

# HPE and VMware NSX Strategic Partnership

Accelerating SDDC through mainstream adoption of network virtualization

vmware®

  
Hewlett Packard  
Enterprise

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# Accelerating Customer's Journey to the Software-Defined Data Center

15-year partnership between **HPE's dominant position in servers** and **VMware's game-changing approach to virtualization** – together created a market that revolutionized software-defined data center (SDDC) economics and efficiencies

- HPE is the number one global leader in virtualization solutions based on VMware with more than 500,000 customers
- Largest global authorized training center for VMware – 90+ training centers in 30+ countries, first to train more than 17,000 students providing true 24x7 support
- Single point of support for VMware/SDDC, including more than 1,100 VMware-certificated professionals

# HPE-VMware Announcement Summary

Network virtualization is mainstream

- Accelerate the adoption of software-defined data center approach through (VMware NSX®) network virtualization
- Helping customers deploy applications faster, simplify and automate their data center network fabric, and improve security
- Extending partnership to deliver end-to-end virtualization, high-performance servers, and networking expertise
- Solutions that span from the desktop to the data center, and into the cloud



# HPE-VMware Announcement Summary

## Announcement Pillars

### HPE VMware NSX OEM

One partner capable of delivering SDDC lifecycle solutions

The industry's first comprehensive NSX OEM network virtualization lifecycle partnership – simplifying customer's experience

### Network Certification

Differentiated through bridging virtual/physical and SDN

HPE FlexFabric OVSDB certification with VMware NSX, and jointly developed NV/SDN Federation

### HPE Branded Services

Global end-to-end SDDC and virtualization lifecycle services

The industry's most complete end-to-end services portfolio with decades of networking and VMware expertise

# Network Virtualization is the Foundation for SDDC



## Proven networking for the SDDC

- The NSX virtualization platform is helping hundreds of customers realize the full potential of a software-defined data center. NSX delivers networking the capabilities VMware already provides for compute and storage. Create, save, delete, and restore virtual networks on demand, without reconfiguring your physical network.

## Agility and streamlined operations

- NSX reduces the time to provision multi-tier networking and security services from weeks to seconds, abstracting virtual networks from the underlying physical network. This lets data center operators achieve faster deployment and greater agility while providing the flexibility to run on top of any network.

## Security and micro-segmentation

- NSX brings security inside the data center with automated fine-grained policies tied to the virtual machines, while its network virtualization capabilities let you create entire networks in software. This approach securely isolates networks from each other, delivering an inherently better security model for the data center.

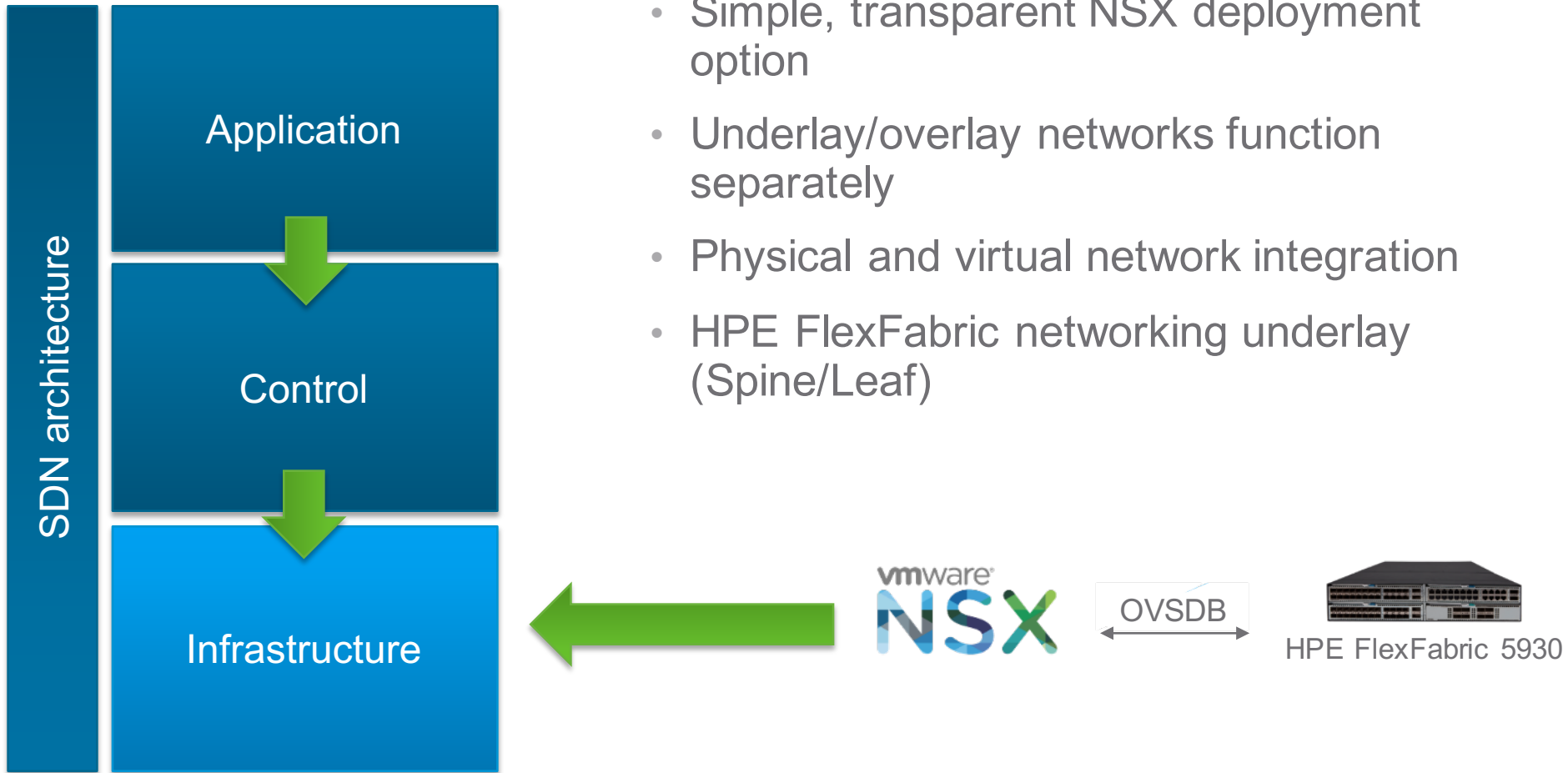
## Platform for advanced networking and security services

- NSX provides a platform for bringing the industry's leading networking and security solutions into the SDDC. By taking advantage of tight integration with the NSX platform, third-party products can not only deploy automatically as needed, but also adapt dynamically to changing conditions in the data center.

**Bringing an operational model of a virtual machine to your data center network transforms the economics of network and security operations**

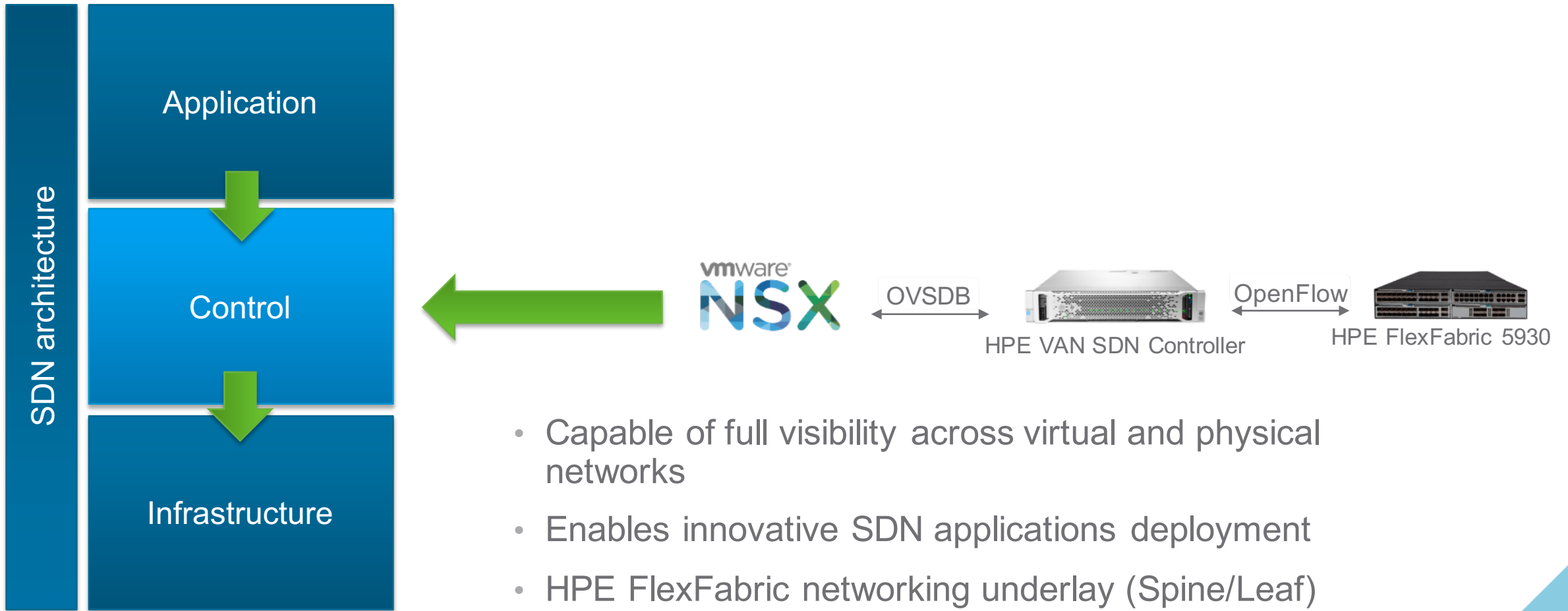
# HPE-VMware Networking Solution

Direct ("Native") OVSDb



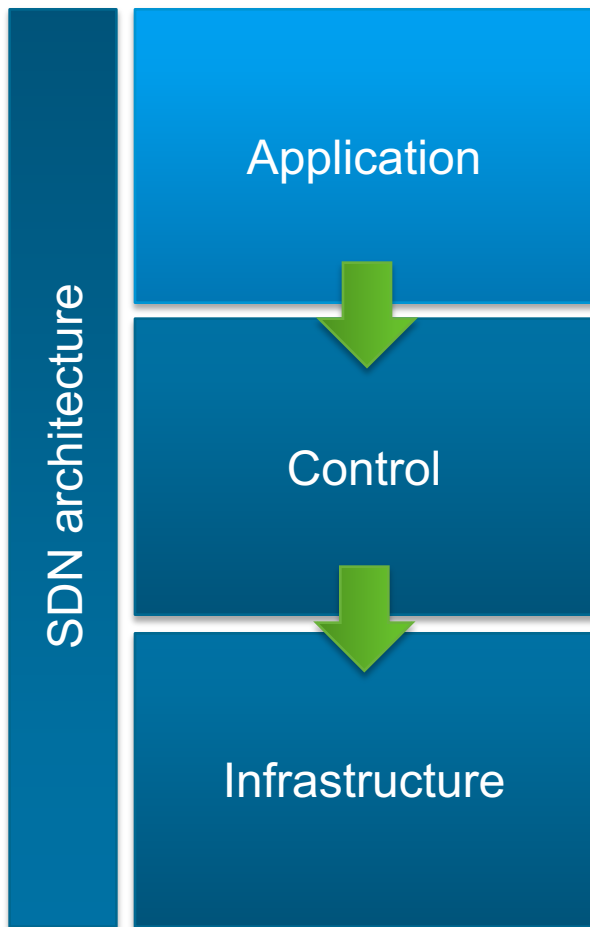
# HPE-VMware Networking Solution







Federated Solution



# HPE-VMware Networking Solution

Federated Solution with SDN



 <b>Active Honeypot</b> Guardicore SDN Internal Ap... ★★★★★ 1.0.0 <b>Purchased</b>	 <b>Big DDoS umbrella</b> F5 Networks SDN Internal Ap... ★★★★★ 1.0.0 <b>Demo</b>
 <b>DNS Director</b> Bluecat Networks SDN Internal Ap... ★★★★★ 1.0.0 <b>Demo</b>	 <b>Evolve</b> hpn SDN Internal Ap... ★★★★★ 1.0.0 <b>Demo</b>
 <b>Network Optimizer Fo...</b> HP SDN Internal Ap... ★★★★★ 0.0.1 <b>Demo</b>	 <b>Network Protector</b> hpn SDN Internal Ap... ★★★★★ 1.1.7 <b>Purchased</b>

- Open, extensible platform to unleash SDN innovation
- HPE apps, third-party or custom SDN applications
- Network management, automation, and orchestration



# Customer Benefits of HPE-VMware Networking



## Increased business agility

Speed application delivery

## Simplify and scale

Data center network fabric and operations

## Improving security

With micro-segmentation



Deploy applications in

**minutes**  
vs. months

**75%** less complex,  
bridge physical/virtual  
networks

## Reduce attack surface

Bake security into network

“Our integrated network virtualization solution will help customers achieve a completely new operational model for networking that enables data center operators to achieve orders of magnitude, better agility and improved economics.”

– Raghu Raghuram, EVP, SDDC Division, VMware

# Delivering a Complete SDDC/Virtualization Solution



One call, one vendor, for all your services needs

Advise

Transform

Integrate

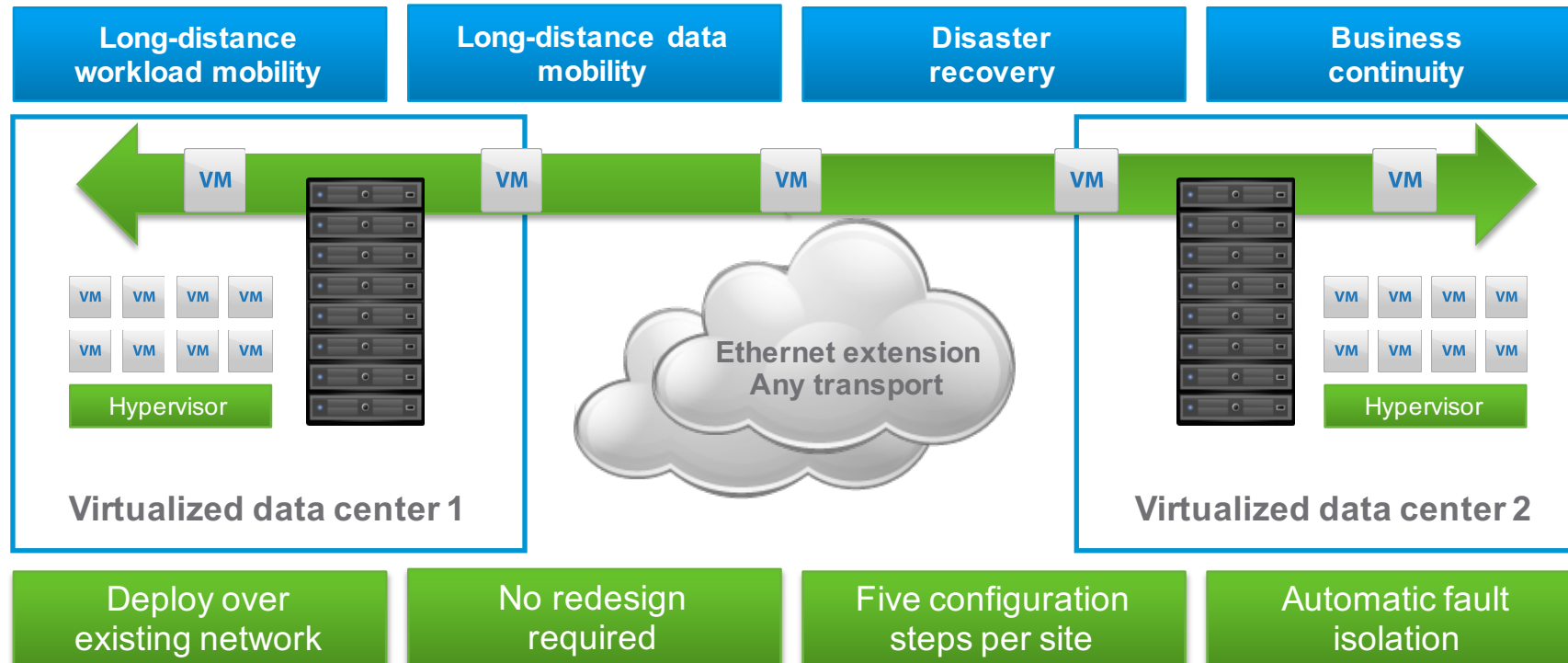
Support

Flex

HPE brings together **decades of networking, virtualization, and security** expertise that enables the bridging of physical and virtual data center infrastructure

# Mobile TeleSystems

Ukraine's Largest Mobile Provider Relies on HPE to Protect Billing and Other Business-Critical Systems  
(HPE Networking/EVI, HPE Servers, HPE TS and VMware Customer)



"HPE designed a solution that combines our geographically distributed data centers into a single IT infrastructure so that we have the flexibility to move around our workloads and resources as needed."

Going forward, we can use the solution to combine up to eight more data centers and grow quickly while protecting our investment in technology."

— Anatoly Starodubets, Head of IT Systems Operation Department, MTS Ukraine

<http://h20195.www2.hp.com/V2/GetDocument.aspx?docname=4AA6-0800ENW>

# Mobile TeleSystems

On HPE-VMware Extended OEM Partnership and its Significance to MTS Supporting their Business

**NSX OEM agreement is significant in that MTS is able to partner with a single trusted partner, HPE, capable of delivering the full lifecycle of data center, networking and virtualization services**

Simply operations, speedy application delivery and lower cost

Trusted partner with decades of networking, virtualization and data center experience and comprehensive 24x7x365 lifecycle services

Confidence to move forward with new technology innovations that increase our competitiveness and delight customers

# Thank You

Optional contact info