HP NonStop

The platform for continuous business

GTUG Dresden

Karen Copeland

September 26th

Forward-looking statements

This is a rolling (up to three year) Roadmap and is subject to change without notice.

This document contains forward looking statements regarding future operations, product development, product capabilities and availability dates. This information is subject to substantial uncertainties and is subject to change at any time without prior notification. Statements contained in this document concerning these matters only reflect Hewlett Packard's predictions and / or expectations as of the date of this document and actual results and future plans of Hewlett-Packard may differ significantly as a result of, among other things, changes in product strategy resulting from technological, internal corporate, market and other changes. This is not a commitment to deliver any material, code or functionality and should not be relied upon in making purchasing decisions.

HP confidential information

This is a rolling (up to three year) Roadmap and is subject to change without notice.

This Roadmap contains HP Confidential Information.

If you have a valid Confidential Disclosure Agreement with HP, disclosure of the Roadmap is subject to that CDA. If not, it is subject to the following terms: for a period of 3 years after the date of disclosure, you may use the Roadmap solely for the purpose of evaluating purchase decisions from HP and use a reasonable standard of care to prevent disclosures. You will not disclose the contents of the Roadmap to any third party unless it becomes publically known, rightfully received by you from a third party without duty of confidentiality, or disclosed with HP's prior written approval.

In today's need-it-now world...

when is it okay for your business to be unavailable to your customers?

Never.

Your mission-critical experience matters

When application availability is vital

ZERO
Unplanned downtime

Data integrity
NEVER
COMPROMISED

Software updates
MINIMAL

Downtime specified in
SECONDS

System issues
PREDICTED
CORRECTED

hp

Business failure brings a high cost

Average business revenue lost per hour of downtime (US$)

Retail	**$1,999,872**
Healthcare	**$4,223,520**
Manufacturing	**$10,432,800**
Communications	**$15,120,000**
Financial	**$16,833,600**
Average	**$9,700,000**

Source: © 2009 HP internal testing and development over two-year period and other competitive materials, including IDC "Cost of Downtime Tool" developed for HP

HP NonStop.
The platform for continuous business.

Continuous availability

The BonTon stores have recorded *zero minutes of unplanned downtime* against their HP NonStop systems since 1998.

Yamazaki Baking produces and delivers18 million items a day to its customers. With HP NonStop they are *on time and without fail*.

Lowest TCO*

The NonStop platform has become progressively more modern and standard… a key factor in *helping HEMIT drive down costs*.

TCO is only part of the story. We're capable of processing nearly **5x more volume at about 25% of the former cost.**

**Source: Richard Buckle, Pyalla Technologies, Research Note :
NonStop offers the lowest TCO in its class for complex mission-critical applications, 2012

Business demands change, but the value of NonStop is timeless.

Financial Services

Processing 68 million credit card accounts and over 10 billion transactions annually

HP 2012 internal sales data, cross-referenced with Nielsen and D&B data

Manufacturing and Distribution

Powering mission-critical applications at 100% of the top 10 global manufacturers

HP 2012 internal sales data, cross-referenced with Nielsen and D&B data

Communications, Media, and Entertainment

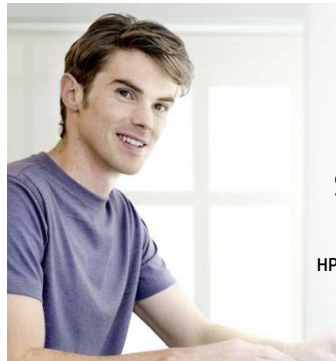Supporting over 375M subscribers in advanced Telco network applications

Source: Infonetics Service Providers Report, 2011 and TRAI Report, 2012

Public Sector and Healthcare

Supporting several of the world's leading medical institutions

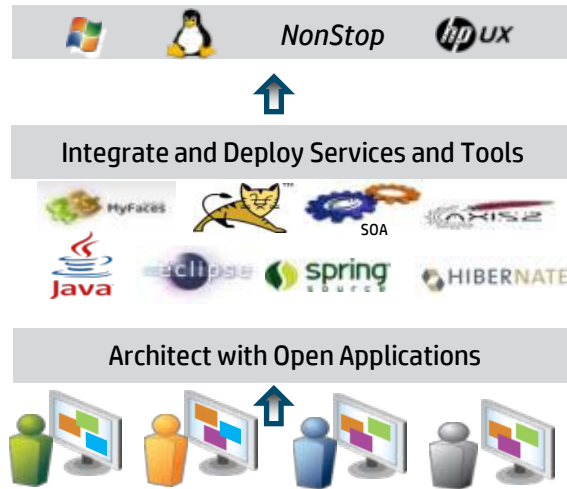HP 2012 internal sales data, cross-referenced with Nielsen and D&B data

Execution of NonStop strategy

Standard hardware

+

Modern software

| Windows | Linux | NonStop | HP UX |

↑

Integrate and Deploy Services and Tools

MyFaces · Tomcat · SOA · AXIS2
Java · eclipse · Spring source · HIBERNATE

Architect with Open Applications

↑

=

Simplified integration into the data center

Easier to develop & deploy your apps

Integrate your apps with other apps in the enterprise

Lower cost of ownership

Ease of use

Part of HP's Mission-Critical Converged Infrastructure

Positioned for converged cloud

Solution update

New solutions

ReD PRISM – FSI	**Visual Rules Suite – Cross Industry**	**CA Gen – Cross Industry**

New solution Momentum

Wins:
- Third party payment processor in Africa
- National Switch and ATM network operator in South East Asia

Wins:
- Africa's leading automated payment clearing house
- Payment services provider in Northern Europe

Wins:
- Largest bank in India
- New Age private sector bank in India

Win:
- One of the fastest growing debit card networks in the USA

Product update

HP NonStop roadmap

HP NonStop. The platform for continuous business.

2011	2012	Future*

Continued innovations in the HP mission-critical converged infrastructure

HP Integrity NonStop

NonStop BladeSystem
NB54000c, NB54000c-cg
(4-core enabled)

NonStop entry-class rack mount servers
NS2200 (2-core enabled)

NonStop BladeSystem
NB54000c, NB54000c-cg
2 or 4-core licensing

New

NonStop entry-class rack mount server
NS2100 (1-core enabled)

Poulson-based NonStop platforms

Kittson-based NonStop platforms

NonStop software enhancements

- NS JSP 7.0
- SQL/MX, 3.0, 3.1, 3.2
- 64-bit OSS

- Java 7
- SQL/MX 3.3
- JBoss EJB container
- In-Memory Cache 1.0

Artist rendition, not an actual photograph

* This is a rolling (up to three year) Statement of Direction and is subject to change without notice.

NonStop NS2100 in the news

A glimpse behind the curtain

HP gears down NonStops for midrange, emerging markets – *Timothy Prickett-Morgan*

HP Expands NonStop Portfolio With Itanium Server for SMBs – *Jeff Burt*

HP Extends Its Itanium NonStop Servers – *Sean Michael Kerner*

HP Makes Midmarket Case for Itanium Platform - *Mike Vizard*

HP Offers Low-End, NonStop Server to New Audiences – *Maria Deutscher*

A Glimpse Behind the Curtain –

"Those who build the switches connecting the networks of ATMs to agencies charged with authorizing transactions look for platforms made up of servers with little tolerance for outages of any kind... many financial institutions run payment platforms on HP NonStop servers considered the premium, or Rolls Royce, platform by nearly all financial institutions

... a sub $100K server that is a true NonStop has to be viewed as a very positive development in today's marketplace, and one, I am sure, that will result in more institutions taking a good long and hard peek behind HP's curtain!"

Staff

NonStop in the news

IT Pioneers & Partners Continue to Push the Limits: HP NonStop & Intel

http://h20621.www2.hp.com/video-gallery/us/en/sss/1824501857001/r/video/

ITBUSINESSEDGE

GO   News:

Home | Topics | IT Project Guides | Blogs

Blogs: **Rob Enderle**

Unfiltered Opinion
The real truth about technology and IT
About this Blogger   RSS

< Previous | Next >

Subscribe

Sign up now and get the best business technology insights direct to your inbox.

☐ Daily Edge
☐ Business Tools & Templates
☐ Aligning IT & Business Goals
☐ Maximizing IT Investments

💬 0

PULSE Case: Ditching Oracle for HP and Planning for the Future

Posted by Rob Enderle   Jul 16, 2012 6:05:19 PM

Last week, I spent some time talking to PULSE, a Discover Financial Services company, on why it stepped away from a suite of vendors — including IBM, EMC, Cisco and Oracle — to implement a massive HP NonStop blade system using ReD's real-time transaction monitoring technology to create the first real-time debit card fraud alert system. (The related announcement is here.)

It was an amazing conversation and a couple of things jumped out at me.

HP Converged Cloud

Hybrid delivery based on common architecture across traditional & all cloud models

INFORMATION
APPLICATIONS
INFRASTRUCTURE

Traditional

Private Cloud

Managed Cloud

Public Cloud

Choice

- **Open**...standards-based across all delivery models
- **Heterogeneous**...hypervisors, development, infrastructure
- **Extensible**...partner ecosystem

Confidence

- **Security**...across info, apps, infrastructure, delivery models
- **Management** ...end to end
- **Automation...**for cloud based architectures & processes

Consistency

- **Common architecture...**across all delivery models
- **Portability**...for flexibility & optimization
- **Consumption experience...**one simple model

NonStop's expanding role in cloud computing

NonStop in the Future

Directly deployed in HP delivered, hybrid and private clouds

NonStop Today

Hosts traditional IT

Integrates with hybrid and private clouds through service portability and management/service interoperability

This is a rolling (up to three year) Statement of Direction and is subject to change without notice.

Q&A