



Unleash Data Power with HPE Storage for Cloud & AI



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Confidential



HPE Data Services and Storage



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Why HPE

- **GreenLake Hybrid Cloud Platform**

- Mature cloud operating model that provides financial flexibility, operational efficiencies, cost controls and risk mitigation
- Predictable consumption pricing with locked-in rates for the contract term

- **Solution Options**

- Private Cloud Business Edition (PCBE) that includes ProLiant compute, Alletra MP storage, virtualization and/or data protection
- VMware alternative hypervisor reducing vendor lock-in and significant costs

- **Morpheus**

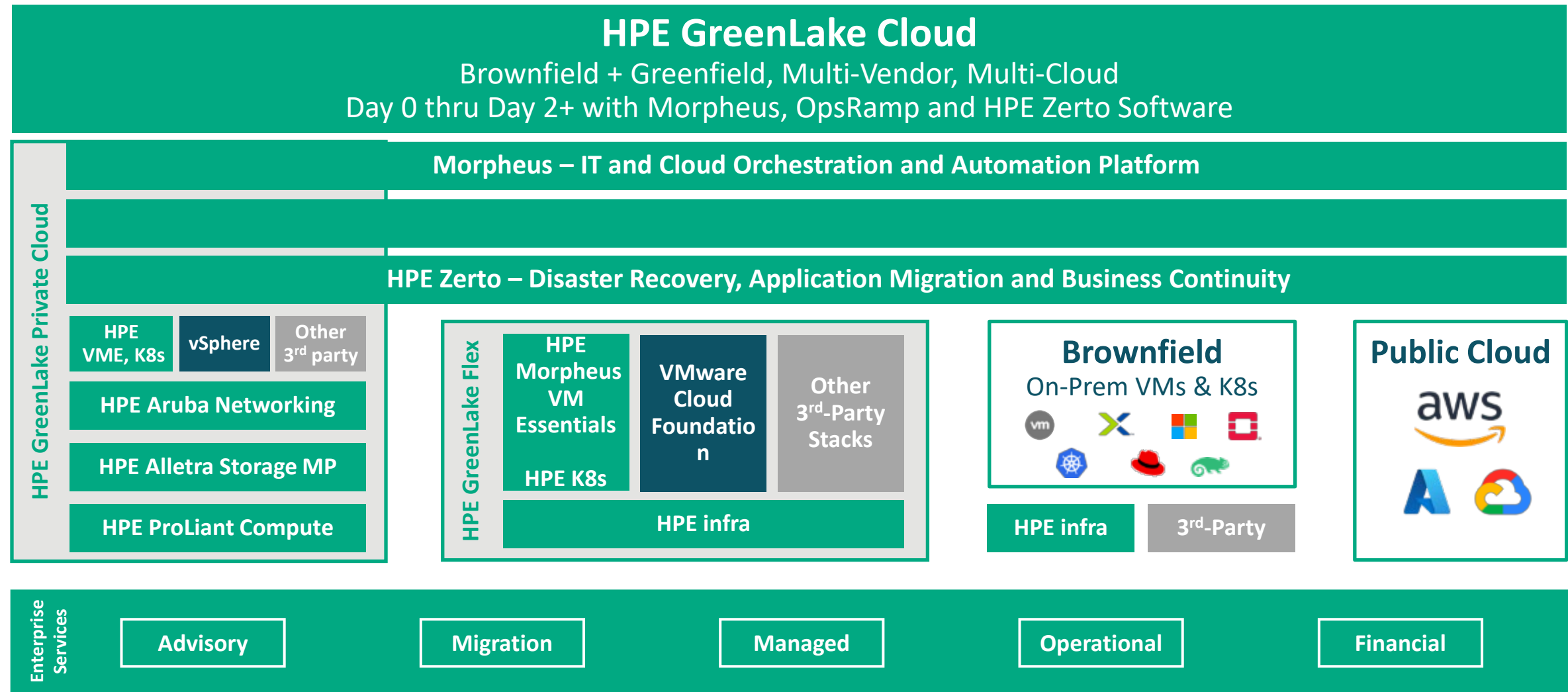
- Reduce management complexity for on-prem private, hybrid and public cloud environments
- Integrate existing automation and increase governance for all environments

- **HPE Zerto Software**

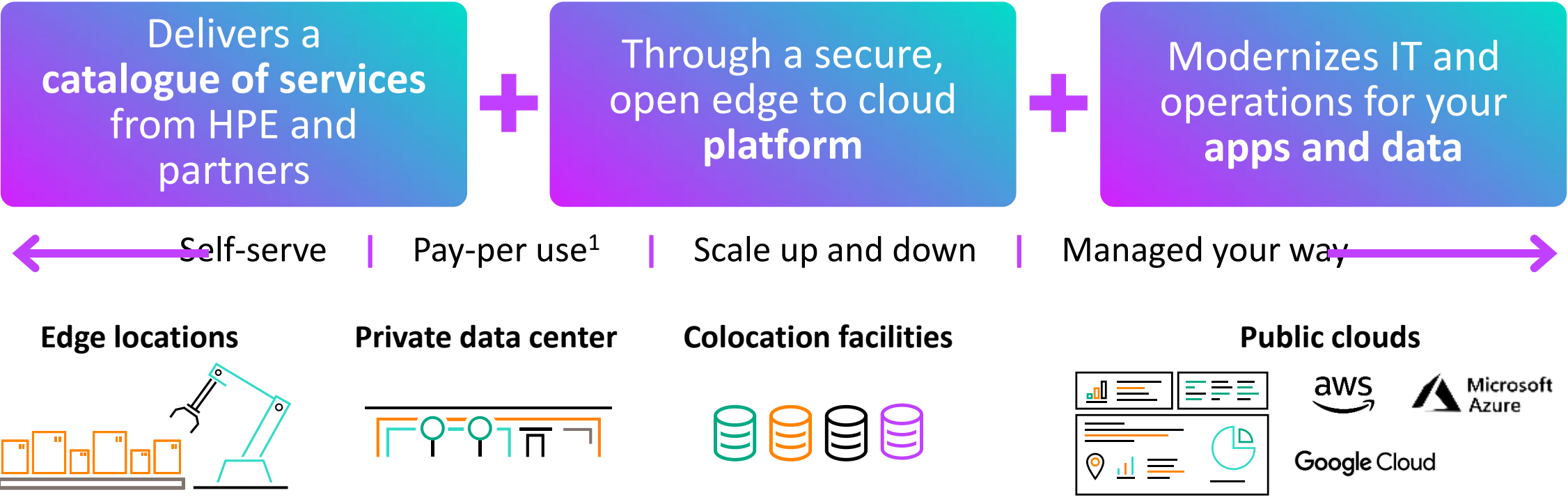
- Real-time ransomware detection and granular recovery capabilities from catastrophic events



Manage Your Entire Hybrid IT Estate with HPE Solutions



HPE GreenLake: Welcome to the Hybrid Cloud Platform



¹ Reserve may apply

HPE GreenLake: What You Get With The Platform (I)

Drive everything from one place

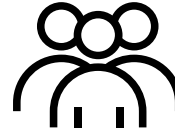
With a single unified experience on HPE GreenLake

Gain financial agility

Make informed decisions and be empowered by self-service purchasing

Be well protected

with built-in security at all levels and integrated data protection



HPE GreenLake
Edge-to-Cloud
Platform

Make better decisions

driven by real-time analysis and data-powered insights

Automate routine tasks

with integrations propelled by APIs and CLIs

Save time & money

by preventing problems instead of fixing them



Benefits of HPE GreenLake (II)

Public Cloud

- Speed (Time To Value – TTV)
- Scale
- Pay per use
- Ownership (support)
- Data sovereignty
- Control (data & SLA's)
- Flexibility (choice of tech)
- Hidden costs

HPE GreenLake

- Speed (TTV)
- Scale
- Pay per use
- Data sovereignty
- Control (data & SLA's)
- Flexibility (choice of tech)
- Performance
- Ownership (support)

Traditional

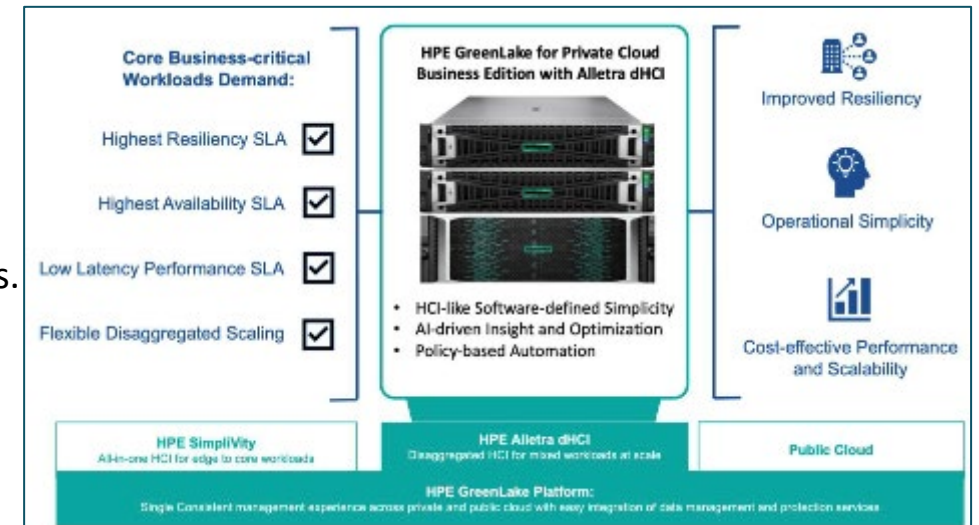
- Data sovereignty
- Control (data & SLA's)
- Flexibility (choice of tech)
- Performance
- Ownership (support)
- Slow procurement
- Scale (TTV)
- Large capital costs



HPE Private Cloud Business Edition (PCBE)

Summary of the Value Proposition

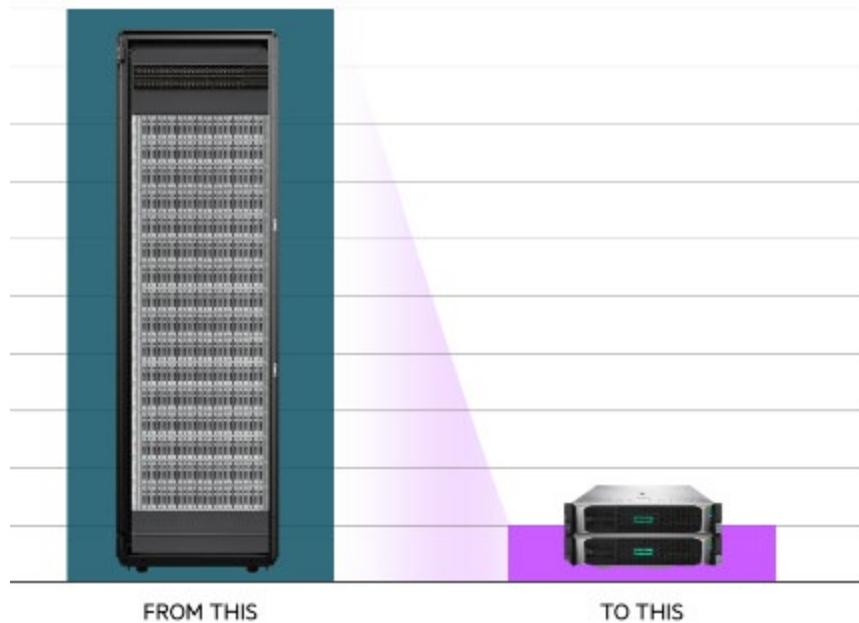
- **Highest availability metric** of any HCI solution in the industry with a 100% availability guarantee on the storage.
- **Reduced hardware** cost vs traditional HCI solution. You can right-size solution and scale up/scale out as needed.
 - **Disaggregated architecture** is more efficient than traditional HCI.
 - **Lower storage costs**: shared storage efficiency vs share-nothing storage penalty.
 - **Lower compute costs**: 100% of compute resources are dedicated to customer VM's.
 - **Lower hypervisor overhead**: removes requirement for vSAN in turn reducing CPU and RAM utilization.
 - **Lower TCO**: TCO advantages improve as scale increases - Validated by ESG.



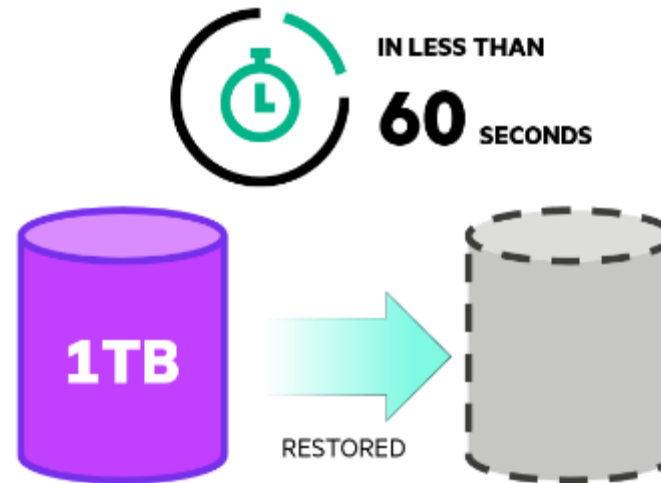
- Unparalleled **investment protection** - Flexibility to deploy VMware utilizing existing licensing.
- HPE Alletra Storage MP B10000 offers data immutability, dual-authorization, and near instantaneous recovery.
- Real-time ransomware detection with an integrated clean room and recovery process with the HPE Zerto Cyber-Resiliency Vault.
- Single point of contact for full solution level 3 support.

Key HPE SimpliVity Benefits: HCI Without Compromise

Reduce storage costs by up to 90%
(Primary & backup storage combined)

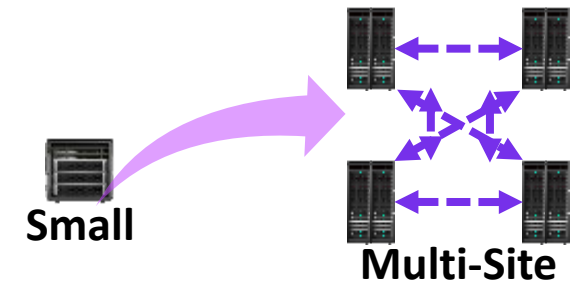


**Hyper Efficiency 10X
Guaranteed**



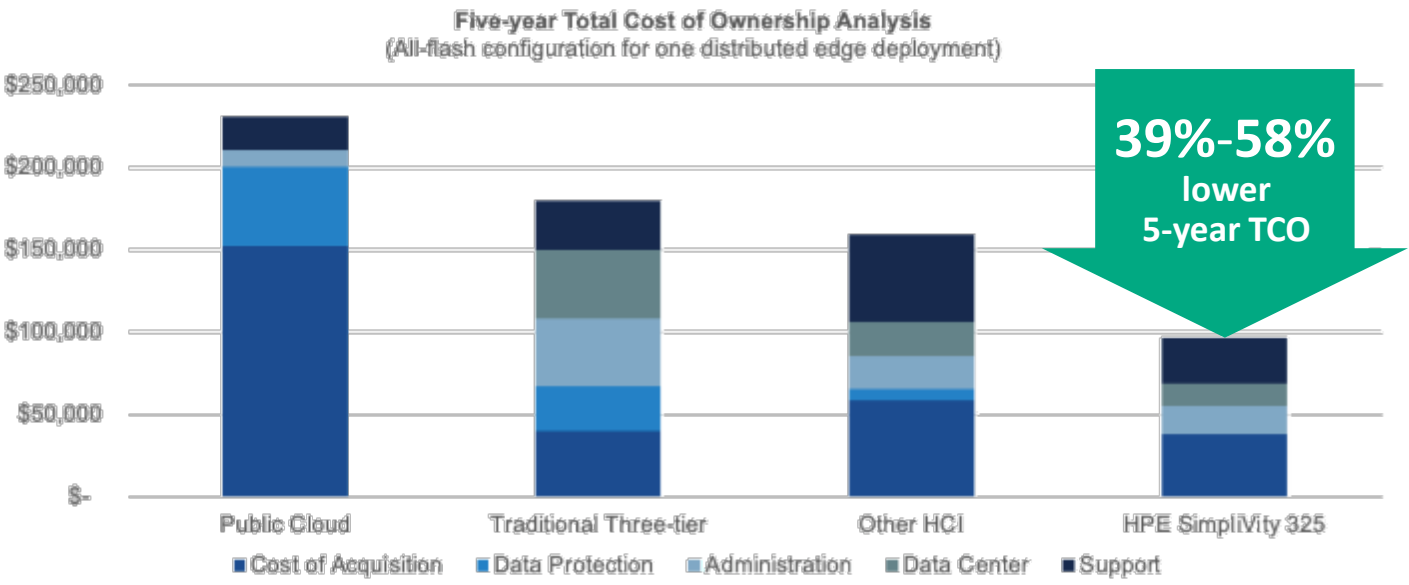
**Friction-Free Data
Protection**

Start with 1 node and scale; just 2-nodes for HA; stretch-cluster support



**Powerful Flexibility with
Global Management**

HPE SimpliVity: Delivering Lower TCO than the Competition



HPE SimpliVity delivers

39%-58%

cost savings vs alternatives

Up to **75% lower**
cost of acquisition

100% lower cost of
backups & replication

Up to **68% lower**
data center costs

ESG economic validation of HPE GreenLake for
Private Cloud Business Edition with HPE SimpliVity for edge



HPE Morpheus Software: Making Your Hybrid Cloud Operating Model a Reality

Morpheus: A unified platform to meet the needs of all <Customer XYZ> stakeholders

IT / Platform Ops: Boost Productivity 20%-50%

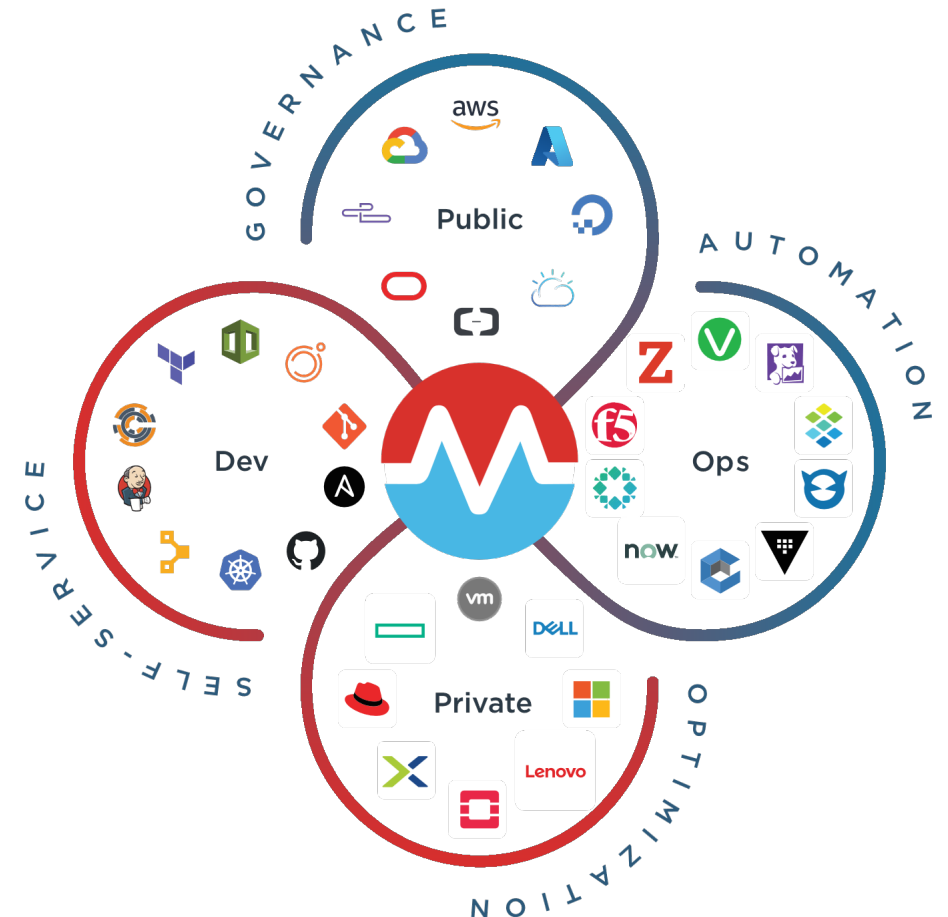
Quickly integrate on-premises tooling and dependencies without a bunch of scripting; standardize cloud management; simplify server builds; and automate lifecycle tasks/workflows/jobs.

Infrastructure & Security: Reduce Risk Exposure

Connect to identity providers to map groups and roles; establish fine-grained RBAC; implement dozens of infrastructure, lifecycle, and budget policies; manage and rotate secrets; and more.

Developers & Data Nerds: Provision 70x-150x Faster

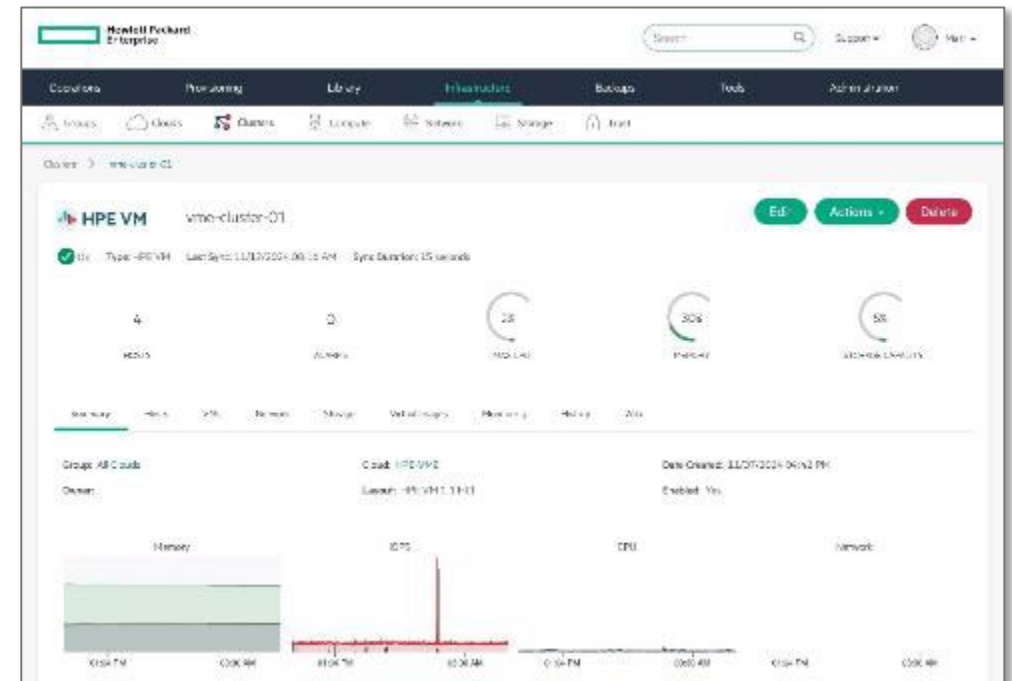
On-demand provisioning of individual services and application stacks consistently across runtimes via GUI, ITSM plugin, IaC provider, full API/CLI, and CI/CD hooks.



Value of HPE VM Essentials Software

- **Reduce costs with HPE VM Essentials integrated hypervisor**
Feature rich solution to support server virtualization workloads
- **Simplify management across VMware and HPE**
Connect existing VMW clusters for management and VM-vending into ESXi and HPE VME hypervisor from one interface
- **Future-proof IT with flexible consumption & upgrade paths**
Customers can upgrade to full Morpheus PlatformOps for hybrid cloud management
- **Lower risk with enterprise-grade support & ecosystem**
HPE VM Essentials includes HPE's enterprise-class global support

- Standalone Software for HPE & 3rd party hardware
- Will be fully Integrated HPE Private Cloud offerings
- Ubuntu pre-req today. Integrated installer in 1H25



HPE StoreOnce Systems

HPE StoreOnce delivers comprehensive cyber resilience wherever data is located, whether it resides on-premises or across multi-cloud environments, and in traditional or modern workloads. It is designed and optimized for data protection, resulting in improved performance, efficiency, and security benefits that simplify operations, reduce cost, and mitigate risk.



Robust foundation for cyber resilience

with security features like encryption, immutability, dual authorization, air gap and 3-2-1-1 protection

Simplify operations and deliver on SLAs

with simple management, scalability, rapid backup and recovery and cost-efficient backups

Protect data your way

with flexible deployment options, integrated with rich backup ISVs, backups to the cloud, and part of HPE GreenLake Flex Solutions

HPE Zerto Software: One Platform for IT Resilience

Continuous Data Protection

- Continuous data replication
- Journal Based Recovery (point-in-time)
- Recover with seconds of data loss vs. hours

Ransomware Recovery

- Cyber Resilience Vault (CRV) allows for air-gapped recovery
- Immutable and Zero Trust architecture
- Vault + Clean Room Isolated Recovery Environment (IRE) = Security + Speed of recovery

Non-Disruptive Testing/Reporting

- Reduce complexity of DR testing and meet audit requirements more easily
- Test BCP & DR plans without disruption to production



IT Consolidations/Workload Mobility

- Simplify and accelerate datacenter consolidations
- Reduce risk by testing migrations before committing

Infrastructure Modernization

- Software only platform
- Support Hyper-V and VMWare*
- Hardware Agnostic and not dependent on array-based replication

Accelerate Migrations to the Cloud

- No vendor lock-in
- Bi-directional replication
- Support for HPE Greenlake, Azure, AWS, GCP & Oracle
- One interface regardless of platform

HPE Zerto Software is a simple & scalable platform for data protection and migration with cross-hypervisor and multi-cloud support with next-generation ransomware capabilities.

Value of HPE Zerto Software: Solving For Any Disruption

Unplanned/Reactive

Planned/Proactive

Mitigate Disasters

Hardware failures
Natural disasters
Power outages
Data corruptions

Neutralize Ransomware

Cyberattacks
Insider threats
Ransomware as a service
Malware

Drive Operational Efficiency

User errors
File deletions
Patch testing
Dev/Test
Compliance

Unlock Multi-cloud

Migrate to, from, and between
Private, public, hybrid
Cloud native
In-cloud & cross-cloud

Modernize infrastructure

Mergers & acquisitions
Datacenter consolidations
Infrastructure modernization
Upgrades & refreshes

What Makes HPE Zerto Software Unique

01

Continuous Data Protection

Real-Time Replication & Detection

Journal-Based Recovery

App-Centric Protection

02

Orchestration and Automation

Orchestration

Automated Protection & Recovery

Non-Disruptive Testing

03

Multi-Cloud

Public, Private, Hybrid

One-to-Many

HPE GreenLake

04

Simplicity at Scale

Ease of Deployment

Flexible Architectures

Analytics & Reporting





HPE Alletra Storage MP



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HPE Block Storage portfolio

HPE Alletra Storage



Value of HPE Alletra Storage MP B10000



Mission Critical
Reliability



All Active Multi-
node Scalability



Advanced Data
Services



Start Small, Scale
Big



Simple, Fast,
Reliable



All-NVMe
Performance



Data Efficiency



Automated
L1/L2 Support



Cloud
Operational
Experience



Why HPE Alletra Storage MP B10000

Mission-critical storage
now available at mid-range
economics

Industry's first disaggregated,
scale-out block storage with
100% data availability
guaranteed¹



Simplify management
with an intuitive cloud
experience on prem

**Better performance,
better economics**
with disaggregated
scale-out storage

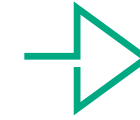
**Run any app
without compromise**
with a 100% data
availability guarantee

Speed and consistency with an AI-managed cloud experience



Rapid deployment

New devices automatically discovered and configured



Timely, invisible upgrades

Seamless, cloud-delivered invisible upgrades

AI-managed, install to upgrade



98% operational time savings

Intent-based provisioning

Intelligently provision on the best-suited infrastructure

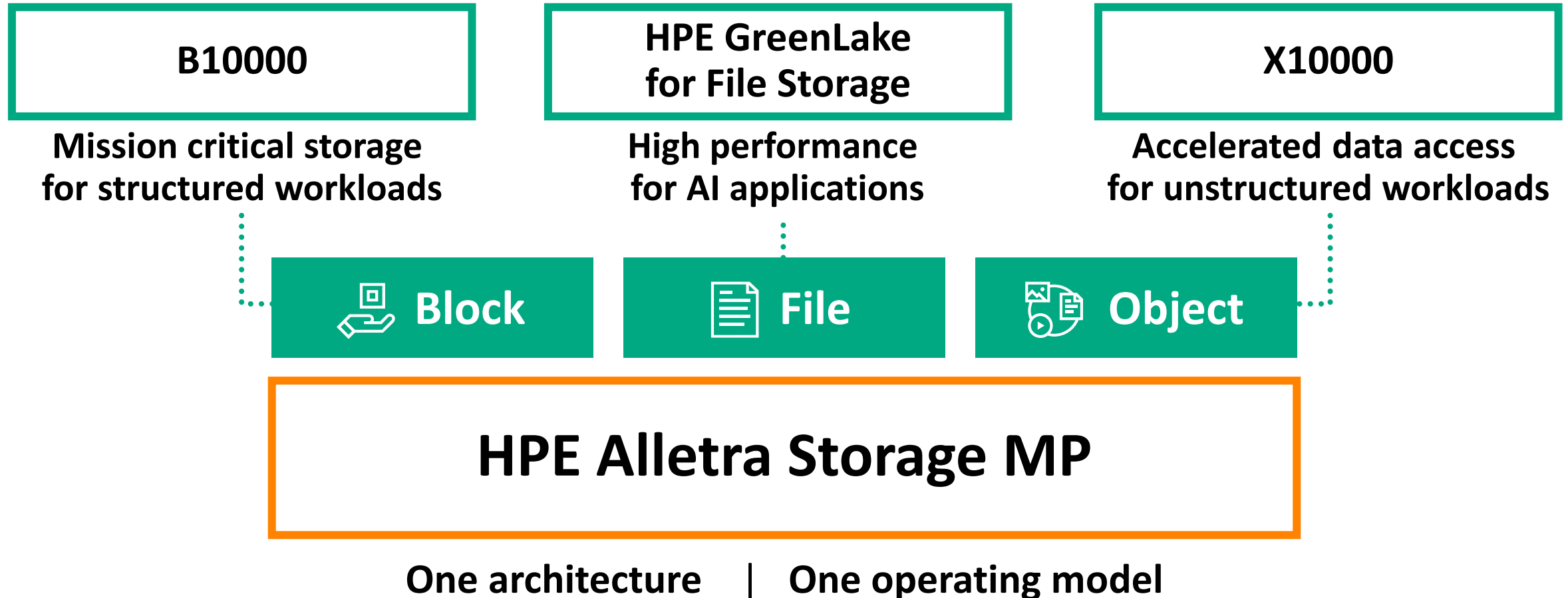


Manage from anywhere

Global SaaS-based cloud management



A unified portfolio built on HPE Alletra Storage MP



HPE Alletra Storage MP B10000 – The measure for mission-critical storage

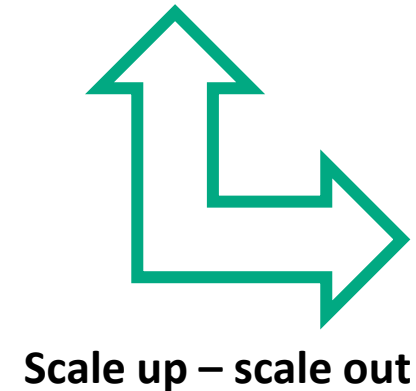
From 15 TB to 5.6 PB

Extremely scalable mission-critical Storage
at midrange economics

100% data availability
guaranteed¹

Very performant and economic
thanks to the disaggregated architecture

Simplified management
with an intuitive on-prem experience



8-core nodes
Up to 24 NVMe SSDs



16- or 32-core nodes
up to 72 NVMe SSDs



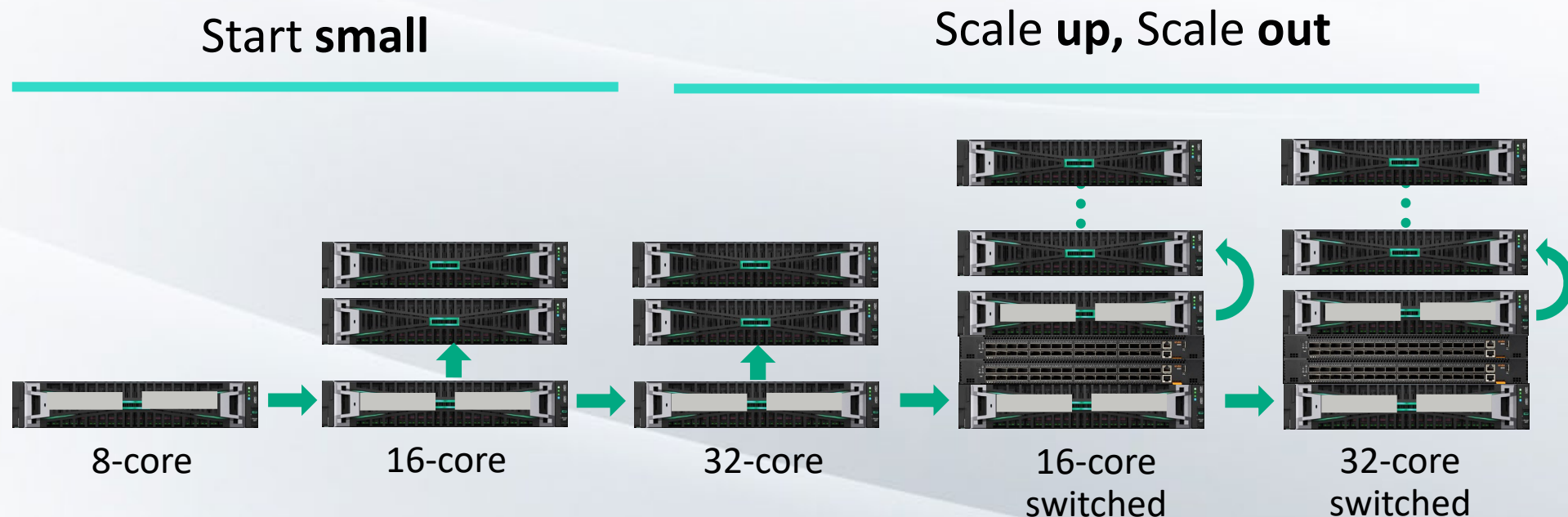
16 or 32-core nodes
up to 384 NVMe SSDs

Switchless
2-controller
systems

Disaggregated systems
with switched backend
and 2-, 3-, or 4-controller

1 [HPE Storage Substantiation](#)

Non-disruptive upgrades with data in place



Efficient scaling

No installing in “node pair”
Independent scaling—
compute & capacity

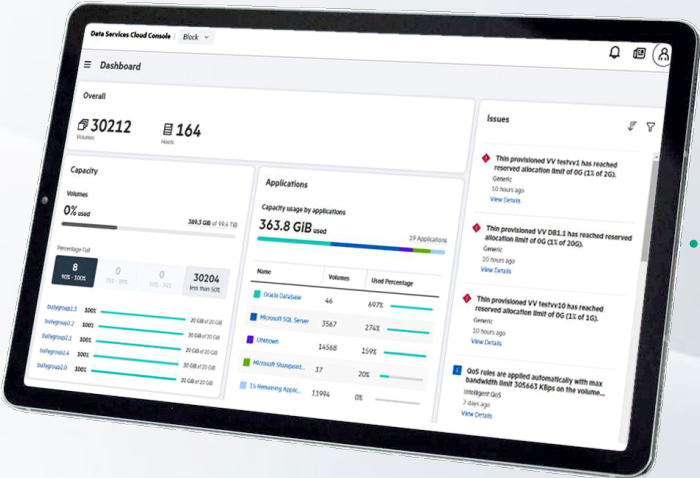
Simple refresh

Zero wasted investment with
data in place upgrades

No disruptions

Upgrading is transparent
to your apps and to you

Invisible upgrades



Auto upgrade to latest version of OS



Stay on current version of OS



Auto upgrade to latest version of OS



Automated

Non-disruptive

Policy-driven

One experience for every workload with the HPE GreenLake Cloud

Welcome to Data Services Cloud Console

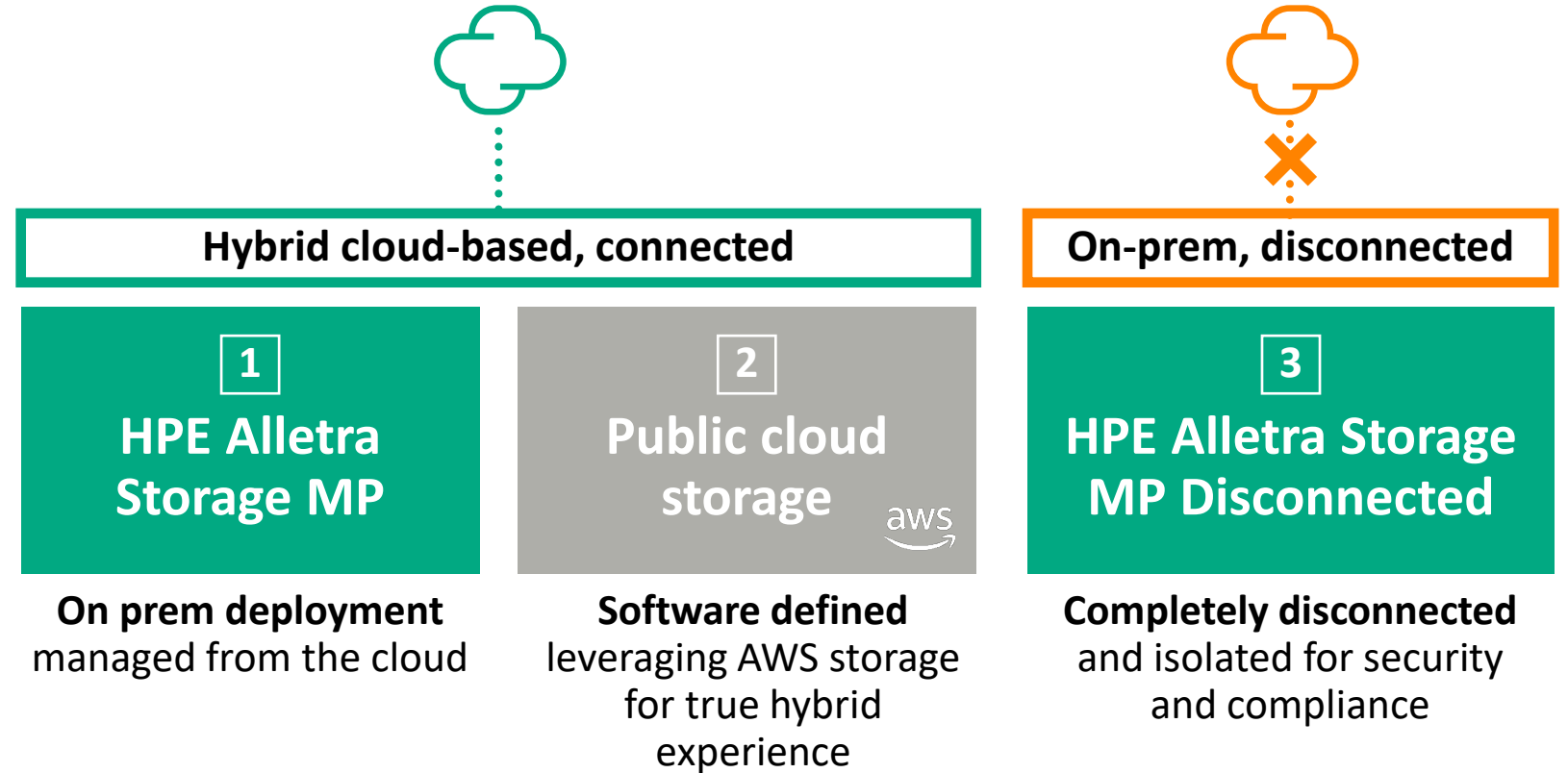
Block Storage Simple and easy to provision, protect, and manage block storage that meets your application needs. Launch	CloudPhysics Quickly analyzes your data center infrastructure to reveal cost and performance optimizations. Launch	Data Ops Manager Simplify storage management at scale with fleet-wide management and monitoring. Launch	File Storage File-based storage accessed through standard file serving protocols. Launch
Object Service Simple and easy to provision, protect, and manage object storage that meets your application needs. Launch	Private Cloud AI A turnkey AI private cloud, co-engineered with NVIDIA. Launch	Private Cloud Business Edition Global Lifecycle Management of infrastructure and virtualization resources. Launch	VMware Cloud Foundation Perform hybrid digital operations on your regionalized workload domain's Software Defined Datacenter Manager. Launch



HPE Alletra Storage MP B10000

Multiple deployment
options

HPE GreenLake Management connected, cloud, or disconnected





HPE Alletra Storage MP B10000

For mission critical
structured workloads

**Consistently fast performance
and ultra-low latency**

Meet every SLA

100% availability
guarantee

**Unified AI-driven
experience**

98% operational
savings

**HPE Alletra Storage MP B10000 is the
fastest growing storage offering in HPE history**

HPE Alletra Storage MP B10000 Storage Future-Ready Program

Transform Your Storage Ownership Experience with Guaranteed IT outcomes

Acquire with confidence

Run without surprises

Grow with ease



100% Data Availability
Guarantee



StoreMore
Guarantee



Timeless
Controller Refresh



30-day Satisfaction
Guarantee



All-inclusive Software
– no extra fees



Zero
RTO/RPO Guarantee



Cyber
Resiliency Guarantee



Energy Consumption
Guarantee



HPE Alletra Storage MP B10000 Storage Future-Ready Program

100% Data Availability Guarantee

Forget the disruption of unexpected downtime. HPE Alletra Storage MP B10000 is an AI driven, disaggregated, no-single-point-of-failure platform to guarantee resilient 100% data availability for every customer and every array

Learn more 

HPE StoreMore Guarantee

The advanced data compaction technologies of the B10000 change the economics of flash and help you get the most out of your system's flash capacity while improving media endurance. We back this up with a total savings guarantee.

Learn more 

Timeless Controller Refresh

The service enhances investment protection for customers by delivering a simplified ownership experience with nondisruptive, next-generation controller upgrades within the same system, thus helping eliminate costly and time-consuming data migration.

Learn more 

30-day satisfaction guarantee

Try HPE Alletra Storage MP B10000 for 30 days at no risk. If you are not completely satisfied with the benefits and capabilities of your storage system as described in the product specifications, we will work with you to make things right

Learn more 

HPE Zero RTO/RPO Guarantee

Sleep better at night with zero data loss or downtime. The B10000 combines synchronous replication and transparent failover across active sites to maintain continuous data availability—even in the event of site-wide or natural disasters

Learn more 

HPE Cyber Resiliency Guarantee

The B10000 offers a full suite of storage-level ransomware resilience capabilities to help you protect, detect, and rapidly recover from cyberattacks with anomaly detection, immutable snapshots and timely access to outage recovery experts.

Learn more 

HPE Energy Efficiency Guarantee

The B10000's power-efficient architecture enhances performance while reducing energy costs, carbon emissions, and e-waste. We stand behind this with a promise that your B10000 power usage will not exceed an agreed maximum target each month.

Learn more 



Transform ownership with HPE Timeless Program



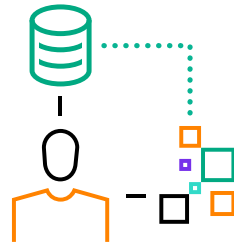
Acquire with confidence

Run without surprises

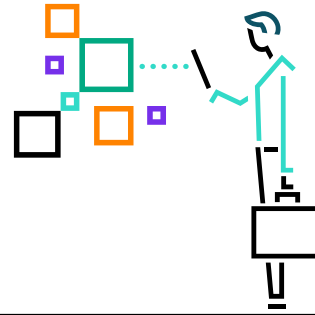
Grow with ease



30-day satisfaction
SLA guarantee



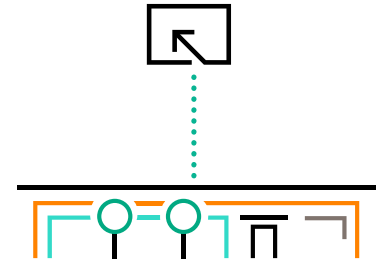
HPE StoreMore
SLA guarantee



100% data availability
SLA guarantee



All-inclusive software
subscription



No forklift
upgrades

Up to **30%** lower TCO

Free non-disruptive controller upgrade

Transformed support experience



Predictive analytics

Automated level 1
and 2 issues

Rapid root cause

One call support with
full-stack expertise

We call you

Never worry about
whom to call

>4.91

out of 5 in support
satisfaction

<1

average hold time¹
minute

AI-driven for autonomous, self-driving data infrastructure

Predict and prevent problems

1.5 million hours saved



Redefine support experience

Predictive support automation



Pinpoint issues across the stack

Storage to VM visibility¹



Eliminate the guesswork

AI-driven recommendations



Powered by the most advanced AI for infrastructure

¹ Cross stack analytics available in future release

Comprehensive defense against cyber threats



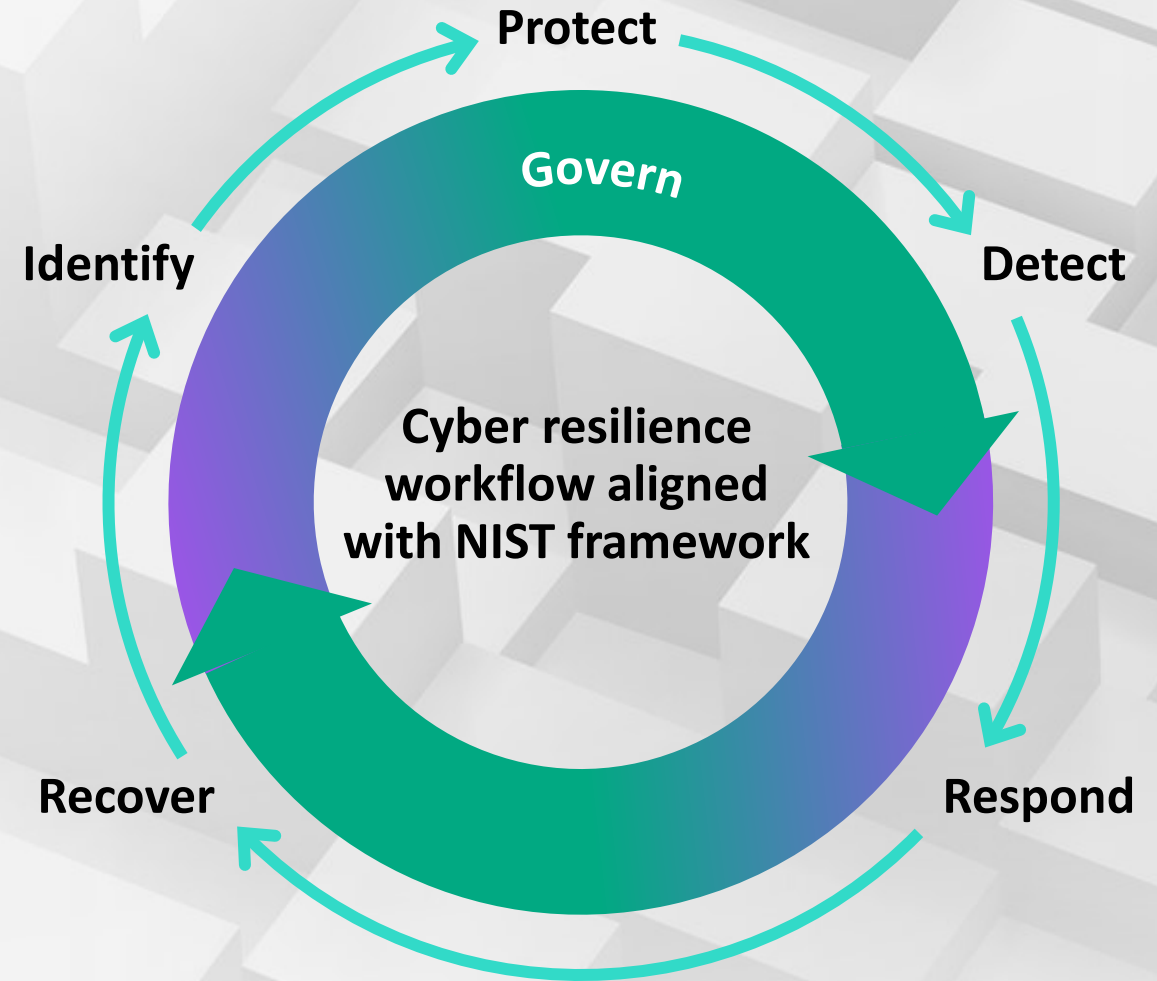
Native ransomware detection and recovery

- **ML-powered detection of anomaly** indicative of malicious encryption at array level
- Recover from immutable snapshots
- No performance/capacity degradation



Dual layered detection combined with Zerto

- **Inline, real-time detection during replication at VM layer**
- Near-instantaneous recovery points



How the B10000 helps enabling the NIST Cybersecurity Framework

- Recover**
- Easy data recovery from
- Immutable B10000 Virtual Lock snapshots
 - HPE Cyber Resiliency Vault, if present

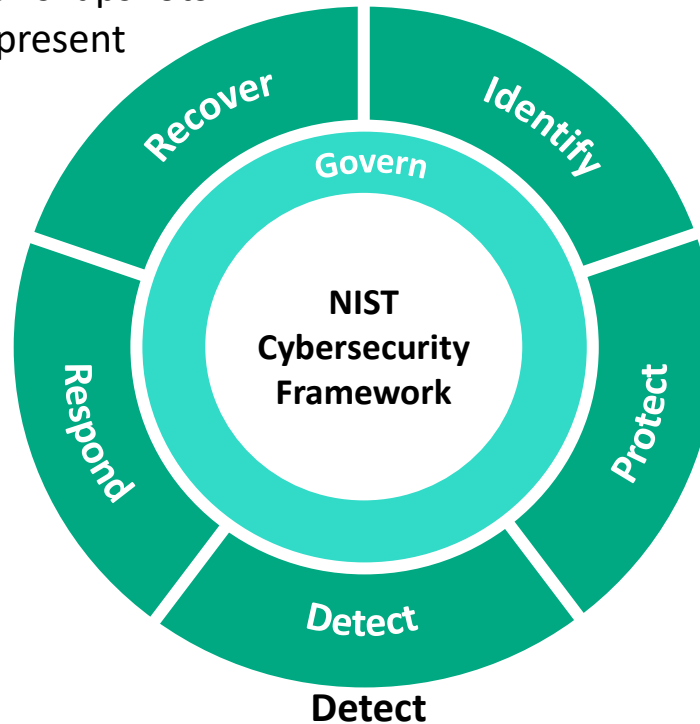
- Respond**
- Create immutable alert snapshot
 - Forward syslog → SIEM/XDR

- Detect**
- Built-in, real-time in-line write data scanning co-developed with HPE Zerto
 - Alerts are forwarded to DSCC, the UI, the device logs, the syslog server, and to HPE if call-home is enabled

- Identify**
- HPE white papers supporting organizations



- Protect**
- Regular immutable array snapshots
 - Integration with popular backup applications
 - Integrated Protection to StoreOnce
 - Backup to HPE Cyber Resiliency Vault, if present



HPE Cybersecurity Center of Excellence

Rapid validation and enhancements against evolving threats

1 Real-World Validation

- Simulates e2e ransomware events in life-like environments
- Proven effectiveness against 25+ ransomware strains and counting

2 Integrating Latest Defenses

- Continuous updates to built-in ML ransomware detection
- Seamlessly connects to SIEM, XDR, and antivirus platforms for layered response

3 Native Operational Readiness

- Strengthens NIST CSF alignment
- Works in “dark” sites with no external software required

The Evolution of Ransomware

Backup/snapshot
change rate

Efficiency of data
reduction

CPU
usage

Generation 1 & 2 ransomware methods

Most vendors can detect these

Encrypt
slowly

Encrypt tiny
amounts

Encryption at host
level (DB)

Base64 coding
(binary to text)

Latest ransomware methods

HPE Zerto and HPE Alletra MP B10000 can detect these because our real-time anomaly detection is based on data entropy

B10000 Ransomware in-line detection

How it works

Available with R5

The internal logic detecting anomalies in the entropy of observed data has several steps

Training	After ransomware protection has been set for a VV, the data stream anomaly algorithm begins a training period of 1 hour (by default)
Sampling	As data is written to virtual volumes the detection algorithm computes the Shannon entropy of randomly selected block samples
Detecting	Each sample is passed to two independent algorithms performing different statistical tests, returning the indication if the sample consists of encrypted data
Alerting	If the detection logic suspects unexpected data encryption, and the conditions specified by the “Confidence Level” system parameter are met, the array raises an alert
Reaction	1. Create an immediate immutable RO snapshot with the expiration and retention times set in the “RwareRetentionTime” system parameter 2. Raise a major severity alert to the customer 3. Flag the RO snapshot with "v_rware_alert" 4. Flag the suspicious VV as degraded with "VV_ST_POSSIBLE_RWARE" 5. The VV and its snapshots remain fully functional
HPE Support	An HPE outage specialist will connect to the customer in less than 30 minutes from the moment the customer calls in

B10000 In-line Ransomware detection, mitigation and recovery

Available
with
R5

- Realtime in-line write data scanning
- AI anomaly detection technology developed by HPE and Zerto
 - Multiple independent detection algorithms decreases the possibility of misses and false positives
 - Evolves over time (AI-based learning and tuning)
- Enabled and managed via DSCC, on-array UI, and CLI
- DSCC provides workflows to decide whether an action is necessary or not
- There is a single global, customer selectable confidence level
 - Medium – Default confidence level
 - High – Decreases the sensitivity and may cause the ransomware detection engine to delay the reporting of, or miss the presence of actual ransomware
 - Low – Increases the sensitivity but could lead to excessive numbers of false positive notifications
 - The level can be changed by the “RwareConfidence” system parameter
- Anomaly detection is supported with standard Virtual Volumes and vVols ¹
 - Enabled and processed per VVOL (rware / no_rware policy) setvv -pol
 - Enabled per-VV Family, per-VV Set, or on the entire Storage System
- Leverages the Virtual Lock feature for easier data recovery
- Supported in air-gapped installations (no internet access required)
- Impact on storage performance is negligible (< 5%)

1. Broadcom announced deprecation of vVols starting with VCF 9.0 in May 2025

B10000 Ransomware in-line detection

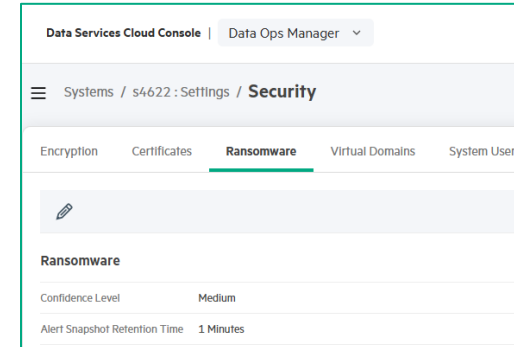
How to enable and deploy

- The system needs to be on ArcusOS 10.5 or higher
- Enable array Ransomware detection with systemwide settings (using CLI, DSCC, or UI)
 - Confidence level (high, medium, or low)
 - Retention time (how long Virtual Lock snapshots cannot be deleted)
- Create or edit Volumes or Virtual Volume Sets with “Ransomware Detection” enabled
- Configure immutable read-only snapshot schedules
 - HPE recommends configuring schedules for all Ransomware protected Volumes and Volume Sets for restoration during a remediation workflow

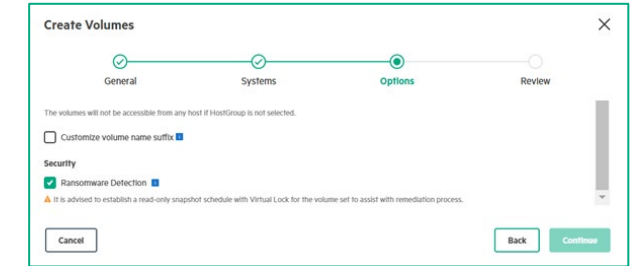
Read these white papers for more details

<https://www.hpe.com/psnow/doc/a00147482eew>

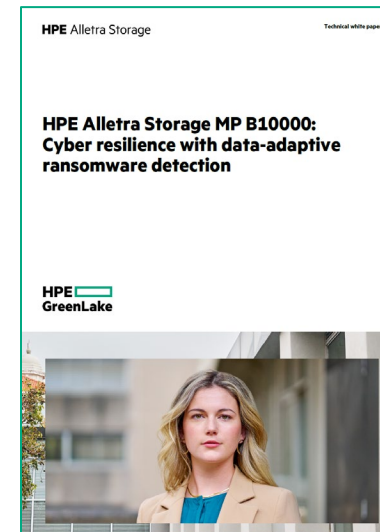
<https://www.hpe.com/psnow/doc/a50013811ENW>



Ransomware system setting in DSCC



Volume Ransomware setting in DSCC



B10000 Ransomware in-line detection

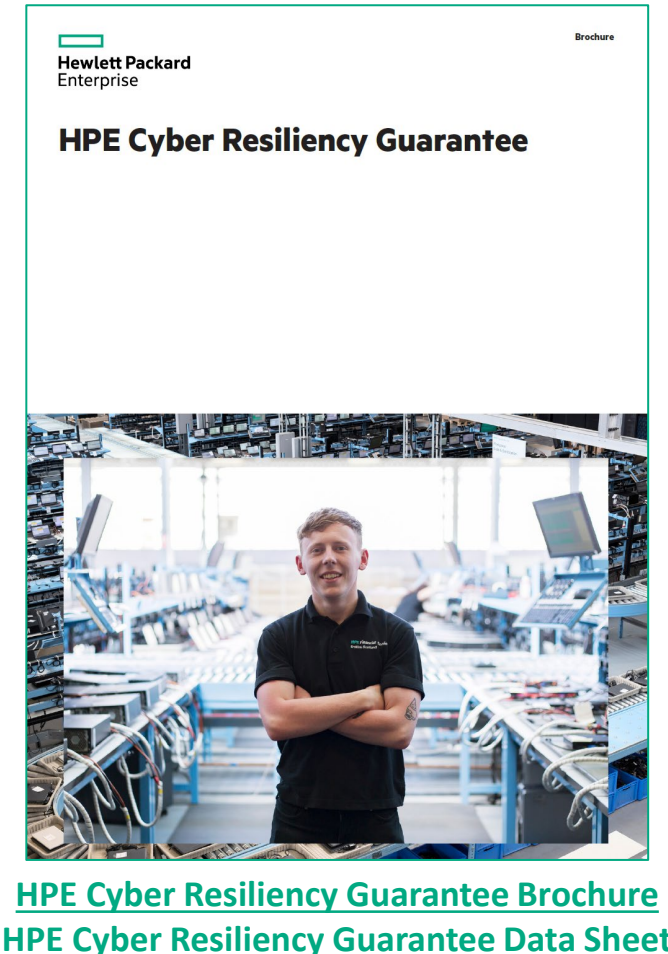
HPE Cyber Resiliency Guarantee

Service Overview

- In the event of an outage resulting from a ransomware incident, HPE support will connect the customer to an outage specialist in less than 30 minutes from the moment the customer calls in
- HPE guarantees that all Virtual Lock (also known as immutable) snapshots created by the customer will be available on the storage array for the duration of the retention period set by the customer

Terms of the HPE Cyber Resiliency Guarantee

- The B10000 needs to be on OS version 10.5.0 and above
- An active B10000 HPE Tech Care Service Essential or above support contract for 3 years or more is required
- The B10000 should stay connected to Data Services Cloud Console (DSCC), call home (sending telemetry metadata), and be able to receive notifications
 - Ransomware incidents that happen while the system is not connected and not sending data logs back to HPE will not qualify for the guarantee.
- All HPE critical and recommended software updates or OS releases must be applied within 30 days of notification
- Customer must provide timely access for HPE to resolve any issues, including remote access
- In the unlikely event that HPE fails to meet the HPE Cyber Resiliency Guarantee, we will provide you access to free support and SaaS subscription, as determined by HPE at its discretion



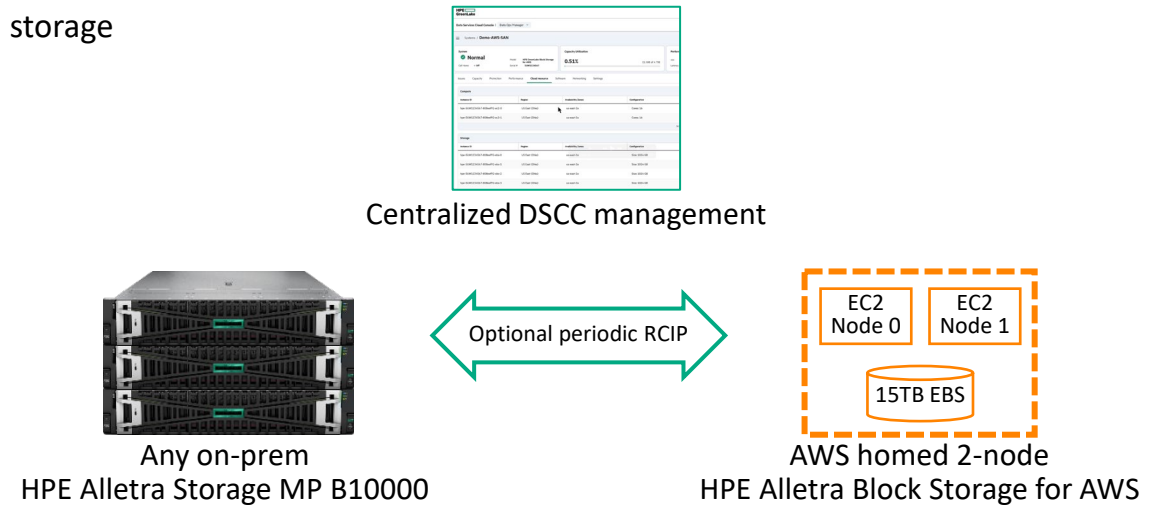
HPE Alletra Block Storage for AWS

Software defined Storage in AWS

Enterprise-grade cloud block storage leveraging the HPE Alletra Storage ArcusOS

Uses cases

- **Business continuity** – Protect across cloud availability zones
- **Efficient dev test** – Develop and deploy software on-premises or in the cloud
- **Cloud migration** – Easily migrate VM and container workloads to and from the cloud
- **Business applications** – Optimize your AWS environment for critical business applications and databases
- **Disaster recovery** – Replicate and recover from and to on-prem and cloud-based storage
- Deployed and managed from HPE DSCC
- Currently fixed 15TB raw capacity with 1y or 3y subscription
- Orderable from HPE, HPE partner , or AWS marketplace
- Consumed customer provided AWS resources
 - 2 x EC2 r6in.4xlarge instances as array controller
 - 12 x io2 1.25TB Block express volumes for array capacity
- iSCSI front-end
- Native asynchronous replication (RCIP) between
 - On-prem array and cloud instance
 - Between cloud instances



HPE Alletra Block Storage for Azure

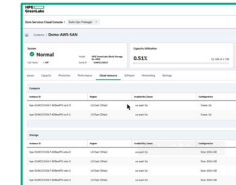
Software defined Storage in Microsoft Azure

Available with R5

Enterprise-grade cloud block storage leveraging the HPE Alletra Storage ArcusOS

Uses cases

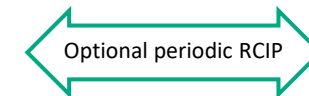
- **Business continuity** – Protect across cloud availability zones
- **Efficient dev test** – Develop and deploy software on-premises or in the cloud
- **Cloud migration** – Easily migrate VM and container workloads to and from the cloud
- **Business applications** – Optimize your Azure environment for critical business applications and databases
- **Disaster recovery** – Replicate and recover from and to on-prem and cloud-based storage
- Deployed and managed from HPE DSCC
- Currently fixed 15TB raw capacity with 1y or 3y subscription
- Orderable from HPE, HPE partner , or Azure marketplace
- Consumed customer provided Azure resources
 - 2 x E16bs v5 VMs – 128Gb memory, 16 vCPU/node
 - 12 x 1.25TB premium SSD v2 disks, shared between both VMs
- iSCSI front-end
- Native asynchronous replication (RCIP) between
 - On-prem array and cloud instance
 - Between cloud instances



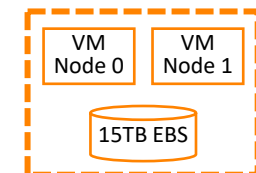
Centralized DSCC management



Any on-prem
HPE Alletra Storage MP B10000



Optional periodic RCIP



Azure homed 2-node
HPE Alletra Block Storage for Azure



HPE Private Cloud AI



October 2025

Confidential

HPE Private Cloud AI delivers a turnkey solution for AI success

Instant AI productivity

Pre-integrated NVIDIA & HPE infrastructure and software

Scale as you grow

Modular configurations sized for inference, RAG and fine tuning

Data privacy and control

Eliminate data silos with one global namespace

AI lifecycle management

Latest models, dev software and solution accelerators

AI models	Community + Partner + Custom NVIDIA NIM			
AI software	NVIDIA AI Enterprise + HPE AI Essentials			
AI Infrastructure	NVIDIA GPU/GPU, Spectrum-X HPE AI servers, HPE GreenLake for File Storage			
	Small	Medium	Large	X Large

Configurations aligned to enterprise AI workloads

4x faster time to inference

63% lower TCO than public cloud

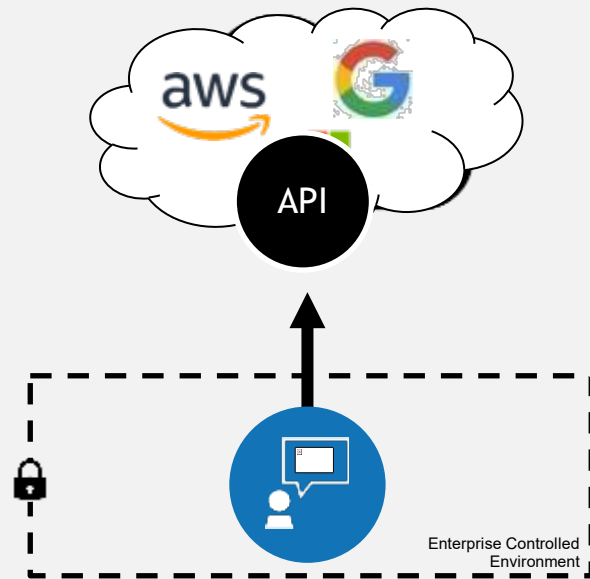


The Value of HPE Private Cloud AI (PCAI) for Customers

Managed AI Services

Fully Integrated components
Homogeneous deployment location & support

All-in-one – walled garden experience



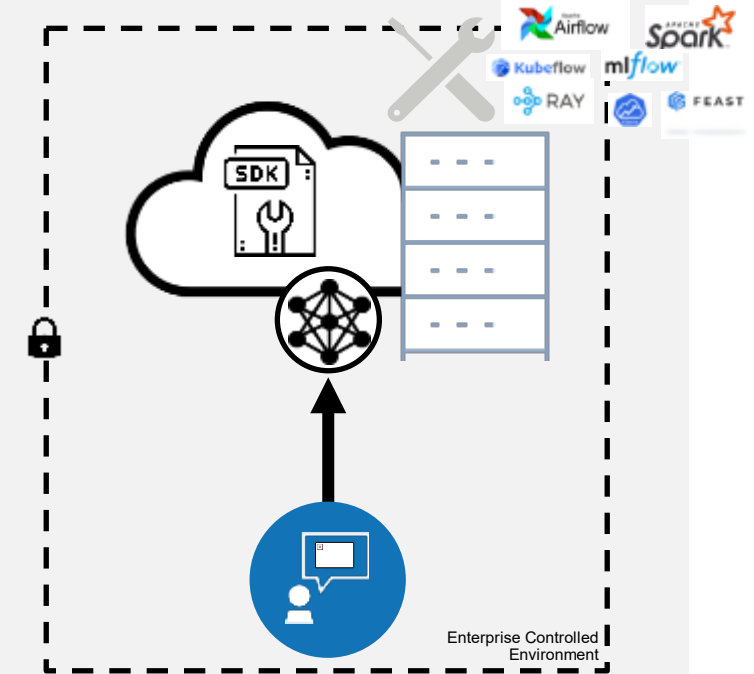
HPE Private Cloud AI

VS

Open-Source (DIY)

Individual components
Heterogeneous deployment location & support

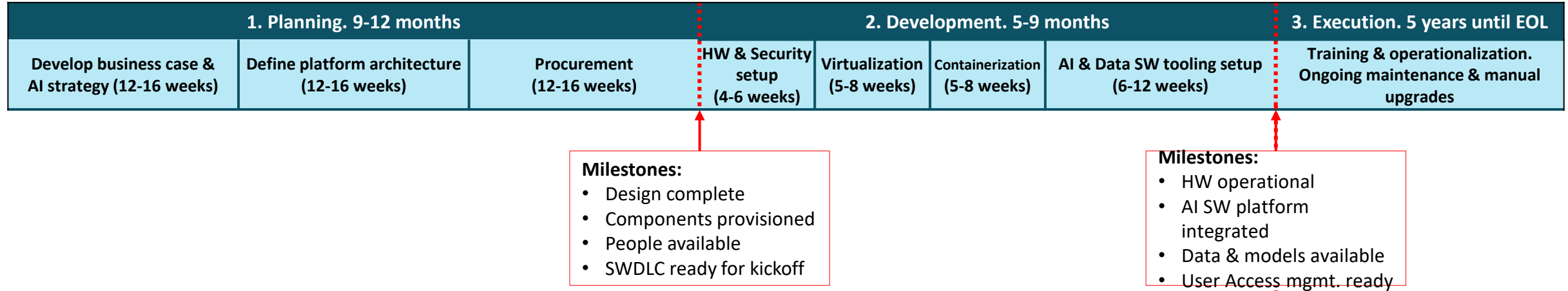
BYO environment – select tools



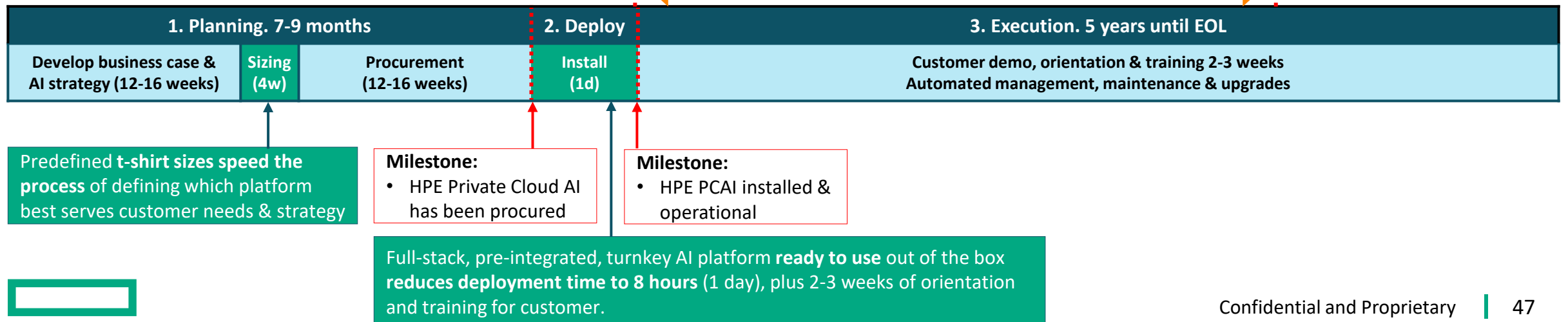
Optimized AI infrastructure co-engineered with NVIDIA, capacity buffer
Platform services for security, application and user management, and observability information
Seamless integration with hybrid data lakehouse
NVIDIA and curated open source tools and models
Zero trust architecture, single management dashboard, Private Cloud model
On-premise approach, AI optimized switching
Solution accelerators for most common goals
Centralized governance, and observability, including AIOps
Centralized dashboard, maximize performance per KWh
Self-service access to tools; integrated user, applications and authorization
Private Cloud control plane and HPE GreenLake cloud management interface

Time to Value – Traditional (DIY) vs. Turnkey (PCAI) Comparison

Building an AI Platform (DIY) Timeline: 14-21 months



HPE Private Cloud AI (Turnkey) Timeline: 7-9 months



HPE Private Cloud AI Delivers Benefits Across the Organization



Enterprise IT

Admin | MLOps

- Ease of management
- Availability
- Security
- Unified view of cost, utilization, and sustainability metrics
- Measure and track business KPIs related model performance

Line of Business

Marketing | Customer Support | Operations | Security

- Quicker time to business value
- Reliability of results
- Responsive to evolving business
- Secure access to latest models, tools, and frameworks with NVAIE and HPE AI essentials
- Focus on app or workflow development vs. infra or open-source development

Enterprise Developer

App Dev | Data Scientist | AI Engineer

- Cloud native
- High performance infrastructure
- Unified provisioning, observability, management through the HPE GreenLake cloud
- Ensure security and enterprise-grade control for AI workloads

HPE Private Cloud AI By the Numbers

Deployment

Installed by HPE in your environment or a colo in **<8 hours**

Ready to deploy in **3 clicks** | AI workload deployment with solution accelerators in **1 click**

Operational in **one day**



Productivity

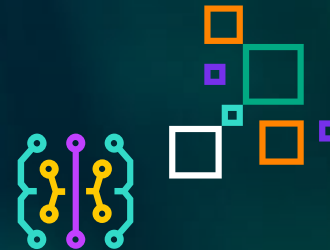
Up to **5x** model throughput improvement with NVIDIA NIM

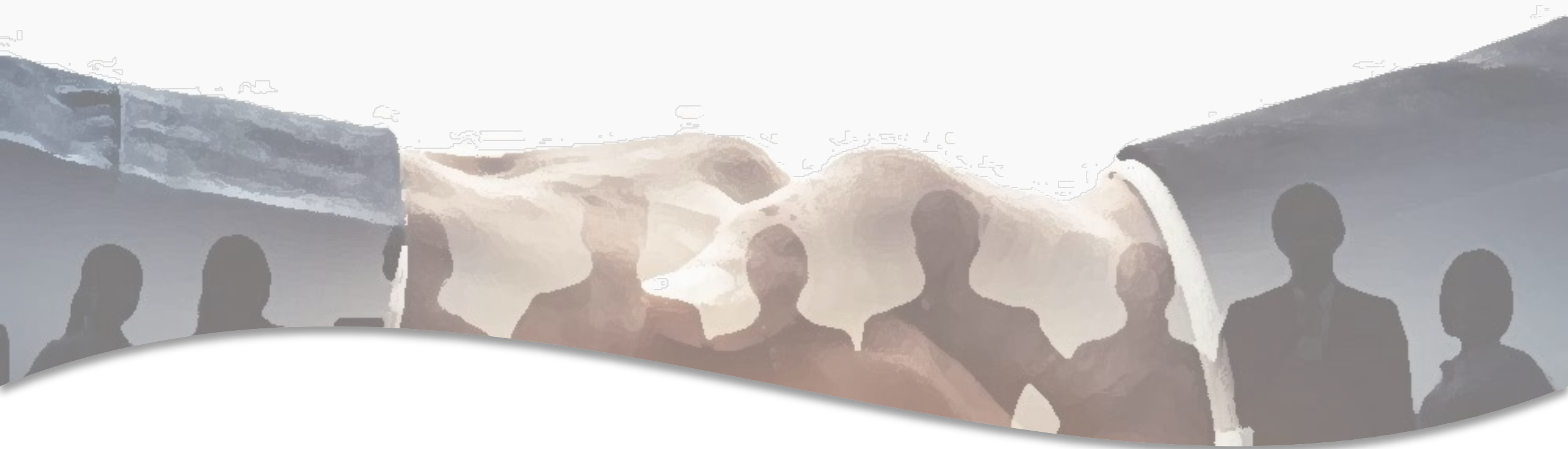
2x increase in AI developer productivity

Up to **63%** lower TCO than public cloud

4x faster time to inference

AI productivity in **days** not months





Thank you.



HPE Alletra Storage MP B10000 Data-adaptive ransomware detection demo

In this video, Dan Gardner explains:

- How ransomware is detected by the anomaly detection engine
- How detected anomalies are reported
- How the HPE Alletra Storage MP B10000 reacts
- What steps you can take to verify an attack
- Possible ways to recover from the attack

To watch the video, you need to login to the HPE Demonstration Portal



Watch the **video**