



**Hewlett Packard
Enterprise**



HPE Small Business Solutions

Your customers, your business, your focus

July 2019



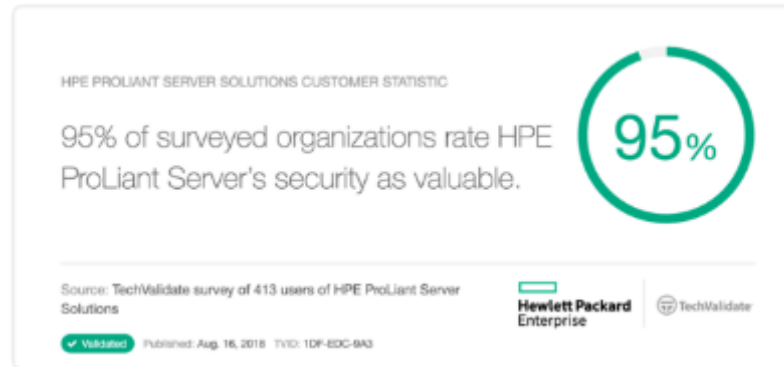
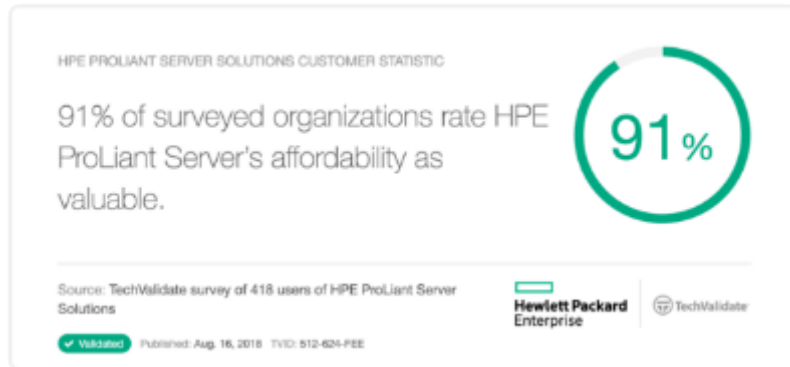


Why these solutions? Why now?


The IT you need to succeed

Transformative insight built on decades of practical solutions for SMBs

SMBs value and trust HPE solutions



HPE PROLIANT SERVER SOLUTIONS CUSTOMER REVIEW



5/5 Stars

How our organization uses HPE ProLiant Servers:

“ BlueShore Financial relies on HPE ProLiant servers for all aspects of our server based computing needs regardless of the operating system, application, or location.

Would you recommend HPE ProLiant Servers?

“ HPE ProLiant servers are unmatched in reliability, availability, and scalability. They are the easiest to deploy and then manage/maintain throughout their lifecycle.

Source: Ryan Burgess, Manager, Technology Infrastructure, BlueShore Financial
Hewlett Packard Enterprise | TechValidate
Validated | Published: Aug. 30, 2018 | TVID: C10-889-6A3

HPE listened to our SMB customers

What do you really need from your IT?

I will fear no technology.



Customers are my business, not IT

- I expect IT to **work**.
- I need IT to **improve my business**.
- I need **IT advice**.
- I need to keep IT **up and running**.

No worries, safe and secure.



I don't have the luxury of downtime

- I need **complete solutions**.
- I need IT to be **rock-solid reliable**.
- I need **protection from cyberthreats**.
- I need hassle-free **technical support**.

Wow, that was efficient.



Getting the best return is vital

- I need **IT to be fully utilized**.
- I'll pay the **right price for the best**.
- I want to **purchase on my terms**.
- I **prefer to pay only for what I use**.

The HPE approach

Giving you what you need to succeed

“Your customers are the heart of your business, your primary concern. You can trust HPE and our partners to take care of your IT so that you can take care of your customers.”

Focus on customers, knowing your IT needs are taken care of.

- **No worries:** Expert ecosystem of technologists
- **Confidence:** Configured, tested, and validated solutions
- **Hands-free:** Automated infrastructure deployment and management
- **Cloud-ready:** Easily add on to on-premises solutions

Sleep well at night with 360 degree security.

- **Protect:** With the world’s most secure industry-standard servers
- **Shield:** Sensitive information from cyber threats
- **Avoid downtime:** Continuous business operations
- **Control access:** To vital business data

Be confident that you are operating with maximum efficiency.

- **Save time and money:** Fewer resources required to manage IT
- **No-nonsense value pricing:** Flexible, more predictive financing
- **Pay-as-you-grow:** HPE Financial Services



HPE Small Business Solutions

Overview

The right IT can help you achieve key business goals



Keep the
business running



Improve
productivity



Increase IT
efficiency



Enhance the
customer experience

How HPE helps you achieve key business goals



**Keep the
business running**



**Improve
productivity**



**Increase IT
efficiency**



**Enhance the
customer experience**

Store data

Run applications

Connect people

HPE Small Business Solutions

Your customer, your business, your focus

Store data

“No worries,
safe and
secure”



- File and Backup (**updated**)
- Hybrid File and Backup
- Scalable Storage (**new**)
- High Availability Storage

Run applications

“Wow,
that was
efficient”



- Virtualization (**updated**)
- Hybrid Virtualization
- Hybrid Database

Connect people

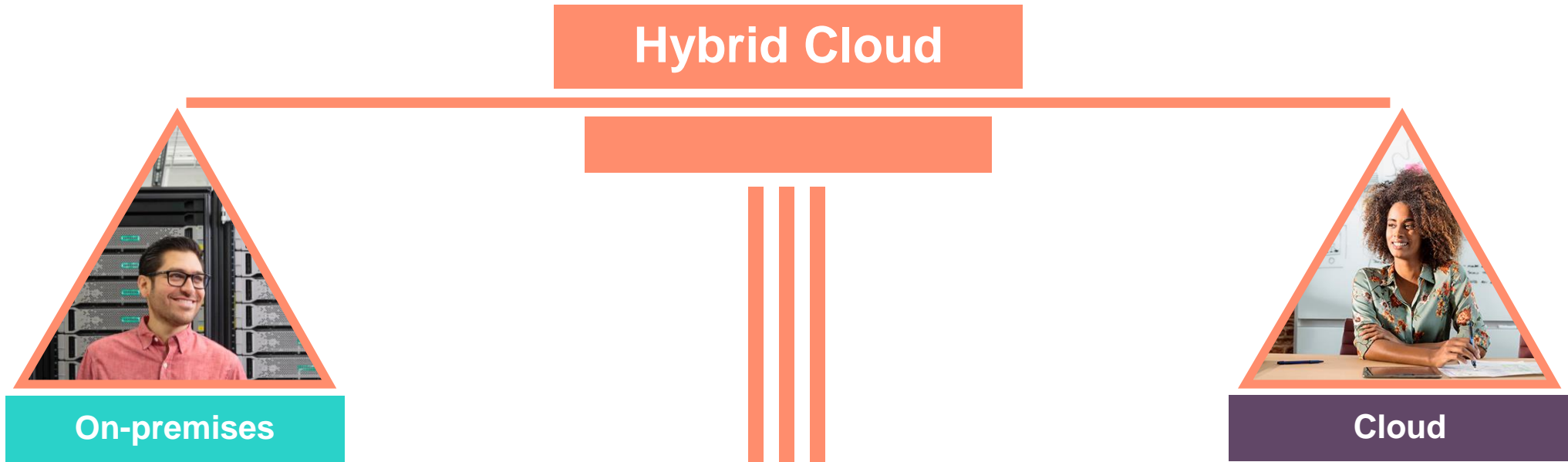
“I will fear
no IT”



- Small Office Deployment (**updated**)

On-premises or in the cloud?

HPE can help you strike the right balance



Advantages

- Performance
- Control
- Security
- Maintenance

Disadvantages

- Skilled IT staff required
- Startup/upgrade costs
- Disaster contingency
- Limited flexibility

Advantages

- Easy
- Flexible/agile
- Disaster tolerant
- Low startup costs

Disadvantages

- Hidden costs
- Security
- Performance
- Availability



HPE Small Business Solutions

Solution details

HPE Small Business Solutions for Scalable Storage

Reduce storage costs with resilient, sharable, and expandable external storage

Affordable scalable storage

50–150 employees

HPE ProLiant DL360 Gen10
MSA 1050 SAS SFF



High-performance scalable storage

150–250 employees

HPE ProLiant DL325 Gen10 Servers
(two or more required for failover)

MSA 2052 SAN SFF
OfficeConnect 1950 12XGT 4SF
(optional)



Can be deployed in colocations/data centers or on-premises

Configured, tested, and validated with HPE Pointnext Foundation Care support and flexible payment options from HPE Financial Services


HPE Small Business Solutions for Small Office Deployment

Set up IT in a snap

First office

1–25 employees
(2 client devices per employee)


HPE ProLiant ML30 Gen10
HPE OfficeConnect 1920s
2 x HPE OfficeConnect OC20



With expanded storage

1–100 employees
(2 client devices per employee)

HPE ProLiant DL20 Gen10
HPE StoreEasy 1660
2 x Aruba 2530
5 x Aruba iAP 303



Configured, tested, and validated with HPE Pointnext Foundation
Care support and flexible payment options from HPE Financial Services

HPE Small Business Solutions for File and Backup

Centralize, backup, and protect files

File and backup

1–250+ employees

Centralize files



Choice of HPE ProLiant Gen10 servers

External backup

10–100 employees

Portable storage



RDX external disk
Recommended option

File archive

50–250+ employees

Regulatory compliance



StoreEver 1/8 Autoloader
Recommended option

Hybrid Cloud ready: Colocation/data center and Microsoft Azure®

Configured, tested, and validated with HPE Pointnext Foundation Care support and flexible payment options from HPE Financial Services

HPE Small Business Solutions for Virtualization

Run more applications efficiently

- Dramatically increase server utilization
- Quickly add applications and resources
- Ensure data and application availability
- HPE ProLiant Gen10 300, 100, 10 series servers, 1–8 VMs
- Running either Microsoft Hyper-V® or VMware® ESXi™
- Veeam® Enterprise Backup & Replication™ (optional)



Microsoft
Hyper-V

VEEAM

vmware®

Hybrid Cloud ready: Colocation/data center and Microsoft Azure

Configured, tested, and validated with HPE Pointnext Foundation Care support and flexible payment options from HPE Financial Services

HPE Small Business Solutions for High Availability Storage

Store data—securely and efficiently—with software-defined storage

Microsoft Azure Stack HCI
(formerly WSSD)¹

Windows Server 2019

6 VMs per node²



HPE ProLiant ML350 Gen10 Servers

Microsoft Azure Stack HCI
(formerly WSSD)¹

Windows Server 2019

8 VMs per node²



HPE ProLiant DL38x Gen10 Servers

VMware vSAN[®]

vmware[®]

8 VMs per node²



HPE ProLiant DL38x Gen10 Servers

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¹ Microsoft Azure Stack HCI is available in Windows Server 2019 Datacenter. Windows Storage Server Direct is available in Windows Server 2016 Datacenter.

² 2-node solutions require an additional witness host that is separate from the storage solution; can support up to 16 nodes for Windows and up to 64 nodes for VMware.

HPE Small Business Solutions for Hybrid Database

Flex your database

- Maintain data availability with automatic replication to the cloud
- Scale size, performance, and costs on demand
- Segment your database based on the sensitivity of your files
- HPE ProLiant Gen10 300, 100, and 10 series servers
- Supports 1–251+ users



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Building a better IT experience

HPE Intelligent Provisioning now with SMB Setup

An automated out-of-the-box, single-server deployment

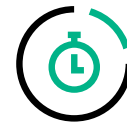
Simple

- **Single interface** eliminates the need to learn multiple tools
- **Guided process** reduces the chance for errors
- **Pre-loaded** firmware, drivers, and tools are ready to deploy at the command
- **Embedded** inside all HPE ProLiant servers



Time saving

- **50% faster migrations**¹
- **33.3% faster installs**²
- **Complete more migrations and installs** in the same timeframe
- **Supports** Microsoft Windows Server 2019



Cost saving

- **Save money** by enabling entry-level technicians to perform installations and deployments
- **Save time** on server deployment



SMB Setup was formerly called Rapid Setup Software

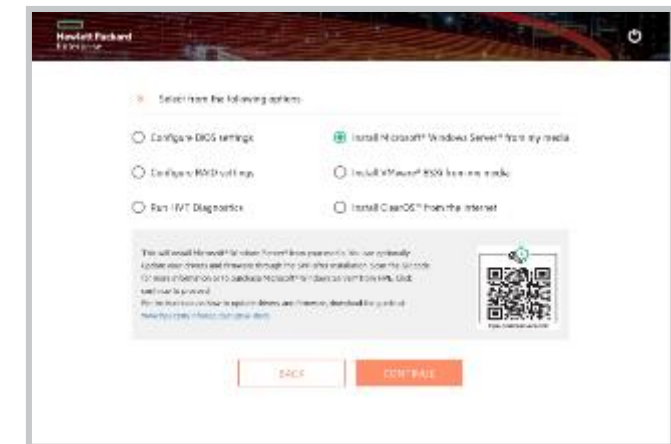
¹ Reduces time to migrate an existing server to a new OS from 24 hours to just 12. Source: HPE internal testing with SMB Setup, October 2018.

² Reduces time to install and setup a new server from six hours to just four. Source: HPE internal testing with SMB Setup, October 2018.

SMB Setup—automated server/OS deployment¹

Embedded in ProLiant Gen10 servers²

- Simple three-step process
 - Setup hardware RAID
 - Select OS drive target
 - Select and install the OS or hypervisor
 - Optional hardware configuration (BIOS, HVT, RAID)
- New or enhanced features
 - Automated RAID configuration for servers with five or more drives
 - Enhanced manual RAID configuration option
 - Enhanced server drive GUI
 - ClearOS internet install
 - Windows Server 2019 support



¹ Part of Intelligent Provisioning. Replaces Rapid Setup Software.

² Embedded in ProLiant 10, 100, and 300 series Gen10 servers.

Beyond Foundation Care: HPE Pointnext portfolio



Peace of mind

Improve reliability

Achieve efficiencies

Reduce financial burden

Focus on business development



Operational support services

- Foundation Care
- Proactive Care
- Proactive Care Advance
- Datacenter Care



Advisory and professional services

- Advise and plan
- Deployment
- Integrate and migrate
- Operate and improve
- Retire and sanitize



Education services

- Management of Change
- Technical Training Courses
- Digital Learner Subscription

A new experience in simple, affordable IT

Accessing the best technology for your most sensitive data and applications

Trade in the old, make room for the new

Ship existing equipment back to HPE and get money back for the technology.

HPE Transition Services
(for smaller projects)

Make a big transition easier

Securely retire and recover value from your old equipment. Our expertise gives you peace of mind.

HPE Transition Services
(for larger/complex projects)

Simple to consume

Subscribe to a bundled technology solution for a predictable monthly payment.

HPE Subscription





Next steps

Take it to the next level

- 1 Visit hpe.com/info/smb to learn more.
- 2 Contact your HPE or authorized Partner representative.
- 3 Follow us on Twitter: [@HPE_SMB](https://twitter.com/HPE_SMB).



**HPE delivers
better business
outcomes**



**Hewlett Packard
Enterprise**

Thank you

