partner protects growth potential with HP data center

HP invent

CBE Technologies

Business needs →

- *Create a reliable, accessible IT infrastructure to support both internal and external customers and promote continued growth*
- *Reduce data center management costs, space requirements, and network connectivity costs*
- *Increase system availability and redundancy*

For full story see:
http://h18006.www1.hp.com/storage/casestudies/index.html

HP solution →

- *Secure HP Enterprise Virtual Array 3000 and an HP MSL6000 Tape Library*
- *Create a centralized data center based on HP Smart Office technology*
- *Consolidate backup onto a SAN and meet shrinking backup window*

Customer benefits

Simplicity
- *Consolidate and simplify IT around single provider, HP, for reliability and service*

Agility
- *Embrace change while reducing TCO with highly flexible, scalable HP environment*

Value
- *Protect internal and client data equally with secure HP SAN and server environment*

"With the HP solution, we cut access times for older records from up to three minutes to nearly instantaneous. Our users were amazed. With an HP tiered-storage solution and HP Critical Service, I can go to sleep and not worry about getting calls in the middle of the night about storage-related issues."

Sheldon Hinkson, Operations Manager

Children's Hospital and Health Center of San Diego

Children's
Hospital
and Health
Center
San Diego

HP tiered storage speeds access to medical records

Children's Hospital and Health Center of San Diego

Business needs	HP solution	Customer benefits
• Increase performance and acceptance of paperless patient records and charting system	• Replaced array storage and optical jukebox with HP StorageWorks EVA tiered virtualized storage	**Simplicity** • Gained single-point control of storage resources • Reduced backup time 30%
• Enable hospital IT staff to self-manage its storage resources for efficient operations	• Will implement second StorageWorks EVA to support Windows-based applications	**Agility** • Improved access time for archived patient records from three minutes to nearly instantaneous response
• Reduce training time by standardizing SAN storage	• Engaged HP Critical Service for EVA supporting ChartMaxx solution	• Manage dynamic change and unpredictable IT demands
• Improve monitoring of storage performance	• Teamed with HP, and HP service provider Nth Generation, for successful implementation	**Value** • Achieved cost-effective, tiered storage management for critical patient records
• Enhance use of data center resources		

"We partnered with HP to build a more adaptive and optimized IT infrastructure. HP servers, services, and remote-management solutions give us the capabilities we need for the future."

Mark Caldwell, Systems and Network Manager

Washington School Information Processing Cooperative

Best-in-class team helps Washington schools save $54 million

Washington School Information Processing Cooperative

Business needs →

- *Implement a storage infrastructure to meet current and planned application needs – within a limited budget*
- *Improve application backup, availability, and flexibility by integrating application islands into a SAN*
- *Provide a remotely manageable, dynamically flexible IT infrastructure to support the rollout of a new educational ERP suite and other critical educational management applications*

HP solution →

- *Create cost-effective SAN solution with HP StorageWorks Modular Smart Array and StorageWorks SAN Switches*
- *Combine and integrate HP ProLiant servers, StorageWorks storage, and remote management solutions to deliver scalable foundation for statewide ERP applications*
- *Save valuable data center space with HP BladeSystem servers*

Customer benefits

Simplicity
- *Storage consolidation and improved utilization with HP StorageWorks SAN*
- *5x reduction in server deployment time*

Agility
- *Improved, secure information access*
- *Rapid reconfiguration to meet changing workloads*

Value
- *Projected $54m savings over 5 yrs with centralized IT mgmt, off-the-shelf SW, increased productivity, etc.*

"HP worked with us to create an efficient, virtualized storage solution that enhances the learning experience and benefits faculty, staff, and students."

Ron Hunsberger, Director of IT

Rosalind Franklin University of Medicine and Science

HP storage environment supports medical research

Rosalind Franklin University of Medicine and Science

Business needs

- Consolidate data from various distributed systems and provide efficient data access
- Streamline maintenance and backup processes
- Remove archiving burden from faculty
- Deploy flexible technology that meets rapid growth
- Replace multiple e-mail systems with enterprise-level messaging environment

HP solution

- Implemented HP StorageWorks Enterprise Virtual Array systems to supply data storage campus-wide
- Linked storage systems to HP ProLiant DL380 G3 servers and StorageWorks MSL6030 Tape Library
- Managed with HP OpenView and StorageWorks software
- Employed HP consulting, integration, installation, and hardware support services

Customer benefits

Simplicity
- Automated, streamlined backup of critical information

Agility
- Information avail. centrally to faculty and students
- Greater collaboration via Microsoft Exchange

Value
- Superior data storage capabilities, reducing maintenance costs and IT admin.
- Scalable solutions to accommodate future university growth

"The HP StorageWorks Enterprise Virtual Array is an excellent, efficient solution, which is engineered to help me get the most from my storage environment. It was no problem to expand the HP EVA. It was so easy – like putting fuel into a car."

Juergen Koller, Information Technology Manager
Fraunhofer Institute for Digital Media Technology

German digital-media institute tunes up with HP technology

hp invent

Fraunhofer Institute for Digital Media Technology

Business needs ➡

- *Provide users with quick, reliable access to generous amounts of storage*
- *Deliver IT reliability, performance, and high availability*
- *Improve storage management and configuration flexibility*

For full story see:
http://h18006.www1.hp.com/storage/casestudies/index.html

HP solution ➡

- *Established a storage environment based on HP StorageWorks 5000 Enterprise Virtual Arrays*
- *Integrated high- performance HP technical computers with the virtualized storage environment*
- *Deployed server clustering software for fault tolerance and the HP storage management interface to administer storage capacity*
- *Contracted with HP Services for SAN implementation*

Customer benefits

Simplicity
- *Flexible, virtualized storage environment to support file serving, advanced research, & computational transactions*
- *Increased storage capacity managed centrally and easily*

Agility
- *Storage virtualization capabilities for dynamic provisioning of HW to applications and users*

Value
- *4x performance increase, better resource/capacity sharing*

"Our HP solutions play a strong role in helping us support patient care and comply with government regulations. *We also have the necessary redundancy, and we're well on our way to implementing our IT consolidation strategy. When we launch new systems we won't need to scale out servers with additional storage capacity."*

Diane Caesar, CIO

Englewood Hospital & Medical Center

ENGLEWOOD
HOSPITAL AND MEDICAL CENTER℠
AN AFFILIATE OF MOUNT SINAI SCHOOL OF MEDICINE

Potent HP technology invigorates hospital's IT environment

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Englewood Hospital & Medical Center

Business needs	HP solution	Customer benefits
• *Consolidate server storage* • *Deploy new business systems* • *Deliver IT services within budget constraints and with limited staff* • *Protect the hospital's investment in existing assets* • *Satisfy mounting data-retention requirements*	• *Implementation of a second SAN using an HP virtualized storage solution* • *Integration of HP ProLiant servers with VMware ESX Server* • *World-class installation services and support expertise from HP Services*	**Simplicity** • *Centralized management tools, enabling existing staff to administer additional storage assets* **Agility** • *Increased utilization, consolidation, and resource sharing* • *Data retrieval and archiving capabilities for regulatory compliance* **Value** • *Extensible storage and computing support for new systems and patient data*

"We need fast access to all of our data and information – even some of our oldest documents. Our HP storage solution is a key element in our evolution toward true information lifecycle management."

- *Jørgen Kjærlund, IT Manager*

- *Atkins Danmark*

ATKINS

Danish railway company stays on track with HP storage solution

Atkins Danmark

Business needs

- Meet corporate and regulatory requirements for data storage and archiving
- Provide flexible, storage-as-needed scalability for both near-line and online data access and backups
- Fit full and differential backups into available windows
- Save and optimize IT staff time with improved ease-of-use tape and SAN storage

HP solution

- Help design and implement a secure, scalable storage solution based on HP Enterprise Virtual Array SAN, ProLiant DL380 G4 Storage Server, and HP ESL712e tape library
- Support network of more than 50 HP ProLiant servers
- Provide complete management software for storage, servers, and remote management

Customer benefits

Simplicity
- Reduces time req. for full and differential backups by 50%
- Better meet corp., customer, & regulatory archiving and availability guidelines

Agility
- Provides online or near-line avail. of critical corp. data
- Improves disaster resilience and continuity

Value
- Saves one to several hours on each file restore

"The HP StorageWorks EVA5000 offers what we need: dependability; high performance; disaster tolerance; affordable, easily scalable storage; and excellent manageability."

Mark Hilburn, Senior Storage Engineer

Apollo Group, University of Phoenix

Graduating with a higher degree of disaster resilience

hp invent

University of Phoenix

Business needs →

- *Keep up with storage capacity and performance required by growth of online classes*
- *Enable storage-on-the-fly additions with no downtime or performance degradation*
- *Improve disaster tolerance with built-in redundancies and quick recovery*
- *Leverage Adaptive Enterprise to maximize return on investment in existing technology*

HP solution →

- *5 HP StorageWorks Enterprise Virtual Array systems – 16 TB each*
- *HP SAN Director Switches 2/128 24000 Switches*
- *HP OpenView management software, including Storage Operations Manager and Storage Area Manager*
- *Testing, design, and SAN implementation by HP Services*

Customer benefits

Simplicity
- *High storage consolidation ratio: 30 servers to 1 EVA*
- *Rapid time-to-solution with integrated HP storage*

Agility
- *Easily managed virtualized storage capacity and scalability without adding staff or interrupting classes*

Value
- *Expected annual ROI of 97%; 16-month payback*
- *Cumulative 5-year net savings of $10,359,544*

"We are providing higher quality patient care, and we have reduced our operational expenses with the storage grid solution from HP and Bycast."

Jorge Labrada, Radiology Information Systems Administrator

Mercy Hospital Miami

HP and Bycast solution heals storage ailments

Mercy Hospital Miami

Business needs

- Speed delivery of content and archived images to medical staff
- Ensure business continuity and improve disaster recovery across the information lifecycle
- Maintain compliance with industry regulations
- Improve capacity planning and storage resources provisioning

HP solution

- Deployed an enterprise storage solution built with HP StorageWorks Modular Smart Array 30 and 20 systems and ProLiant DL380 servers
- Implemented the Bycast StorageGRID Solution for Healthcare
- Employed HP Services for consulting, integration, implementation, and Proactive-24 hardware support

Customer benefits

Simplicity
- Streamlines IT processes by consolidating disparate storage systems into a single networked architecture
- Simplifies budget strategies and lowers TCO

Agility
- Ensures faster access to medical images and improves patient care
- Improves communication with referring physicians

Value
- Helps ensure compliance with regulations concerning patient records

"The virtualization functionality of the HP StorageWorks 5000 Enterprise Virtual Array allows Microsoft to develop a 'storage-as-a-service' strategy."

Jason Watson, Group Manager

IT Utility Services, Microsoft Corp.

Microsoft®

Launching a storage utility on an HP virtual RAID solution

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Microsoft Corporation

Business needs	*HP solution*	*Customer benefits*
• *Consolidate and use storage assets more efficiently* • *Provide a storage utility* • *Lower operational costs* • *Improve storage services*	• *Implemented HP storage virtualization technology (HP StorageWorks EVA5000) to realize the Microsoft storage utility concept* • *Facilitated storage management from a central console with HP OpenView Storage Management Appliance and HP StorageWorks Command View EVA* • *Deployed HP ProLiant DL-series servers for strong performance and reliability*	**Simplicity** • *Greater storage utilization: 60% versus 40% in the DAS* **Agility** • *Flexibility to share and assign storage resources and automate IT management* • *HP virtualized architecture helps Microsoft provide storage utility services.* **Value** • *Storage utility to lower operational costs and capital expenditures: 75% decrease in floor space/power needs, estimated $20+ million in savings over 3 years*

For full story see:
http://h18006.www1.hp.com/storage/casestudies/index.html

"Standardizing on HP ProLiant servers and HP StorageWorks SANs helped us reduce costs, enhance customer service, and provide robust business continuity."

Keith Wilke, Service Delivery Manager

IT Group, Nampak

HP technologies enable disaster resilience for packaging co.

HP invent

Nampak

Business needs

- Consolidate, standardize, and centralize distributed IT infrastructure
- Provide IT Continuity Services and high availability for consolidated infrastructure
- Reduce total cost of ownership (TCO) – while providing support for 140 remote company sites in South Africa

HP solution

- Standardized on HP hardware to consolidate and centralize IT operations
- Built primary data center around HP ProLiant servers and an HP StorageWorks EVA3000-based SAN
- Hired HP to design and configure disaster recovery solution and secondary data center based on ProLiant servers, EVA5000 systems, and an MSL6060 tape library
- Implemented HP monitoring and management software

Customer benefits

Simplicity
- Provides continuity of critical operations if primary data center is interrupted

Agility
- IT standardization; easy and efficient to bring new companies into the organization

Value
- Lower operating and support costs
- Reduction in expenses for hardware, software, and training

"The HP SAN has worked flawlessly. By making it easy to provide as much storage as students and staff want, whenever they want it, we don't have to focus on hardware and can concentrate on providing the best educational experience possible."

Michael Magaldi, Director of
Technology, St. Mary's School

HP StorageWorks MSA1000 delivers 2,689% ROI

hp invent

St. Mary's School

Business needs →

- Provide enough network storage for students and staff
- Increase storage availability and reliability
- Make the network easier to manage and maintain
- Add new storage easily when required
- Reduce the number of servers
- Maintain current staffing level while boosting storage capacity

HP solution →

- HP StorageWorks Modular Smart Array 1000 system configured into a storage area network
- MSA1000 SAN installation kit

Customer benefits

Simplicity
- Can grow storage without adding staff

Agility
- Easy and inexpensive to incorporate cutting-edge technology into curriculum
- Higher availability and access

Value
- Projected cumulative 5-year net benefit of $258,942
- ROI of 2,689%; 13-month payback
- Reduces storage management costs; approx. $230,000 saved over 5 years

"HP's support service, together with the reliability of HP technology, has contributed greatly towards the fact that we are regularly able to hit our customer service levels. The HP and Oracle solution ensures 24-hour access - a crucial factor for us, since our SAP users operate throughout the world."

Rolf Parschau, Chief information officer

GEA Group AG

Global alliance with clear benefit: HP and Oracle deliver new SAP infrastructure

GEA Group AG

Business needs	HP solution	Customer benefits
• *Configuration of an effective and scalable infrastructure solution using latest technology* • *Storage and backup solution at the lowest possible cost and the highest capacity* • *High-level availability requirements* • *Simple migration concept for changeover to new infrastructure and database technology*	• *HP partnered with Oracle to provide the solution, incl. 3 HP Integrity rx8620 servers with HP-UX 11i v2, and 2 HP StorageWorks XP12000 disk arrays as central storage systems* • *HP StorageWorks Enterprise Virtual Array and ESL712e tape library provide high performance backup at remote site* • *HP OpenView Data Protector 5.1 backup and recovery software* • *HP ProCurve switches*	**Simplicity** • *Effective hardware and software infrastructure for mySAP Business Suite* • *Automatic load distribution* **Agility** • *Easy and inexpensive to incorporate cutting-edge technology into curriculum* • *Fast and simple transition to latest technology* **Value** • *Extremely high availability* • *Scalable solution* • *Consolidated storage management cost-effective*

"Only through having an agile business can we stay one step ahead of the competition. Thanks to HP, our infrastructure supports the way we want to work, and our partnership with HP will continue as we evolve into a business that can adapt quickly and effectively to meet our customers' needs."

Stuart Whalley

Infrastructure Development Manager, E.ON UK Retail

Consolidated storage on HP SAN, cuts recovery time, accelerates access

E.ON UK

Business needs

- E.ON UK needed to double the scale of an already class-leading IT solution whilst preserving performance and Business Change assurance
- The company wanted to standardise and consolidate systems following a major acquisition
- Goal of achieving recovery of all main systems within 2 hours of a disaster

HP solution

- HP engaged to design and configure a new SAN based on HP StorageWorks XP1024 Disk Arrays
- Installed 8 HP rp8400 database servers
- The architecture was extended across two sites in a failover configuration to provide full disaster recovery capabilities
- Extended the CRM system to 4 million new accounts

Customer benefits

Simplicity
- Storage capacity can be allocated at short notice

Agility
- Quicker and more efficient customer service
- 2-hour recovery time for major systems and applications

Value
- Storage response times meas. in milliseconds while customer count has doubled
- Doubled billing capacity in 4 short months

Bankart credits HP blade/storage virtualisation solution with ensuring business continuity

Bankart d.o.o.

Business needs	HP solution	Customer benefits
• Comply with government and financial industry regulations regarding customer reference data • Implement a disaster recovery site and business continuity strategies • Lower IT costs • Become more efficient with less people • Establish a foundation for information lifecycle management (ILM) strategies	• HP Services recommends storage consolidation on an HP data virtualization solution: StorageWorks Enterprise Virtual Array, and server consolidation to the HP ProLiant Blade servers (models BL20p G2 and BL40p G2) • HP OpenView Storage Management Appliance • Business continuity consultancy and integration • Back-up strategy workshops	**Simplicity** • Platform for ILM strategies to ensure document retention **Agility** • Ensure compliance with government and industry regulations • Virtualization and consolidation allows greater leverage of resources to meet business priorities **Value** • HP ProLiant blades deliver est. $13,000 annual power and cooling savings, and $65,000 acquisition costs saved

"The HP BladeSystem solution protects our investments. It optimises our processes and creates the best technical basis for future developments."

Christopher Bigler

Director of decentralised systems and services, Swiss Mobiliar

Swiss Mobiliar works with HP to create agile, adaptive enterprise using virtualization and consolidation

Swiss Mobiliar

Business needs

- Consolidate IT sites from 8 to 5 and implement remote 'anytime, anywhere'
- Cost-effectively migrate existing apps and data from islands to shared server resources = reduced complexity & improved avail.
- Integrate multi-vendor SAN environment
- Control current and future operating costs with reduced footprint, increased management efficiency, and improved adaptability

HP solution

- HP BladeSystem featuring 122 HP ProLiant BL20p G2 dual processor server blades running Microsoft Windows Server 2003 operating system
- Migrate customer data to new server/storage HP BladeSystem infrastructure
- HP ProLiant Essentials Rapid Pack
- HP Systems Insight Manager
- Microsoft Windows Server 2003

Customer benefits

Simplicity
- Enabled rapid deployment of pre-tested and racked HP BladeSystem servers by HP Services within weeks
- Reduced server adm.time with HP iLO remote-management

Agility
- Improved ability to adapt to rapid changes from multiple directions

Value
- Standards-based servers and storage ensure connectivity and investment protection

"HP made a big impression, with its professionalism and consistency. Our contact at HP had clearly examined our needs very thoroughly and had a stable project team behind him. Compared with the competing tender, HP's consistency throughout the process was remarkable."

Arnoud Vellinga, General Manager

Vendex KBB IT Service, Eurodis Electron

Single platform and storage environment delivers lower cost and higher performance

HP invent

Vendex KBB

Business needs	HP solution	Customer benefits

Business needs

- *Variety of systems within the group hindered the efficient and flexible deployment of information technology*
- *It could no longer guarantee the required post-disaster availability required*
- *Maximum one hour unplanned downtime of production systems with full functionality available through a second datacenter*
- *Reduce the cost of managing five different platforms*

HP solution

- *Introduction of a common platform and database management system with connection to business applications, including SAP*
- *ICOD offered Vendex KBB,"Temp Capacity On Demand," such that in the event of disaster it would be able to turn on additional capacity at its second site and be able to ramp up capacity to meet performance needs*
- *Business Continuity and Availability services*

Customer benefits

Simplicity
- *Extremely fast back-ups and restores*
- *Improved manageability with 5:1 consolidation of O.S.s*

Agility
- *Business continuity and availability services*
- *Infrastructure supports operational processes at a higher level*

Value
- *Consolidated platform and storage environment delivers lower cost and higher performance*
- *Operational $ savings achieved*

"As we move away from paper-based patient data, lives will depend on the availability of our systems. HP's business continuity solution is of central importance for Erasmus MC."

Marcel Slingerland

System and Network Manager, Erasmus MC

Erasmus MC
Universitair Medisch Centrum Rotterdam

Common storage platform saves on maintenance -- storage costs per gigabyte cut by more than 50 per cent

hp invent

Erasmus MC

Business needs

- *Accommodate a steep increase in data volumes*
- *Support increased reliance on electronic patient data by ensuring business continuity and high availability*
- *Implement a comprehensive business continuity solution*

HP solution

- *Engage HP to provide a solution that addresses disaster recovery, availability and security*
- *Implement improved processes as well as an enhanced IT architecture*
- *Install a disaster-tolerant SAN as replacement for traditional server-attached storage*
- *At one location, 2 HP StorageWorks EVA systems store data from PACS; at second location, a third EVA provides mirroring*

Customer benefits

Simplicity
- *Right processes and technology ensure data availability*
- *Consolidated storage boosts flexibility*

Agility
- *Critical patient data will continue to be available online even if disaster strikes*
- *The enhanced architecture supports rapid growth in data storage requirements*

Value
- *Storage costs per gigabyte have fallen by 50 per cent*

"One of the benefits that HP offered us was excellent consulting competence in SAP, SAN, system management and support. In addition, HP's agility and flexibility for an adaptive enterprise was particularly important for our project."

Dr. Rudolf Schurr, Director of IT Application Operations
Festo AG & Co. KG

Festo consolidates IT sites for global SAP solution, with the help of HP

Festo AG & Co. KG

Business needs

- Festo had 52 independent subsidiaries worldwide with local data centers
- Transparency and integration of business processes were severely restricted
- New market challenges, cost pressure and increased demands on IT service levels aggravated the situation
- Maintaining Festo's leadership in rapid fulfillment while reducing inventories

HP solution

- Company's IT (data centers, hardware, software and storage) standardized and consolidated at the central Berkheim site
- HP StorageWorks XP and EVA high-performance storage systems with capacity of 30+ TB
- New integral applications, particularly SAP solutions, run on 400+ HP servers under mission critical HP-UX 11i and HP ProLiant servers running Windows
- 64-bit Integrity servers in test

Customer benefits

Simplicity
- IT consolidation allowed standardization and streamlining of processes

Agility
- Customer services (on-time delivery) improved
- Inventories and warehousing costs drastically reduced, despite large increase in sales and product range

Value
- 19% reduction in inventories
- Cut logistics costs from 11.6% to 7.9%

HP's IT consolidation solution represents a step forward for ZIIC

Zamil Industrial Investment Co.

Business needs	HP solution	Customer benefits
• Implement IT consolidation initiative • Replace disparate IT systems used in different business units with a single standardized architecture • Replace multi-brand midrange servers • Support continued competitiveness by cutting costs	• Consolidate storage using HP SAN/NAS solution • Implement a shared services model, using a simple data centre to provide IT services to all business units • Engage HP Services to design the consolidated infrastructure • Base architecture on HP Alpha and HP ProLiant servers, supplied by local HP partner Natcom	**Simplicity** • New infrastructure more reliable and easy to manage **Agility** • More adaptive infrastructure supports enhanced business agility • With HP as a strategic partner, further gains in efficiency, flexibility and agility can be achieved **Value** • Standardization and consolidation = reduced IT maintenance costs

"HP turned their proposal into a reality very easily and the result has made it much easier for Sage to keep up with rapid growth and change."

Steve Leggetter, IS Director

Sage UK

HP helps Sage become more agile by consolidating servers & storage – capitalizes on change

Sage UK

Business needs →	HP solution →	Customer benefits
• Leading business management software publisher, Sage UK, relies on its server estate to run many business applications, incl. those that support its R&D • A weak link in Sage's server efficiency was a rack of 30 PCs that delivered a variety of services but were bulky and non-resilient • When Sage decided to move to new purpose-built premises, it was the ideal time for a re-think	• Following a bid procedure, Sage engaged HP who formulated a server and storage consolidation plan • Transferred service, previously run on the PCs, to 2 HP ProLiant DL servers running VMware ESX Server and VirtualCenter and connected to an HP StorageWorks SAN • HP Services provided 'invaluable' consulting and also arranged the migration of vital applications used by Sage	**Simplicity** • Free capacity means that upgrade and maintenance work can be pre-planned without service disruption **Agility** • More agile Sage able to capitalize on change and continue impressive growth **Value** • New solution more resilient, enabling IS staff to provide new facilities much more easily, quickly and cheaply