

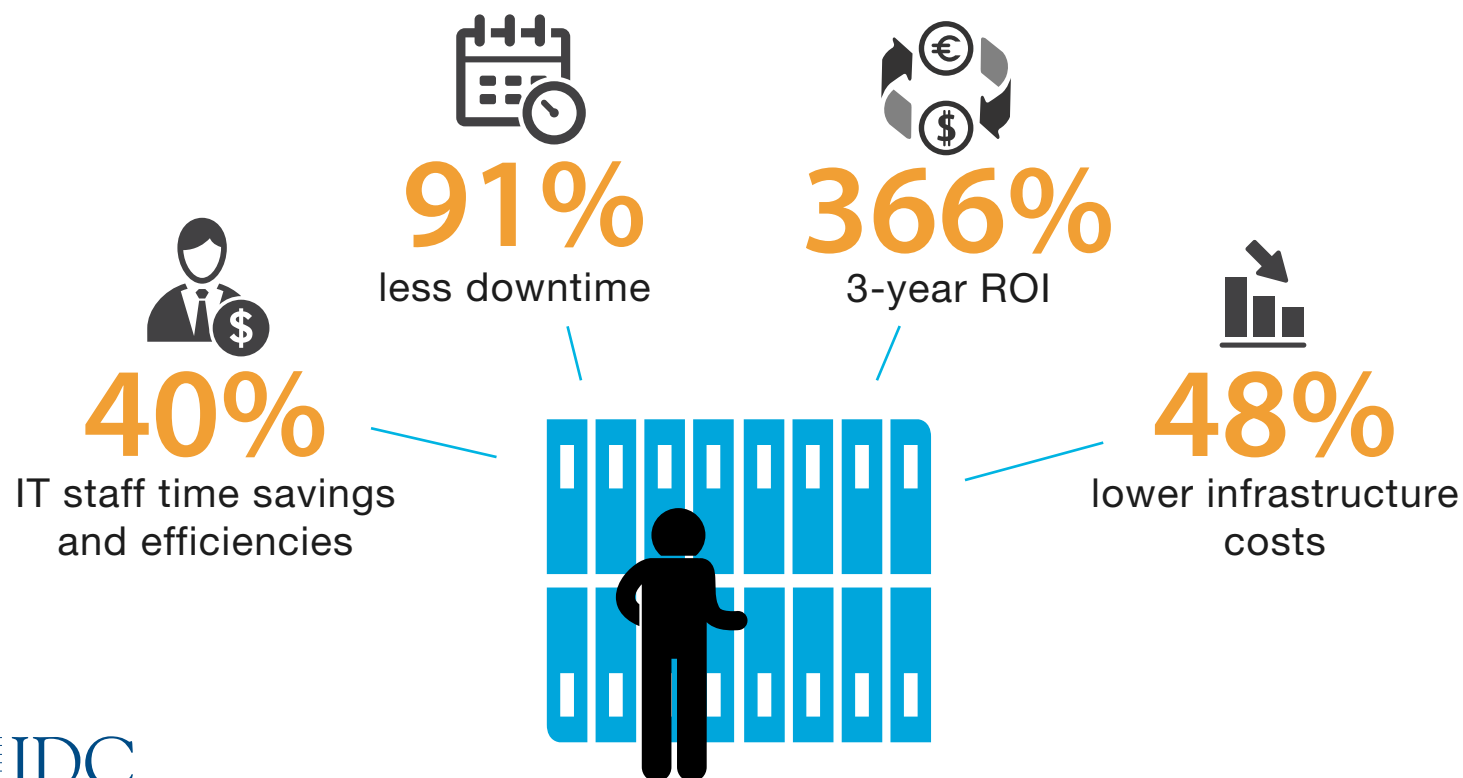


Top 5 Reasons to Move to HPE BladeSystem

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Business Value Highlights

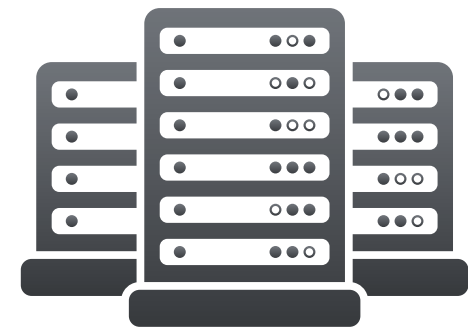
IDC research shows that organizations migrating to HPE BladeSystem (HPE Blade servers) from traditional rack servers or upgrading their HPE BladeSystem achieve substantial user productivity gains and reduce the annual cost of **delivering compute services by an average of 56%.**



The Data Center Challenge

IT services are a critical element in how companies deliver new products and services, interact with customers, and differentiate themselves in the marketplace. IT departments must find ways to support the business by delivering top quality services and applications to customers and internal users in less time than ever without increased resources.

As a result, **IDC believes that progressive organizations realize that IT technologies must be measured on the value they deliver in terms of business agility from faster provisioning and greater ease of management.**



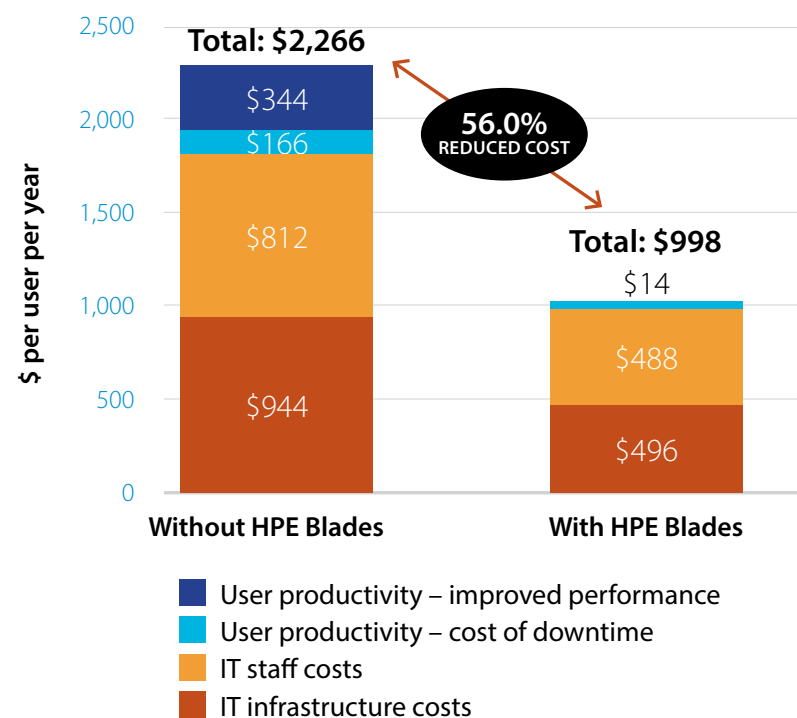
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Drive Business While Reducing Costs

with HPE BladeSystem

The cumulative result of efficiencies HPE customers achieve with HPE BladeSystem is that they are able to provide improved IT services at a substantially lower cost to their users.

Costs for IT Infrastructure, IT Staff, and User Productivity with and without HPE Blades



Top 5 Reasons to Move to HPE BladeSystem

In IDC interviews, HPE customers identified five substantial benefits achieved with the HPE BladeSystem:

1. Build on integrated, converged, scalable infrastructure
2. Speed deployment of IT services
3. Make IT a center of innovation
4. Accelerate time to market
5. Reduce business risk



Reason #1: Build on Integrated, Converged, and Scalable Infrastructure

With HPE BladeSystem, organizations can:

Extend server virtualization

HPE Blades users deployed **84% more** virtual servers on their new infrastructures, reducing capital and operational costs and enabling more reliable service

Support more business

"We needed to architect something that could support growth and allow us to put a strategic plan in place, which HPE BladeSystem has allowed us to do."

Reduce costs

54%

lower server and associated software costs

40%

reduced LAN and SAN switching and cabling costs

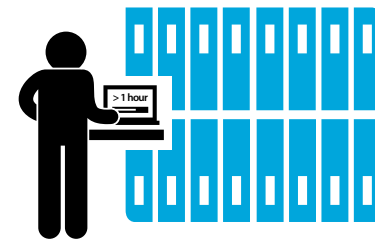
Reason #2: Speed Deployment of IT Services



With HPE BladeSystem and HPE OneView, users deploy servers in **64% less time** on average

Templates and software-driven processes enable time savings.

IT organizations using HPE OneView reduced the average time to deploy an HPE BladeSystem enclosure of servers from **20 hours to less than 1 hour** because they can automatically configure the enclosure settings with HPE OneView and deploy the servers with the press of a button.



RESULTS: HPE customers can drive business with IT infrastructures that scale to business demands.

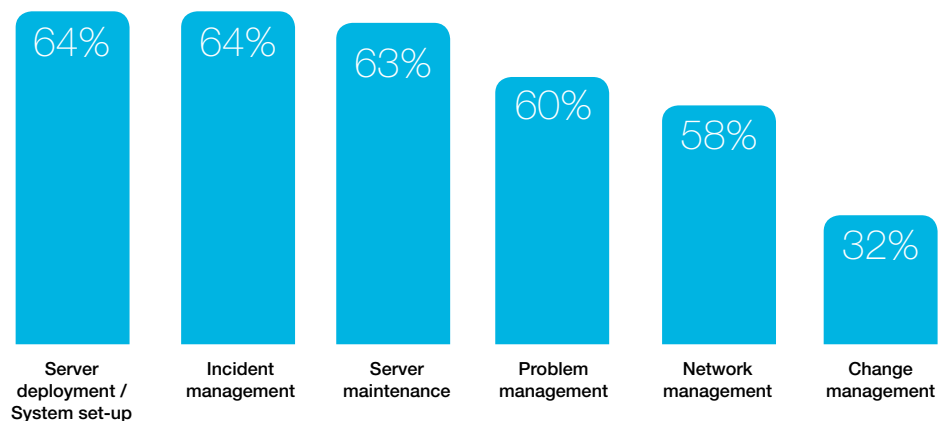
Reason #3: Make IT a Center of Innovation

HPE BladeSystem with HPE OneView offers time-saving functionality such as a single-user interface and intuitive search

HPE BladeSystem customers said IT staff spend an average of 40% less time “keeping the lights on.” This frees time for business-enabling innovation.

“Before HPE BladeSystem, 90% of staff time was spent firefighting and trying to maintain the existing environment. Now, they’re probably spending 15–20% of time on maintenance, so the same staff can bring in new workloads and support growth while being able to stay pretty flat in terms of staff headcount.”

IT Staff Increased Efficiencies with HPE Blades



Reason #4: Accelerate Time to Market

- ✓ HPE BladeSystem and HPE OneView help IT support the business by delivering services and applications to users and customers faster.
- ✓ Organizations leverage policy-driven server deployments to support rapid build-out of technologies that drive their businesses.



One-day deployment: An internal service provider at a global financial services institution cut deployment time for a technological solution **from 66 days to 1 day** by harnessing policy-driven automation with HPE OneView.



Faster deployment, better performance: A cloud services provider reduced time-to-market and improved service quality with HPE Blades: “With the new HPE ProLiant Gen9 blade servers, it takes about 10% less time to deploy for new customers coming in, and we’ve heard from new customers that the system is running more smoothly.”

Reason #5: Reduce Business Risk

HPE BladeSystem users experience an average of **91.3% less downtime** after deployments.

HPE BladeSystem and HPE OneView customers **reduce risk** associated with their IT environments since servers are down less and recover faster.

Zero downtime: An HPE OneView user monitored 40 HPE BladeSystem enclosures on the single pane of glass, obtaining a clear view of potential problem areas and the system's overall health. The organization's IT staff regard this visibility as the most significant benefit of HPE OneView. Zero downtime saves millions of dollars by reducing outages on servers running the company's customer-facing websites, which generate much of its revenue.

Risk Reduction Key Performance Indicators

	Before HPE Blades	With HPE Blades	Savings	% Improvement
Server incidents per year	45.1	4.1	41.0	90.9%
Hours needed to fix the problem (MTTR)	1.694	1.625	0.069	4.1%
Server downtime hours per year	76.4	6.7	69.7	91.3%
Downtime hours per user per year	6.02	0.53	5.50	91.3%

Source: IDC, 2014

ROI Summary

IDC's analysis shows that the average organization spends **\$613 per user** over three years on its Blades environment, which yields \$2,861 savings per user. The results: These organizations break even on their HPE Blades investment in **6.9 months** and achieve an average **ROI of 366%**.

Three-Year ROI Analysis per User of HPE Blades	
	Average per user
Savings Benefit (discounted)	\$2,861
Investment (discounted)	\$613
Net Present Value (NPV)	\$2,247
Return on Investment (ROI)	366%
Payback (months)	6.9
Discount Rate	12%

Conclusion

IDC's study clearly shows IT executives select solutions like HPE BladeSystem for ease of deployment and management, lower operational expenses, and faster provisioning with less downtime.

As trends such as cloud, mobile, social, and Big Data transform your industry, so must your IT environment evolve. Server infrastructure that drives higher user productivity, reduces costs, and delivers efficiency is critical to your organization's success.



In your product evaluations, IDC recommends you give strong consideration to HPE BladeSystem.

In This Study

IDC interviewed 10 HPE customers that migrated all, or substantial parts, of their physical server environments to HPE BladeSystem. Two HPE OneView customers were interviewed separately.

IDC's questions sought data to build a model that expresses the business impact of this bladed infrastructure on IT and business operations.

Customers ranged in size from 25 to 12,000 employees and represented a cross-section of industries.

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Demographics of Interviewed Organizations

Average	
# of Employees	3,136
# of IT Staff	24
# of Users (Internal)	2,937
HPE Blades Environment (physical servers)	55
% Traditional Servers	16%
% Blades Servers	14%
% Virtual Servers	70%
Industries	Health Care, Technology Service Provider, Equipment Rental, Research, Government, Retail
Regions	U.S., U.K., Sweden, Canada

Source: IDC, 2014