

Brochure

# A better way to virtualize

HP ConvergedSystem for Virtualization with VMware



# One system delivering your IT-as-a-Service vision

## **Looking for purpose-built, automated systems to redefine your return on investment (ROI)?**

To rapidly respond to customer demands for new services—before your competition—you need easy-to-deploy systems. To free your IT personnel from tedious tasks, you need management solutions that include deep automation. Get what you need—with HP ConvergedSystem for Virtualization with VMware.

### **Simple to buy**

Choose your capacity: 50 to more than 1,000 virtual machines (VMs)

### **Simple to deploy**

Order to operations in as few as 20 days<sup>1</sup> and only five days to deploy additional capacity

### **Simple to manage**

Managed as one system using automated, software-defined capabilities

### **Simple to operate and support**

Single-stop, proactive, and reactive support from HP Center of Excellence

### **Simple to acquire**

Starting at a low monthly payment for the base system<sup>2</sup>

New workloads and business demands are forcing you to reevaluate the way you buy and manage infrastructure. Rather than “do-it-yourself” or “integrated systems” assembled from components provided by multiple vendors, you want something better. Something faster and more efficient. Something that reduces costs and deployment errors. Something like HP ConvergedSystem for Virtualization with VMware.

## **Need more speed and agility from IT?**

### **Get what you need from virtualization**

In building your virtualized IT environment, you've probably tried the “do-it-yourself” approach. While you might think that method will save you money, it can cost considerably more in terms of time, effort, and errors. Another common practice is to purchase “integrated systems” assembled by resellers from components provided by multiple vendors. For most companies, this level of “integration” misses the mark in terms of seamless interoperability and providing the desired business results—and it also creates support complexity.

To support your new workloads, such as cloud and Big Data, as well as your growing business demands, you need a new approach to IT. This approach must effectively deliver your IT-as-a-Service (ITaaS) vision—where you can provision the on-demand resources you need to support changing business requirements. The approach must include systems that offer software-defined management of servers, storage, and networking, allowing you to pool resources while you automate and streamline routine tasks. These systems must also include services to ensure optimized uptime and functionality throughout their lifetime.

## **Convergence is the answer**

Taking efficiency to new heights, HP offers an innovative approach to not only virtualization, but also to IT in general. We call this approach ConvergedSystem. It is making the vision of the software-defined data center a reality by delivering virtualization, automation, and supporting infrastructure as complete, extremely efficient, all-in-one systems that are quick and easy to buy, deploy, support, and manage.

The HP ConvergedSystem for Virtualization with VMware models are part of the ConvergedSystem “Sharks” family. Sharks are purpose-built building blocks designed for speed and efficiency. With HP ConvergedSystem for Virtualization with VMware, you can redefine your ROI through “Shark Economics,” so you can efficiently take a bite out of operational costs, greatly reduce downtime, and proactively avoid errors. A ConvergedSystem for Virtualization with VMware can be managed as one—with a common management platform across servers, storage, and networking, delivered by HP OneView integrated with VMware vCenter Operations Management Suite. To eliminate many manual operations and device-focused processes, OneView integrated with VMware vCenter Operations Manager to feature robust IT analytics, automation of processes, deep system monitoring, configuration management, and capacity planning capabilities.

<sup>1</sup>Based on internal estimates made by HP for the standard production and delivery of HP ConvergedSystem 300 for Virtualization; shipment times might vary by country

<sup>2</sup>Financing and service offerings available through Hewlett-Packard Financial Services Company and its subsidiaries and affiliates (collectively HPFSC) in certain countries and is subject to credit approval and execution of standard HPFSC documentation. Rates and terms are based on customer's credit rating, offering types, services, and/or equipment type and options. Not all customers may qualify. Not all services or offers are available in all countries. Other restrictions might apply. HPFSC reserves the right to change or cancel this program at any time without notice.

# 96%

With HP OneView integrated with VMware vCenter Operations Manager—a critical component of every HP ConvergedSystem for Virtualization with VMware—you can reduce server configuration time by up to 96 percent.<sup>3</sup>

## The pressure rises

IDC predicts there will be nearly 120 million virtual and physical servers installed by 2015, which will increase the pressures on staff as they work to manage multiple applications.<sup>4</sup>

<sup>3</sup>HP internal testing of OneView vs. manual operations

<sup>4</sup>“Expert Integrated Systems: A Next-Generation Computing Platform,” April 2012

<sup>5</sup>Based on HP internal testing of raw IOPS. HP ConvergedSystem 300 Standard delivers 6,480 IOPS based vs. 2,520 IOPS for the Vblock 100DX-3P. Reference: [vce.com/asset/documents/vblock-100-architecture-overview.pdf](http://vce.com/asset/documents/vblock-100-architecture-overview.pdf). Cost estimate based on estimated list prices for the entry point for each. November 2013

<sup>6</sup>Based on HP internal testing in May 2014, comparing HP OneView 1.10 vs. traditional approach to server and storage management requiring eight tools. HP OneView replaces Virtual Connect Manager, VCEM, HP Systems Insight Manager, and HP Insight Control.

<sup>7</sup>Based on HP internal testing comparing HP OneView as of January 2014 comparing HP OneView v1.05 vs. traditional HP management tools.

## Purpose-built for virtualization

### Workload-optimized systems designed to rapidly propel your business forward

Rather than force your IT admins to rack and stack new systems, HP has done all the pre-engineering and validations for you—resulting in dramatic time savings for your admins. Standard, reliable, and predictable systems enable you to deploy with confidence, while also reducing risk and errors.

- Improve your ROI with lower entry price and lower total cost of ownership; get 2X the performance at 25 percent lower entry price<sup>5</sup>
- Benefit from complete, integrated systems delivered through hundreds of HP Channel partners worldwide
- Use HP App Maps and reference architectures, which employ HP infrastructure and partner best practices, to provide workload-specific configuration and guidance, reduce your risk and cost of system design, as well as accelerate your time-to-value

## Automated

### Converged management radically simplifies everyday tasks to reduce OpEx

Supporting daily operations consumes a great deal of time, so your IT staff has little time left over to respond to continually changing business requirements. With HP OneView integrated with VMware vCenter Operations Manager, you can free up your IT staff's time by automating many everyday tasks. Using software-defined templates, your admins can create resource profiles and groups once, and then roll them out to hundreds of enclosures and systems in minutes. And through integration with VMware vCenter and vCenter Operations Manager, your admins can use existing tools from a familiar VMware console—making operations management easier and more efficient. You can improve your operation agility with:

- **Convergence** – One consistent infrastructure management platform reduces the tools you have to learn, manage, deploy, and integrate by 50 percent;<sup>6</sup> unified physical and virtual management through VMware vCenter Operations Manager.
- **Software-defined resources** – Define compute, storage, and network resources and establish best practices with common, reusable templates; this saves time and dramatically reduces outages associated with human error via intelligent configuration checking.
- **Automation** – Deploy complete VMware vSphere clusters in just five easy steps; automate standard responses to component failures;<sup>7</sup> vCenter Operations Manager delivers intelligent operations, policy-based automation, and unified management that is purpose-built for virtualized and cloud environments; includes self-learning predictive analytics, exceptional metrics, and smart alerts; drives proactive identification of issues, eliminates alert storms, and false positives.

## ROI redefined

### “Shark Economics” deliver faster time-to-value and devour costs and risks as you transition to hybrid cloud

Deploying new IT systems can be a daunting task requiring extensive installing, testing, configuring, and problem solving. HP reduces deployment time and trouble by offering pre-configured and tested systems that reduce on-site installation time, and significantly lessen the impact on your existing operations.

HP ConvergedSystem for Virtualization with VMware delivers fast time-to-value, while also reducing operating expenses.

- Trust HP factory integration, on-site deployment, and project management to accelerate your time-to-value and reduce cost and risk. Update at the system level without impacting operational stability; avoid problems created by out-of-date firmware or software versions, while allowing IT resources to remain focused on their core tasks and priorities.
- Get on a fast path to growth; with a flexible and scalable HP ConvergedSystem for Virtualization with VMware, you can confidently plan your journey to the hybrid cloud at your pace, and on your terms.

## Recognized leadership from HP and VMware

Together, HP and VMware offer a faster, easier, more effective way to deliver a virtualized environment.

- **A single integrated management view for servers, storage, and networking** – With HP OneView integration with VMware vCenter Operations Management analytics.
- **Easy upgrade to cloud** – Cloud-compatible infrastructure and consulting services to make the environment cloud-ready. All of HP's converged infrastructure components are designed to work with hybrid cloud solutions from HP or from VMware.
- **Only HP delivers end-to-end VMware virtualization infrastructure and consulting services** – From client to data center to cloud, with one point of accountability for hardware, operating system, and VMware virtualization software.
- **HP is trusted as the number one IT infrastructure provider for virtualized environments** – Number one infrastructure and largest authorized training center for VMware customers; number one provider of private clouds.<sup>9</sup>
- **HP 3PAR storage solutions are second to none in integrating with VMware vCenter Operations Manager** – They enhance the capabilities of VMware Site Recovery Manager for better recovery time objective performance and better recovery point objective performance.

## Our solution partner



<sup>8</sup>"The business value of the HP Proactive Insight Experience," IDC white paper, sponsored by HP and Intel®, Doc #239199, March 2013

<sup>9</sup>"Private Cloud Solutions, Q4 2013," Forrester Wave

- Work with one vendor—HP—for service and support of your hardware, operating system, and VMware virtualization software; each HP ConvergedSystem for Virtualization with VMware offering is backed by a full lifecycle of services, from consulting to implementation to support, to provide you with a total system experience.

## Right-size systems

HP ConvergedSystem for Virtualization with VMware is available in four "right-size" configurations—purpose-built for your virtualization sweet spot.

### HP ConvergedSystem 300 for Virtualization with VMware

If you need to reduce server virtualization complexity issues whether for a single site or many remote sites, HP has what you need—HP ConvergedSystem 300 for Virtualization supporting VMware vSphere. Supporting from 50–300 VMs, HP ConvergedSystem 300 for Virtualization with VMware offers a simplified, cost-effective, and pre-integrated system for virtualization. Easy to procure, manage, and support, HP ConvergedSystem 300 for Virtualization with VMware is available in two configurations:

- **HP ConvergedSystem 300 Standard** – Tuned for general workloads, this reliable system is built on rack-based servers and HP StoreVirtual VSA to reduce infrastructure acquisition costs.
- **HP ConvergedSystem 300 Performance** – Tuned for high-performance virtualization workloads, the performance variant provides enhanced processors and more storage, so you receive better virtual machine performance per server.

### HP ConvergedSystem 700 for Virtualization with VMware

For enterprises looking for a blade-based virtualization system to support 100 to more than 1,000 VMs, the HP ConvergedSystem 700 for Virtualization with VMware is the right choice. This system is designed for ease of use and simplicity to help your business quickly harness the full potential of virtualization. Built on standard, modular infrastructure blocks, this system includes blade-based servers and an HP enterprise storage array, as well as VMware vSphere software. The expansion option allows you to expand the base system in increments containing servers and storage. The system can support three expansion kits, which allow the system to be fully populated.

If your organization needs a virtualization system with more flexibility, you can choose HP ConvergedSystem 700x. This customizable system supports VMware virtualization, while still offering the benefits of accelerated delivery, unified management, and system-level single-vendor support. The ConvergedSystem 700x is also the ideal deployment platform for HP CloudSystem—creating a proven on-ramp to the cloud.

## Run with confidence

HP Proactive Care with HP ConvergedSystem for Virtualization with VMware offerings helps prevent problems through continuous scanning, dashboard reporting, and personalized consultation. This service helps resolve issues faster with one-stop support from HP Center of Excellence and automatic problem reporting, call logging, and the dispatch of the parts. In fact, HP Proactive Care delivers 66 percent faster problem resolution and a 95 percent first-time fix rate.<sup>8</sup>

### Learn more at

[hp.com/go/convergedsystem/virtualization](http://hp.com/go/convergedsystem/virtualization)  
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