Hewlett Packard Enterprise
A new company to help you go further, faster

A true partnership where collaborative people, empowering technology and transformative ideas accelerate change.

Accelerating innovation
Accelerating transformation
Accelerating value

Accelerating possibilities
Hewlett Packard Enterprise
An industry leader

Key Markets
- Servers
- Storage
- Software
- Cloud
- Networking
- Services
- Converged Systems

Leadership
Meg Whitman  
President & CEO
Tim Stonesifer  
CFO

Trailing Twelve Months (TTM) Financial Metrics¹
- Revenue: $52.7B
- Operating Profit²: $4.9B
- Operating Margin²: 9.2%

HPE Revenue Mix¹,³
- Financial Services: 6%
- Software: 7%
- Enterprise Group: 50%
- Services: 37%

¹. Based on HPE Form 10 filing for the last four quarters from Q4 fiscal 2014 to Q3 fiscal 2015
². Non-GAAP operating profit excludes restructuring charges of $951M, amortization of intangible assets of $838M, separation costs of $458M, defined benefits plan settlement charges of $178M, impairment of data center assets of $136M, and acquisition-related charges of $72M from GAAP operating profit of $2.2B
³. Revenue mix calculated based on segment revenue, which does not include intercompany eliminations
Hewlett Packard Enterprise
What is different?

- Accelerating outcomes with transformation-based solutions
- Enterprise-focused portfolio and innovation
- Collaboration with a market-leading ecosystem of knowledge & capabilities
- Simplified engagement model
- Agile and faster customer feedback loop via market pilots
In the Idea Economy, anyone can change the world

Digital everything... everywhere, every day, everyone connected

Every business is a digital business

Disrupting every industry
Thriving in the Idea Economy means change

Create new outcomes from apps, data and experiences

Proactively manage all forms of risk

Contextually aware and predictive

Hyper-connected workplace and ecosystem
Time to value is priority #1

Today

Value

Opportunity Identified

VALUE Delivered

Time

Tomorrow

Value

Opportunity Identified

VALUE Delivered

Value Created Continuously

Time
To keep pace, IT must transform into a value creator

Traditional IT

- Hosting workloads & applications
- Providing hardened systems & networks
- Managing data
- Responding and reacting

Cloud Enabled, Mobile Ready Hybrid Infrastructure

- Rapidly creating and brokering new services
- Predicting threats and managing risk
- Providing real-time insight & understanding
- Delivering continuously

Contain Cost

Accelerate your rate of positive change

Create Outcomes
Transform to a hybrid infrastructure

Enable workplace productivity

Protect your digital enterprise

Empower the data-driven organization

One transformation - four parts
All required. All linked. All overlap.
Only one partner brings them together
We’re here to help you go further, faster

A true partnership where collaborative people, empowering technology and transformative ideas accelerate change.

Accelerating innovation
Accelerating transformation
Accelerating value

Accelerating possibilities
A history of innovation

1939
1st audio oscillator
HP Model 200A audio oscillator used to test sound equipment.

1966
Minicomputer
The HP 2116A is the world’s first go-anywhere, do-anything computer.

1972
1st scientific handheld calculator
HP-35 was named in 2000 by Forbes ASAP one of the "all time products" that changed the world.

1984
ThinkJet printing
Launch of thermal and miniaturized inkjet printing technology.

1989
ProLiant servers
ProLiant servers became the first commercially available X-86 servers.

2013
HP Officejet Pro X series
HP launches the world's fastest desktop printer.*

2013
Moonshot
HP introduces Moonshot, a new class of server based on 10 years of research from HP Labs.

2014
HP Multi Jet Fusion Sprout by HP
HP unveils the future of 3D printing and immersive computing.

*Source: Guinness World Record for fastest time to print 500 sheets by an office color desktop printer, April 2012. Record set on HP X576dw models.
Hewlett Packard Enterprise leadership team

Meg Whitman
Chairman, President & Chief Executive Officer

Mike Nefkens
EVP & General Manager, Enterprise Services

Henry Gomez
EVP and Chief Marketing & Communications Officer

Martin Fink
EVP & Chief Technology Officer

John Schultz
EVP & General Counsel

Antonio Neri
EVP & General Manager, Enterprise Group

Tim Stonesifer
EVP & Chief Financial Officer

Alan May
EVP, Human Resources

Robert Mao
Chairman, HPE China Region

Robert Youngjohns
EVP & General Manager, HPE Software

John Hinshaw
EVP & Chief Customer Officer, Customer Success

Christopher Hsu
SVP, Chief Operating Officer

Jim Murrin
SVP, HPE Corporate Strategy
Transform to a hybrid infrastructure

Provide the foundation for 100% of the apps and workloads that power your enterprise.

Protect your digital enterprise

Enable workplace productivity

Empower the data-driven organization
A new breed of apps power the New Style of Business

7.6 Billion
world population

100 Billion
connected devices

1 Trillion
applications

2020
Make leaps, not steps, to hybrid

Let business processes be your guide
Match each workload to the right platform
Be the service provider of outcomes
Automate and orchestrate to scale and remove cost
Transform to hybrid infrastructure with Hewlett Packard Enterprise

**Accelerating infrastructure**
- Servers
- Storage featuring 3PAR
- Networking
- Converged Systems
- OneView

**Accelerating applications and operations**
- OneView + Ops Analytics
- Automation Tools and Services
- Application Lifecycle Management Tools and Services

**Deploying hybrid**
- Helion CloudSystem
- Helion Managed and Virtual
- Cloud Service Automation
- Propel
- Cloud Broker solutions
- Hybrid Roadmap Development services

**Unleashing developers**
- Helion OpenStack Development Platform
- Agile Manager
- Application Transformation Services
- Applications Development & Management Services
Transform by delivering outcomes

<table>
<thead>
<tr>
<th>HPE Helion CloudSystem</th>
<th>HPE Data Center Automation</th>
<th>HPE Helion Developer Platform</th>
<th>HPE Infrastructure Transformation Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>75% IT productivity boost</td>
<td>5x ROI through automation</td>
<td>30x increase in application release</td>
<td>40% reduced operating costs</td>
</tr>
<tr>
<td>40% annualized cost savings</td>
<td></td>
<td>10x increased speed to market</td>
<td></td>
</tr>
</tbody>
</table>
Transform by accelerating time to value

Hewlett Packard Enterprise, the #1 company in cloud infrastructure, is accelerating business outcomes for companies around the world.¹

HPE powers 9 out of the top 10
Fortune Global 500 companies on their transformation
journey to hybrid infrastructure²

96% of Forbes Most Valuable Brands
trust HPE for their transformation
towards hybrid infrastructure²

5 out of the top 10 World’s Most
Valuable Brands have bought
HPE Cloud Solutions³

¹Enterprise Data Warehouse (Integrated End Customer Reporting Domain) - End Customer Revenue from 2013 Q3 to 2015 Q2; ²Enterprise Data Warehouse (Integrated End Customer Reporting Domain) - End Customer Revenue from 2013 Q3 to 2015 Q2; ³Enterprise Data Warehouse (Integrated End Customer Reporting Domain) – End Customer Revenue from Q3 2012 to Q4 2014.
Transform: BlueShore Financial

5X growth in managed assets

Pioneered new market category

Top 10 Most admired corporate culture in Western Canada
Transform to a hybrid infrastructure

Enable workplace productivity

Empower the data-driven organization

Protect your digital enterprise

Proactively protect the interactions between users, applications and data across any location or device.
Our digital world is radically changing the risk landscape

- Sophisticated cyber attacks
- External disasters and internal failures
- Cost and complexity of data protection
- Regulatory pressures

- Mobile and cloud dissolve the “perimeter”
- Hyper-connected sensors and devices create new exposures
- Massive data growth from multiple sources
- Regulatory, privacy and compliance concerns
It’s not a matter of if, it is a matter of when a breach will occur

Manage risk, because you can’t eliminate it

Think like a bad guy

Breaches are not events, they are processes
Protect your digital enterprise with Hewlett Packard Enterprise

Know what’s coming
- Threat Central
- Threat Intelligence
- Risk Management Services
- Security Strategy and Transformation
- 360 Cyber Assessments

Protect your users, apps, data
- Identity and Access Management Services
- Fortify Software Security, Penetration Testing & Vulnerability Management
- Voltage Encryption, Data Loss Prevention
- Aruba ClearPass

Secure interactions and manage breaches
- ArcSight Security Intelligence & Analytics
- Advanced Compromise Assessment
- Security Monitoring, Incident Response & Breach Recovery
- Cloud Access Security
- Aruba AirWave

Safeguard continuity and compliance
- Data Protector Adaptive Backup and Recovery
- StoreServ, StoreOnce, StoreVirtual & StoreEasy
- Information Management and Governance
- Continuity Services
- Executive Breach Preparedness
Protecting your enterprise by delivering outcomes

HPE Security
Research and Services

#1
in public vulnerability discovery
4th year in a row

100B
correlated security events per month

HPE Atalla
+ HPE Voltage

20%
better ROI with encryption

HPE ArcSight

85%
reduction in IT outages

900%
increase in resolved anomalies

HPE StoreOnce

17x
faster protection

5x
faster recovery

Hewlett Packard Enterprise
Protect your enterprise by accelerating security

Hewlett Packard Enterprise security products and solutions help protect **8 of the Top 10** Fortune Global 500 Companies\(^1\)

70% of the top 100 companies in the Fortune Global 500 are protected by HPE’s complete risk management solutions\(^1\)

8 out of the top 10 Forbes Most Valuable Brands are redefining security with HPE\(^1\)

\(^1\)Enterprise Data Warehouse (Integrated End Customer Reporting Domain) - End Customer Revenue from 2013 Q3 to 2015 Q2.
Protect: Microsoft Corporation

One
End-to-end, integrated security framework

Real time response
And move security upstream in every process

Customer, Partner, Employee
Security beyond the transaction
Protect: International Criminal Court

123

States acknowledging court authority

High profile

Trials reliant on rapid access to information

Safeguard

Judicial records, ensuring they are stored where their security, retention, and accessibility is confirmed
Transform to a hybrid infrastructure

Enable workplace productivity

Protect your digital enterprise

Empower the data-driven organization
Harness 100% of the data that matters, regardless of source to drive superior business outcomes.
Data fuels the New Style of Business

Big Data shift

Data centers
Voice/Video
Documents
Mobile apps
Wearable devices
Social networking
Internet of things
Sensors

Human data
Machine data
Business data

Technology and skills gap
Enterprises realize only 10-15% of the expected value on their big data investments

Modernize Business Intelligence
Integrate analytics with business applications
Model, predict, and personalize customer experience
Empower data-driven organization with Hewlett Packard Enterprise

Discover the value of your data
- Big Data Transformation Workshops
- Big Data Discovery Services
- Analytic Consulting Services

Build your data-centric foundation
- Haven platform
- Big Data Infrastructure and reference architectures
- Business Intelligence Modernization Service

Achieve superior business outcomes with big data
- Analytic Apps powered by Haven
- Business Process Services
- Customer Analytics Services
Empowering innovation and improved outcomes

Query customer usage data

20x faster

ROI
4 months

Accelerates and sharpens enforcement

2,739 people caught for traffic and criminal offenses
Empowering organizations to accelerate analysis

10 of The Forbes 10 Most Valuable Brands in the World gain insights and create value with Hewlett Packard Enterprise big data solutions.¹

67% of the top 100 companies in the Fortune Global 500 generate real-time, actionable insights with HPE open source solutions²

64% of the World’s Most Valuable Brands use HPE Big Data Solutions³

HPE empowers every brand in the top 10 Forbes Most Valuable Brands as data-driven organizations²

¹Enterprise Data Warehouse (Integrated End Customer Reporting Domain) - End Customer Revenue from 2013 Q3 to 2015 Q2; ²Enterprise Data Warehouse (Integrated End Customer Reporting Domain) - End Customer Revenue from 2013 Q3 to 2015 Q2; ³Enterprise Data Warehouse (Integrated End Customer Reporting Domain) – End Customer Revenue from Q3 2012 to Q4 2014
Empower: Auckland Transport

Video feeds analyzed in real time to improve safety for pedestrians, cyclists and motorists

Core Big Data business capabilities enabled

Response times, public security, problem identification

200

8+

Improved
Empower: One Kings Lane

1st Priority
Customer interaction

Analyze
What inspires customers and how they shop

5X
Faster growth in online sales than brick and mortar counterparts
Empower the data-driven organization

Transform to a hybrid infrastructure

Protect your digital enterprise

Enable workplace productivity
Deliver experiences that empower employees and customers to create better outcomes.

Empower the data-driven organization
The digital workplace is everywhere
Users expect personal, contextual and secure experiences

- App-assisted engagement
- Rising automation
- Virtual offices
- Constant collaboration
Random acts of mobility will not deliver a significant shift in productivity

Be user centric
Focus on reliability and performance
Improve the user experience constantly, not episodically
Enable workplace productivity with Hewlett Packard Enterprise

Any place, any device, any time
- Aruba + HPE Networking
- Managed Mobility Services
- HPE Software – Service Anywhere

Seamless communication and collaboration
- Services for Office 365 and Skype for Business
- Unified Communications
- SDN Network Optimizer
- Aruba Networking for all wireless access

Intelligent workplace
- Workplace Support Services
- HPE Software - ITSM
- Aruba ClearPass

Digital user experience
- AppPulse Mobile
- HPE Mobile Center
- Mobile Application Services
- HPE Haven for analytics
- HPE Application Development software
- Context aware Applications
Enabling productivity by delivering outcomes

**Aruba wireless networking**
Up to **42%** greater capacity for 802.11ac Wave 2

**Mobile First Workplace with Aruba**
$11K savings per employee annually

**HPE Unified Communications & Collaboration Services**
5M minutes returned to focus on customers

**HPE Workplace Support Services**
Up to **30%** reduction in support cost with self-service and automation
Enable productivity by accelerating collaboration & accessibility

7 of the Top 10 Fortune Global 500 companies use Hewlett Packard Enterprise mobility solutions to empower employees and increase productivity\(^1\)

61% of the top 100 companies in the Fortune Global 500 are becoming more productive workplaces with HPE’s end-to-end mobility portfolio\(^1\)

HPE enables 63% of Forbes Most Valuable Brands to be the world’s most productive workplaces\(^1\)

\(^1\)Enterprise Data Warehouse (Integrated End Customer Reporting Domain) - End Customer Revenue from 2013 Q3 to 2015 Q2.
Enable: Orlando International Airport

38 Million
Annual travelers

3,000
Devices connecting simultaneously

Location-aware
Indoor navigation for finding gates, amenities and other points of interest
Making HPE a Showcase for HPE Technologies: HPE on HPE

Transform to a hybrid infrastructure
- **Moonshot**: Resolve data center constraints
- **3PAR StoreServ**: Reduce storage cost, complexity
- **Networking**: Better, faster, cheaper
- **CS700 + OneView**: Help R&D deliver better products faster
- **DevOps**: Continuous delivery pipeline
- **Agile Manager**: Foster agile culture

Empower the data-driven organization
- **Vertica**: Improve Grey Market prevention; Predict sales win/loss
- **Autonomy**: Power Knowledge Mgmt
- **HAVEn**: Customer Experience; Resume search solution
- **AppSystems**: Centralize planning, simulation

Protect your digital enterprise
- **Private Cloud**: Improve efficiency, productivity
- **vPV**: Lower data center footprint
- **Cloud Solutions**: Protect the brand
- **Ops Analytics**: Pinpoint root cause faster
- **Hybrid Cloud**: Accelerate service delivery
- **Cyber Defense Center**: Safeguard HPE resources
- **ArcSight**: Next-gen security response
- **Fortify & WebInspect**: Secure websites, prevent online attacks
- **Records Manager**: Automate record storage
- **Data Protector**: Optimize backup and recovery environment
- **Vertica**: Improve Grey Market prevention; Predict sales win/loss

Enable workplace productivity
- **SaaS Service Anywhere**: Resolve issues faster
- **Networking**: Reinvent BYOD; Foster global collaboration
- **SharePoint using HPE Products**: Connect employees located in every region of the world
- **Autonomy**: Optimize HR processes, capabilities

Protect your digital enterprise
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IT success with HPE solutions

- 80% less space required in our data centers by installing Moonshot
- 21 days to 4 hrs average improvement in time to provision internal requests through HPE’s private cloud
- 50% reduction when deploying new applications using HPEN switches and routers
- 6,000 devices removed from global data center footprint
- 6,000 security events monitored per day with ArcSight
- 30% reduction to physical record storage footprint
- 30 minutes to provision new systems
- 1,000 times faster using Vertica
- 71% increase in year over year Grey Market recovery
- 90% improvement to average scan time using Fortify
- 95% of servers are now built in less than 2 hours through HPE’s private cloud
- 45 days to 6,000 stored security events
- 30% reduction to physical record storage footprint
- 1.0 B security events monitored per day with ArcSight
- 106 countries with 86 manager and employee processes standardized
- 56% increase in initial storage array allocation by 3PAR “Get thin & stay thin” capabilities
- 21 days to 4 hrs average improvement in time to provision internal requests through HPE’s private cloud
- 50% reduction when deploying new applications using HPEN switches and routers
- 6,000 devices removed from global data center footprint
- 6,000 security events monitored per day with ArcSight
- 30% reduction to physical record storage footprint
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Universal Memory combines memory and storage at petascale.

Workload-specific processing engines.

Breakthroughs in photonics transmit terabits of data via light.

The Machine
THANK YOU