

Hewlett Packard Enterprise & VMware - Better together

Our partnership



16 years

Of partnership, engineering and joint investment



One

End-to-end support provider – HPE – for all VMware systems



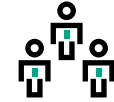
500,000

Joint HPE & VMware customers



Open

Standards-based solutions for easy growth, integration and evolution



More than 1100

HPE support professionals trained on VMware

Our offering

#1

For virtualization and Servers - the perfect partnership



Purchase the whole virtualized infrastructure through HPE

100%

Complete VMware portfolio for the Software-Defined Data Center to customers

1

Number for market leading end-to-end support for your customers

24x7

Support for the price of 9x5 for your customers



Licenses transferable to any server

Dispelling the myths about VMware from HPE

| Myth | Truth |
|--|--|
| OEM Licenses via HPE are different to 'native' VMware licenses through VMware's Channel | Licenses purchased via HPE are identical to 'native' VMware licenses |
| HPE Management tools don't work with VMware | HPE management tools are jointly designed with VMware to enable the best managed VMware environment, with key integrations for HPE OneView, to allow the richness of management data provided through ESXi |
| HPE Licenses are ~20% more expensive than 'Native' VMware licenses | HPE matches the combined license, support and subscription price of VMware native licenses in complete bundles. There is no price difference when the sum of the parts are combined |
| VMware Enterprise License Agreements (ELAs) can only be transacted through the 'native' VMware Channel | ELAs are route to market agnostic. HPE and VMware working together have sold hundreds of ELAs, through HPE Direct for HPE's direct customers, and through HPE's partners for partner led customers |

Useful links

[VMware Alliance Page](#)

[VMware Partner Ready Portal page](#)

[Sales Portal](#)