



**Hewlett Packard  
Enterprise**

## **HPE Storage PoV**

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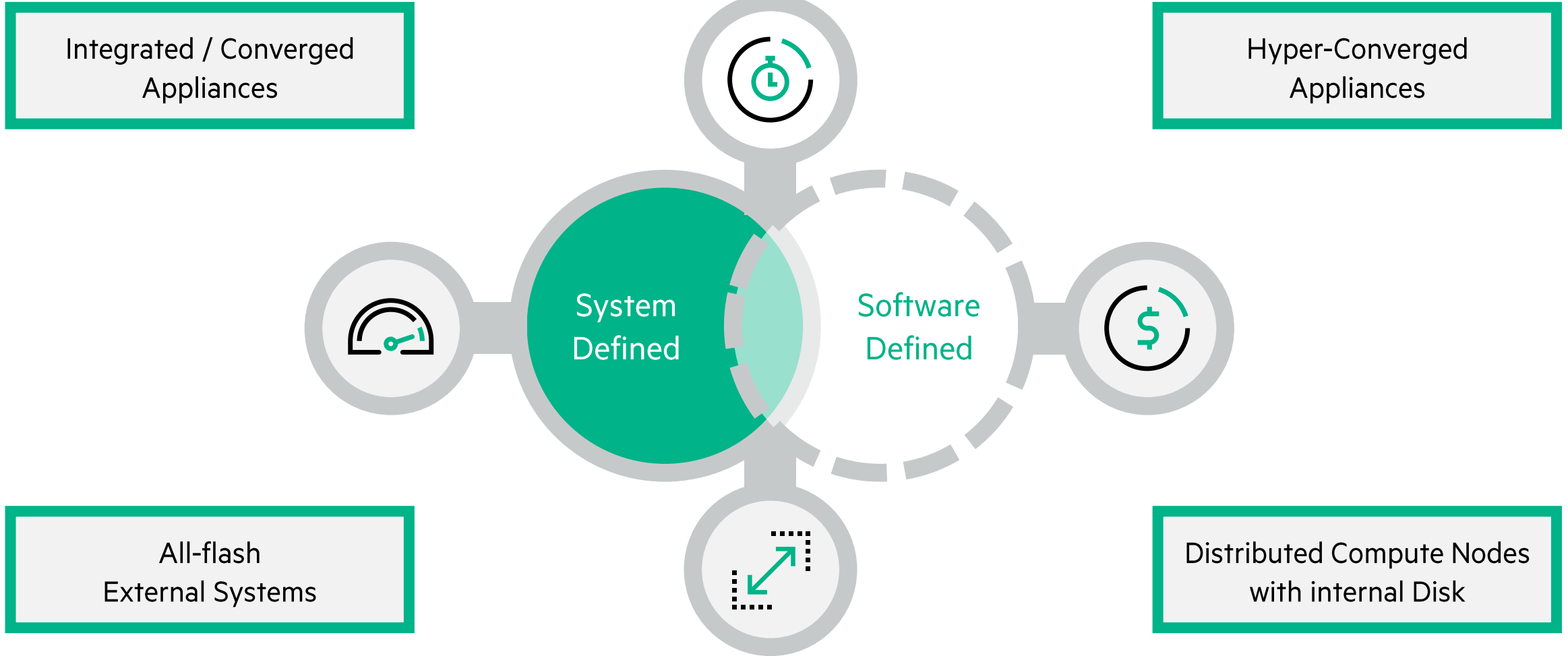


# HPE Storage is Gaining Share

Vendor	Q413	Q114	Q214	Q314	Q414	Q115	Q215	Q315
<b>HPE</b>	<b>0.4%</b>	<b>0.4%</b>	<b>0.2%</b>	<b>0.1%</b>	<b>0.0%</b>	<b>0.3%</b>	<b>0.4%</b>	<b>0.8%</b>
EMC	2.2%	-1.2%	-1.3%	0.2%	-0.1%	-1.8%	0.0%	-1.6%
NetApp	-0.1%	0.4%	-0.3%	-0.4%	-0.8%	-1.5%	-2.1%	-1.3%
IBM	-1.9%	-2.0%	-0.5%	-1.4%	-1.8%	-1.1%	-0.9%	-0.7%
Dell	-0.9%	-0.6%	-0.2%	-0.1%	0.2%	0.2%	-0.4%	-0.3%

Source: Q315 IDC WW Quarterly DSS Tracker – External Storage (entry, midrange, and high end flash, hybrid, and HDD storage systems)

# Industry in Transition



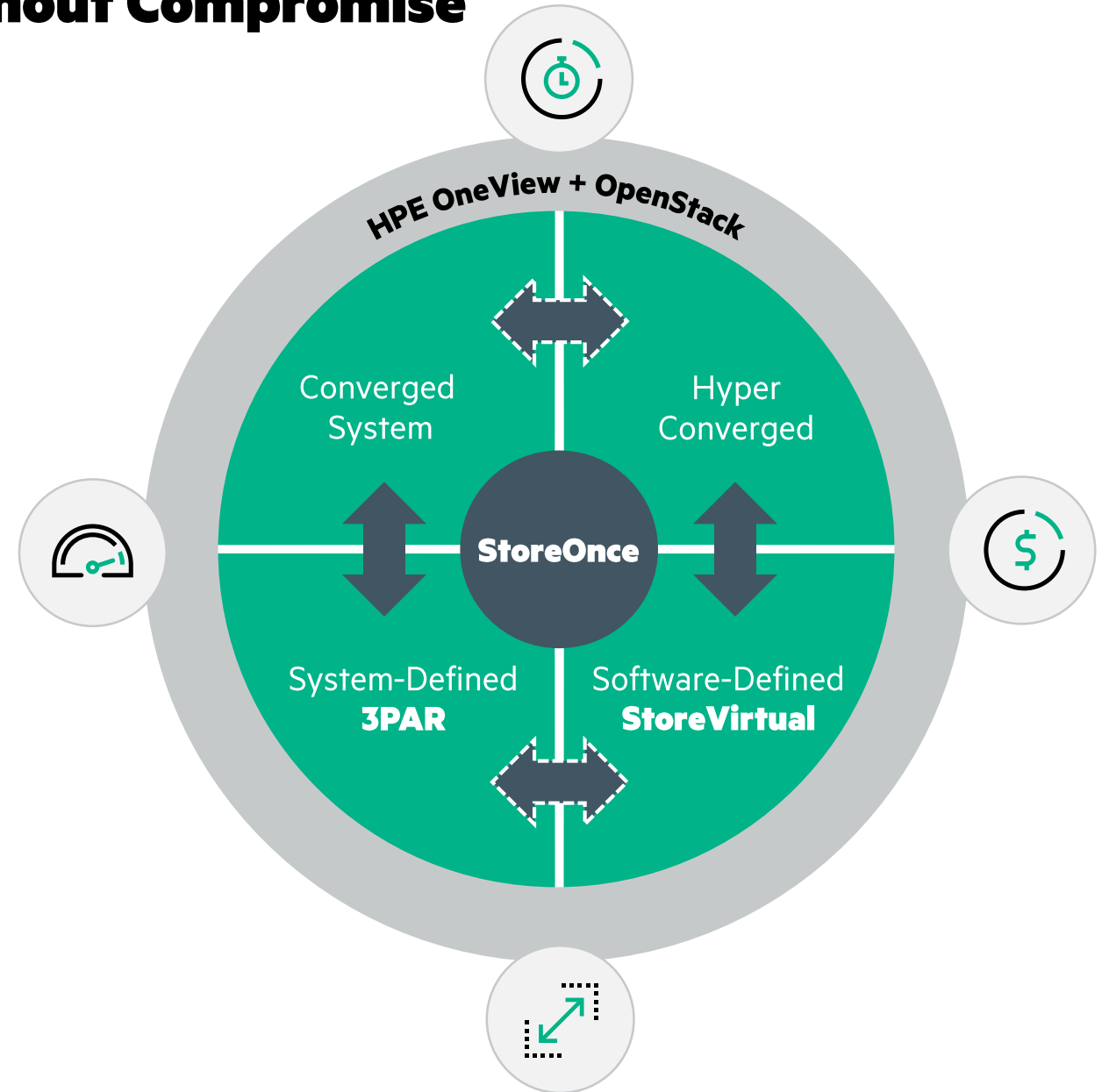
# HPE's Storage Strategy is Choice Without Compromise

The Right **Storage Architectures**

Different **Delivery Models**

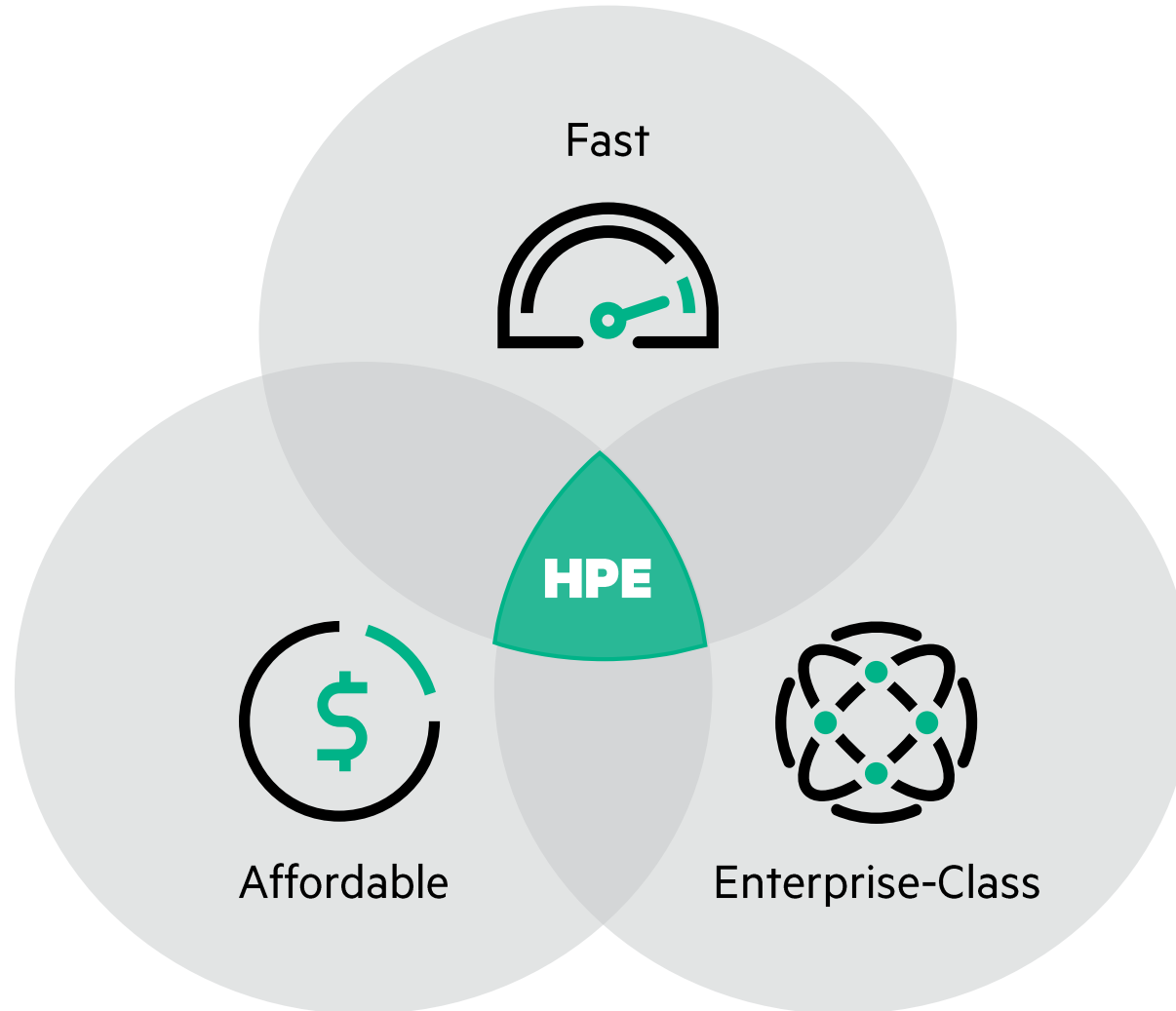
Common **Federated Data Services**

Managed with **Common Interfaces**



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# HPE has the Only All-Flash Offering with No Compromises



# 3PAR: The Broadest Flash Array Family in the Industry



Affordable

**\$19K**

All-flash Start

**\$1.50/GB**

Usable



Lightning Fast

**3M+**

IOPs <0.6ms

**World Record**

SPC-2 Benchmark



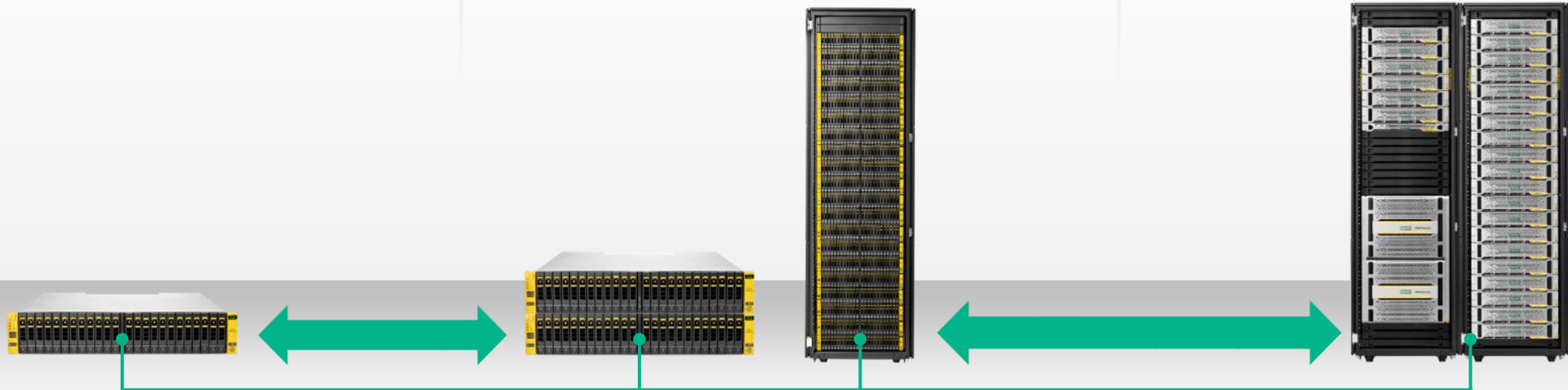
Enterprise-Class

**15PB**

Scale

**99.9999%**

Availability



**ONE OS. ONE Interface. ONE Feature Set. ANY Workload. FEDERATED Mobility.**

# Power of One



# HPE 3PAR



**ONE** OS. **ONE** Interface. **ONE** Feature Set. **ANY** Workload. **FEDERATED** Mobility.

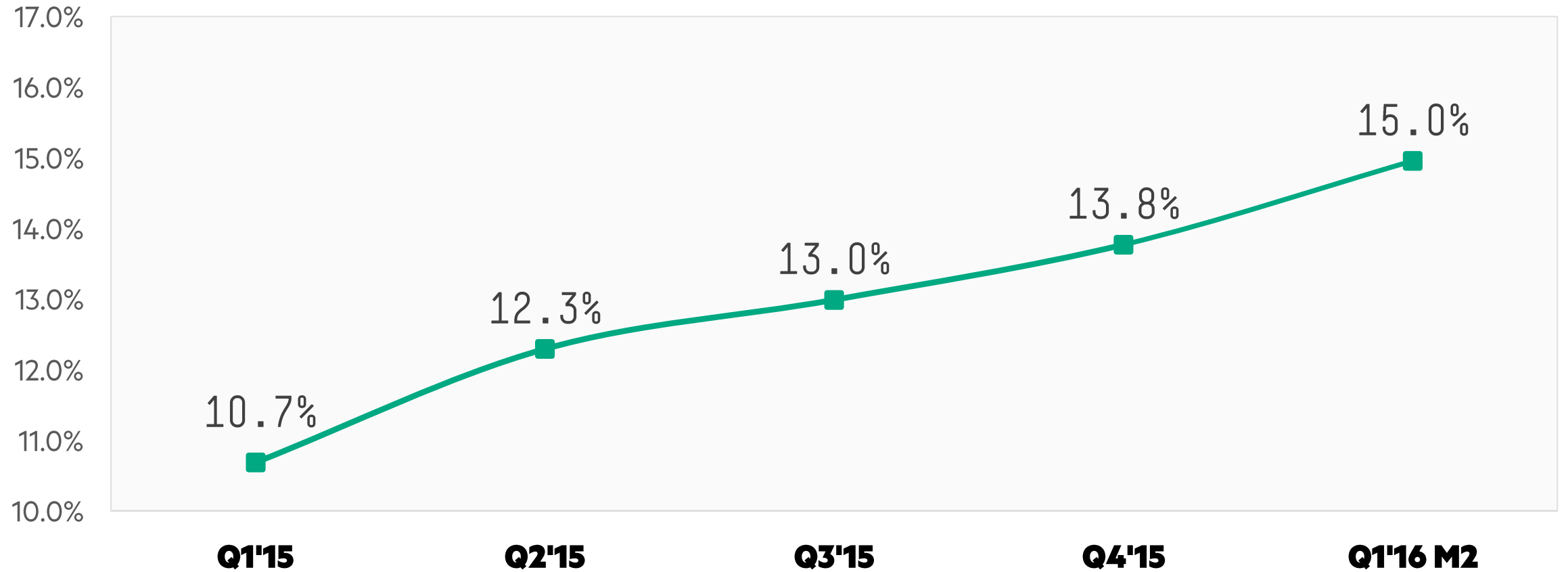
VNX

XtremIO

VMAX

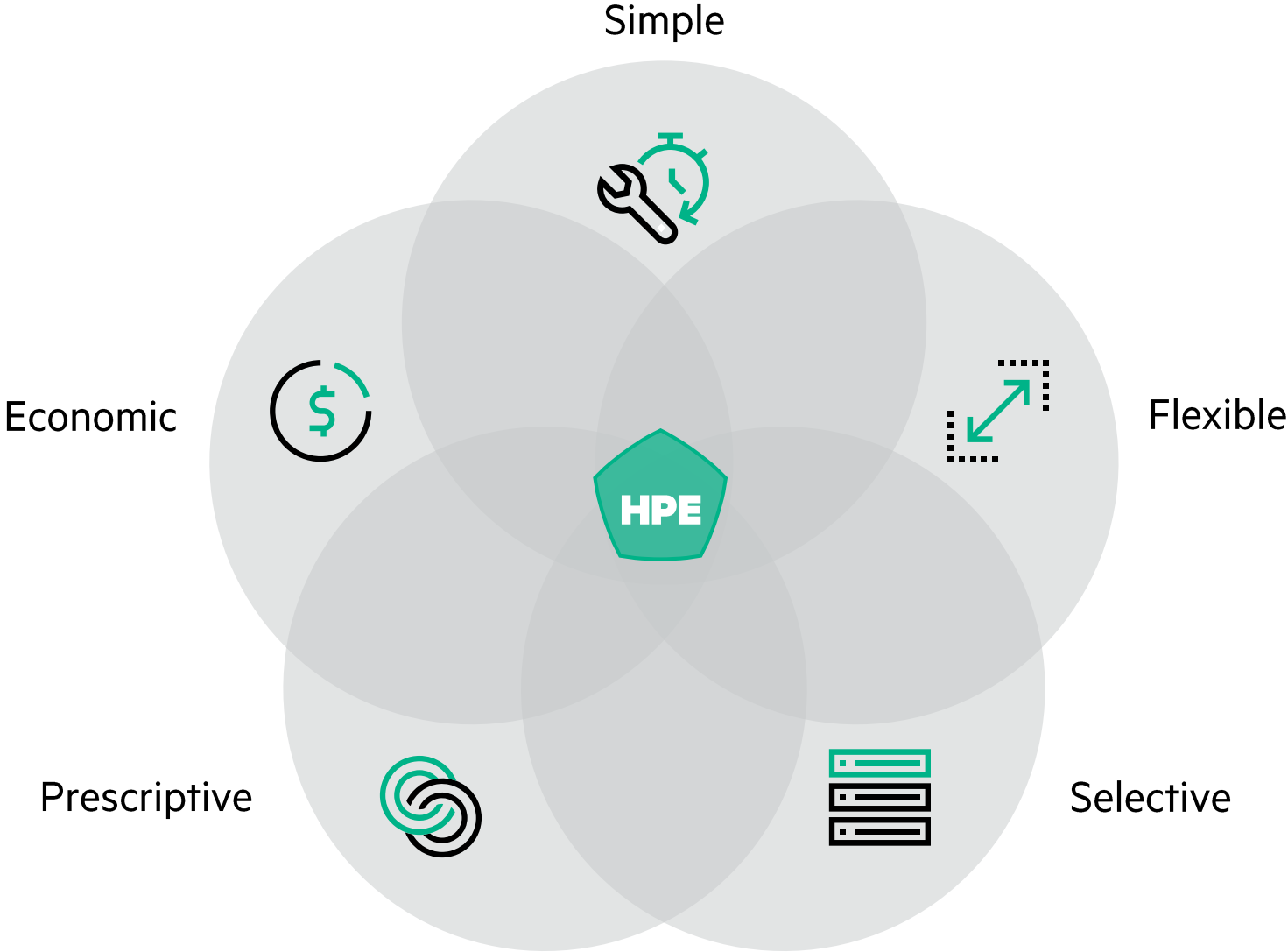
# Burgers and Fries

## StoreOnce to 3PAR Customer Attach - WW





# Gartner's Buying Criteria for Hyper-Converged Systems

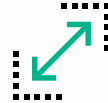


# StoreVirtual: The Most Flexible Software-Defined Data Services Fabric



**15 min**

Turnkey  
Virtualization



**SCALE**

VSA, Hybrid Arrays,  
Hyper-Converged Systems



**OPEN**

ANY Hardware  
ANY Hypervisor



**99.999%**

Availability with  
Low Cost Built-in DR



**49%**

Lower cost  
than Nutanix

**Hyper-Converged**  
HC-250



**Hybrid Storage System**  
StoreVirtual 4335



**Software-Defined**  
VSA + ProLiant



**Common Software-Defined Data Services Fabric**



**Hewlett Packard**  
Enterprise

**Thank You!**