

Agenda

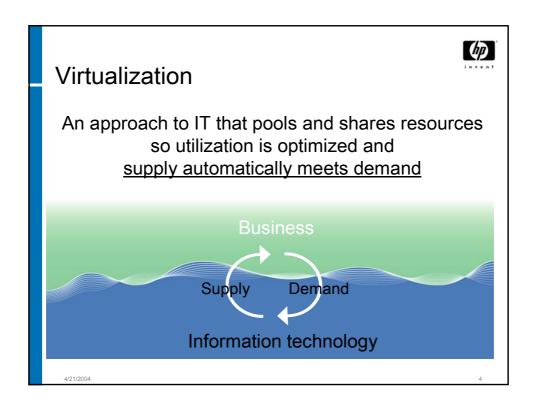


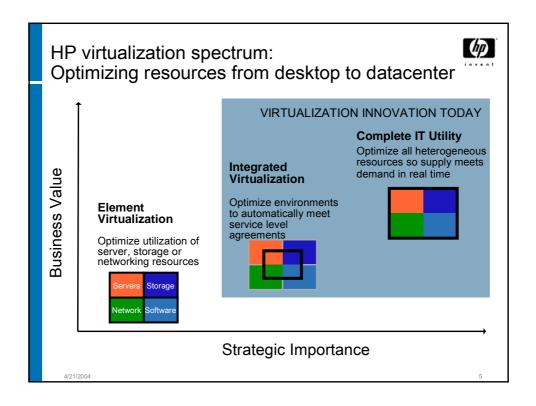
- HP Adaptive Enterprise and Virtualization
- Element Virtualization
 - HP Partitioning Continuum
 - Process Resource Manager
 - Instant Capacity On Demand
- Integrated Virtualization
 - HP Virtual Server Environment
 - HP-UX Workload Manager
 - HP Serviceguard extension for Oracle RAC
- Summary

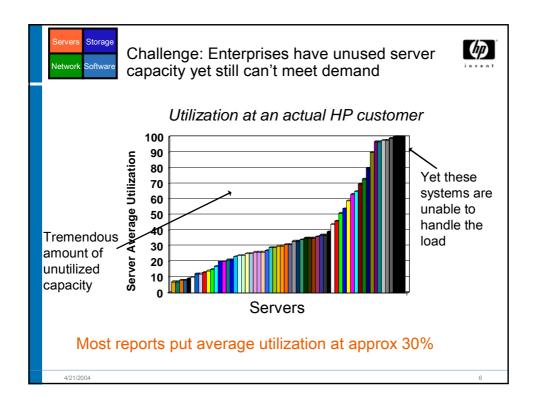
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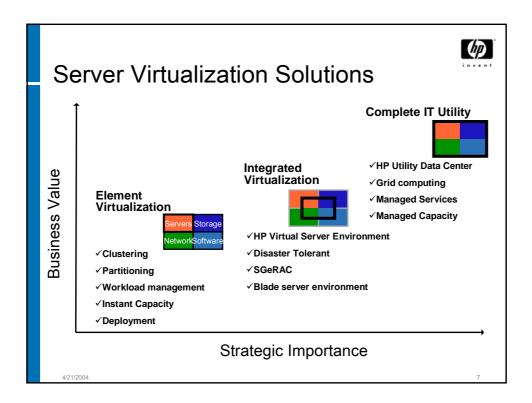
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Adaptive Enterprise vision Business and IT synchronized to capitalize on change 1. Measure, assess and maintain a dynamic link between business and IT 2. Architect and integrate heterogeneous IT environments 3. Extend and link business processes across suppliers and customers 4. Manage and control business processes, applications and the whole IT environment





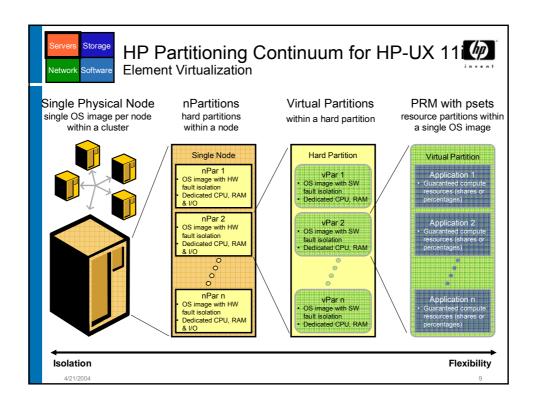


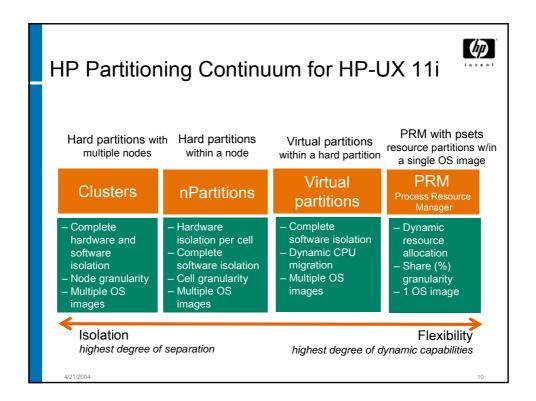


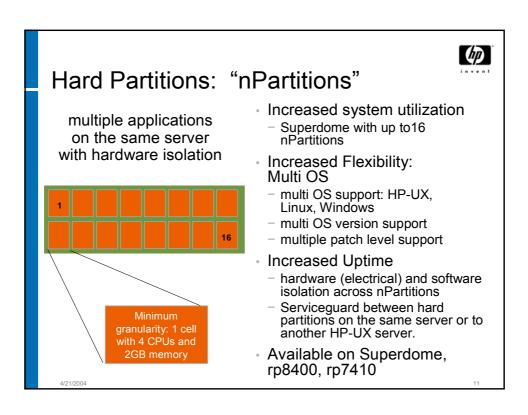
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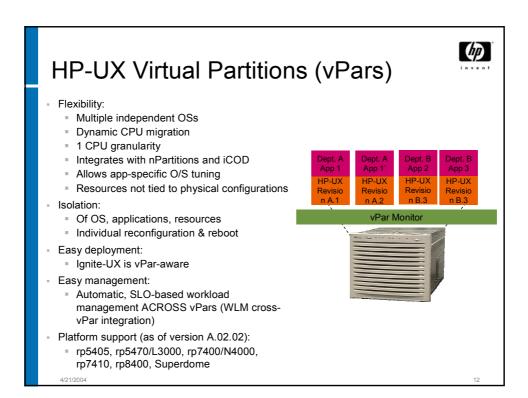


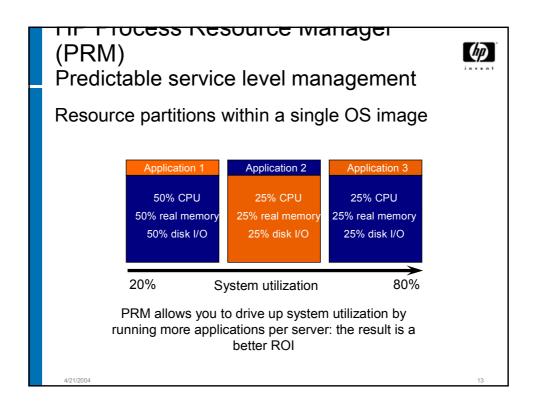
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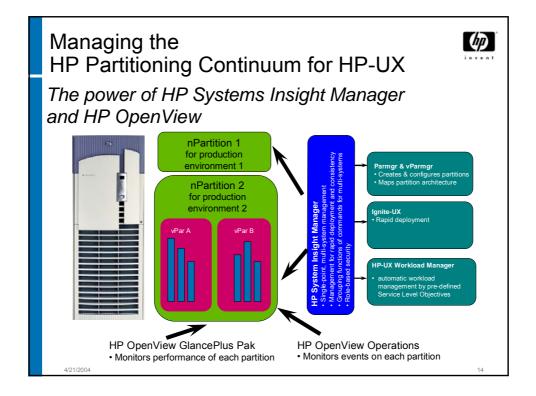


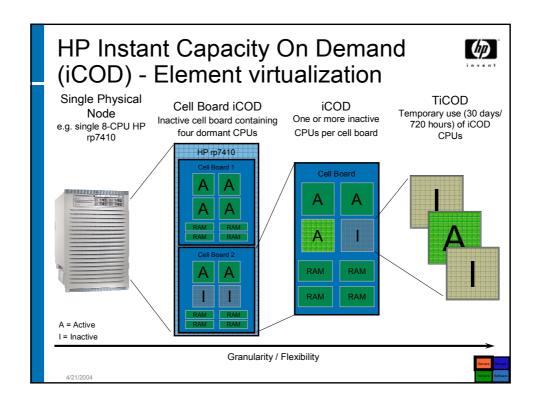












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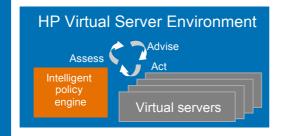
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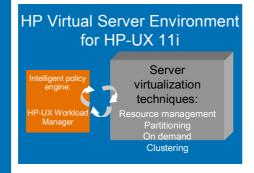
Expands and shrinks virtual servers in real time based on business priorities

- Better RoIT through optimized resource utilization
- Increased business agility through the capability to allocate resources on the fly
- Ensuring service levels through continuous real time assessment, advice, and action

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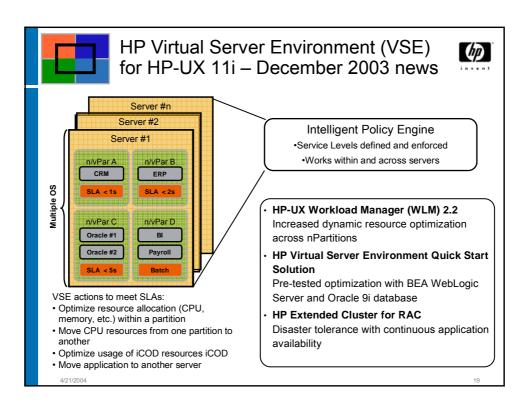
HP Virtual Server Environment for HP-UX 11i: Optimize utilization while ensuring service levels

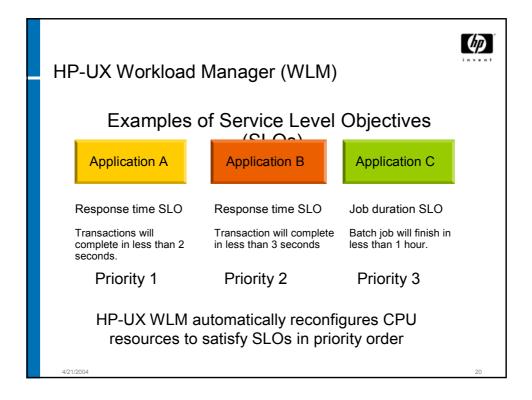


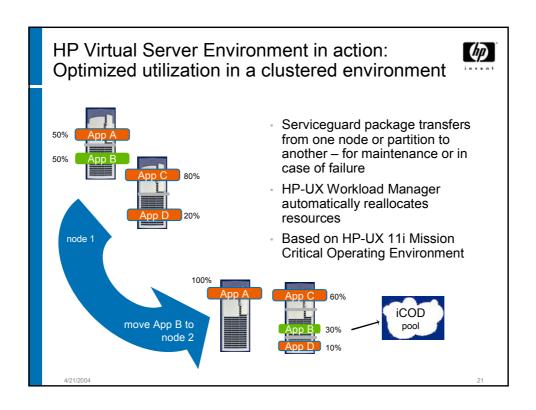


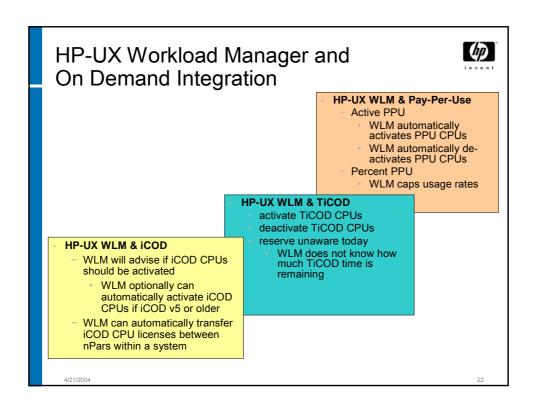
- Automates the virtualized environment
- Goal-based or policy-based resource management
- Exclusive integration:
 - CPU resource allocation

 within and across partitions
 in between multiple apps in a single OS image
 - Automatic reallocation of resources upon Serviceguard package activation
- Application transparent
- · Application-specific toolkits









Customer Example: HP Virtual Server Environment in action



- Before: 5 rp5470 servers
 - SAP HR production
 - SAP Financials production
 - 3 development and test servers
- Problem
 - Production servers at full utilization
 - Additional reports and detailed reports could not be run due to lack of available resources.
 - Month end processing took too long.
 - Development and testing servers were under utilized.
 - Need to support new version of SAP with higher resource requirements.





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Customer Example: HP Virtual Server Environment in action

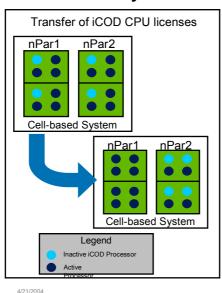


- Solution: 2 x rp8400 with 3 vPars each
 - Serviceguard to ensure high availability
 - Workload Manager to move resources between development and production environments to ensure SLOs.
 - HP-UX WLM installation and configuration took 1.5 hours for all 6 vPars.
 - New version of SAP installed.
 - New and detailed reports can be run, end of month processing finishing on time.



HP-UX Workload Manager 2.2: Increased dynamic capabilities





- Dynamic resource allocation across nPartitions to meet service levels
 - transfer iCOD CPU licenses across nPar
 - maintain electrical isolation with flexibility
- Improved Serviceguard integration
 - whole CPUs to be assigned to Serviceguard packages after a failover
- Improved GUI
- 90 day trial version for HP-UX Workload Manager 2.2
- · Available in March '04 for HP 9000 and HP Integrity servers

HP: Only goal-based policy engine for Unix

HP Virtual Server Environment Quick Start (4) Solution: Optimized for BEA and Oracle

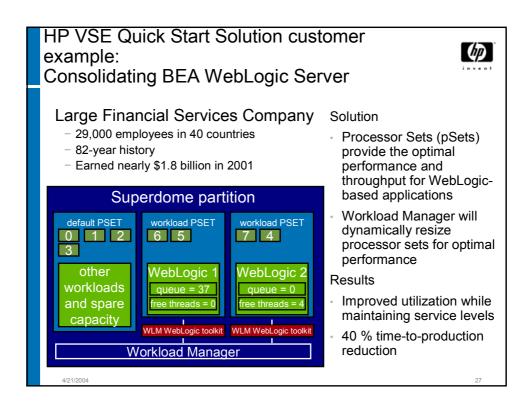


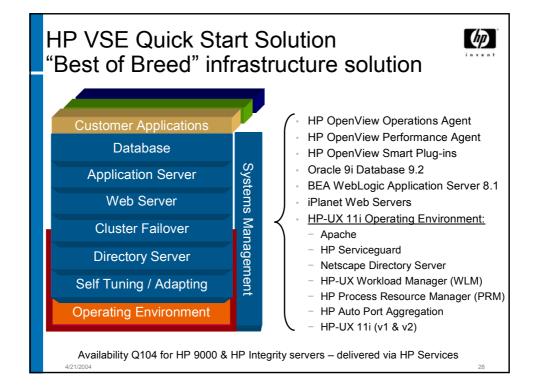
Pre-tested, integrated, and supported infrastructure solution for application server and database consolidation

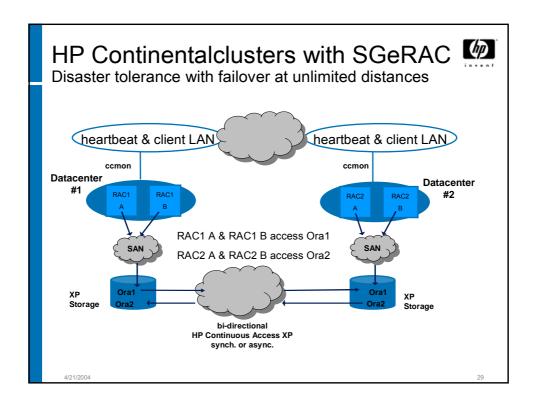


- Up to 60 % time-toproduction reduction
- Customizable
- Fully supported by HP **Customer Support**
- In production with customers today
- Based on the reliability of HP-UX 11i

Virtualization, consolidation, and management best practices together







HP Continentalclusters with SGeRAC



Disaster tolerance with failover at unlimited distances

- High Availability and Disaster Tolerance for virtual environments
 - -SGeRAC for Oracle 9iRAC maintains high availability within a data center
 - Continentalclusters provides disaster tolerance between data centers
- Replicated data
 - Synchronous or asynchronous replication with HP Continuous Access software to balance performance and return to operations objectives
- Bi-directional failover capabilities
 - -Either data center is capable of supporting the other in the event of a disaster
- Integral part of the HP Virtual Server Environment to ensure service levels in case of maintenance and failure scenarios
- HP is the leading vendor for Oracle RAC solutions
- •4/21AWailable now

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Oustomer Example

HP Continentalclusters with SGeRAC



European government agency - Deployed

Business need

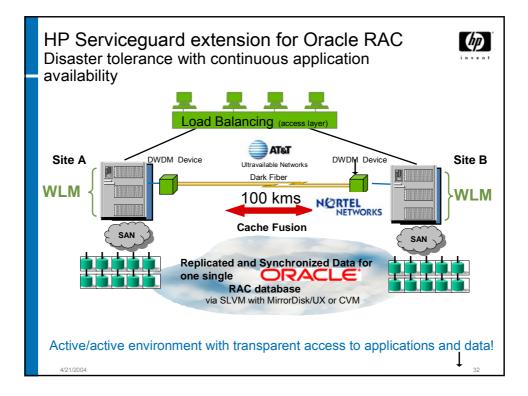
Tracking criminals 24 x 7

Maintain application availability, DB consistency and accessibility

Continual operations in the event of a disaster

Configuration

- Oracle RAC running in the datacenters for high availability
- Continentalclusters for disaster tolerance capabilities between data centers located 25 kms apart
- Continuous Access data replication is provided synchronously with the ability to failover in either direction

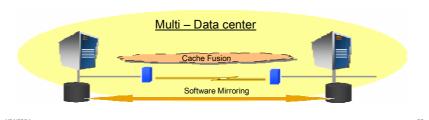


HP Serviceguard extension for Oracle RAC Disaster tolerance with continuous application availability



An integrated virtualized solution for dynamic business environments

- Continuous application availability
 - Designed to survive the loss of a data center
- Self adapting environment based on business demand
 - Complete resource utilization managed across data centers, server partitions and storage area networks
- Simplified Management
 - Infrastructure is self managed based on service level objectives
 - Single virtual database, replicated and synchronized
- Tested and certified with partners
 - · Oracle, AT&T and Nortel



Customer Example – HP Serviceguard extension for Oracle RAC



- European Financial Institution Beta testing
- Requirements
 - Custom application, BEA WLS on a Oracle RAC database
 - No loss of acknowledged transaction or messages
 - Service to be available within 10 seconds after loss of service
 - Service to be available within 30 minutes of a country failure
 - Availability of service to participants, 99.995%
- Configuration
 - Total of 4 data centers, 2 per country
 - Each pair of data centers running active-active mode
 - Single database with synchronous replication between datacenters per country
 - Asynchronous replication between countries

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HP VIrtual Server Environment in action Customer scenarios В nPar A nPar B Optimize utilization Consolidating multiple Optimizing cluster across data centers for production environments utilization within a disaster tolerance on the same server data center 60% vPar A 30% vPar B · Instantaneously available Consolidating of test/ Consolidation through resources for a growing dev and production on application stacking within environment - iCOD addressing high the same server the same OS image fluctuation - PPU

HP Virtual Server Environment for HP-UX 11i



- ✓ Broadest, integrated virtualization capabilities with Virtual Server Environment for HP-UX
- ✓ HP offers the only goal-based workload management capability in the UNIX market - the intelligent policy engine for VSE
- √ First to market with fully virtualized high-availability solution for Oracle 9iRAC across data centers (SGeRAC)
- ✓ Extending server virtualization into middleware and database layer with HP VSE Quick Start Solution for BEA & Oracle

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Backup Slides



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HP On Demand Solutions portfolio



instant capacity delivering immediate access to additional capacity

metered capacity paying for IT assets based on actual IT usage "dial-up and dial-down"

PPU for HP 9000 and

managed capacity redirecting resources to other core competencies

- iCOD for ProLiant servers
- · iCOD for Blades
- For HP 9000 and HP Integrity Servers
 - iCOD

4/2 products

- Temporary iCOD (TiCOD)
- Cell Board iCOD (CiCOD)
- iCOD for NonStop
- iCOD for AlphaServer systems (Tru64 or OpenVMS)
- Pay per Forecast for HP

- HP Integrity Servers
 - PPU for StorageWorks XP
 - PPU for Imaging and Printing
- Access on Demand
- Managed Storage Solution
- Messaging on Demand
 - Microsoft Exchange 2000 on Demand
 - Tiered Messaging on Demand

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iCOD for HP 9000 and Integrity Servers How does it work?



- Customer pays a one-time right to access fee per iCOD (inactive) processor
- · No activation commitment
- Once extra processing capacity is required, the customer will purchase the enablement for the processor at the discounted list price for that processor
- Outbound only email connectivity is required for HP 9000 servers
- No email connectivity is required for HP Integrity iCOD processors
- For iCOD on Integrity, codeword is the only way and is available today

Value

- No premium pricing
- Instant processing power with a single command
- Capability to load balance partitions at no additional costdynamically move iCOD processors within a server
- iCOD processor automatically replaces failed CPU
- More flexibility over competition

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Temporary Capacity iCOD How to sell it to your customer



- HP-UX 11i required; Email is required
- Works with processors, does not include cell board & memory
- Customer orders standard iCOD processors and pays right to access fee
- Customer then purchases a 30-CPU day right to temporarily activate 1 or more iCOD CPU's

Value

- Enables the customer to temporarily activate a processor(s) for a set period of time
- No permanent activation fee is required – utilize an existing CPU at very low cost
- Accommodates those customers with predictable or planned processor demands

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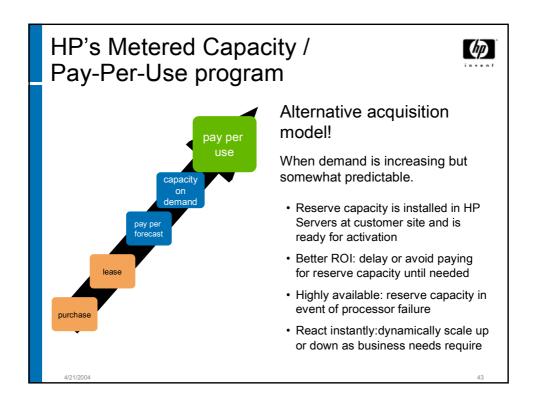
Cell Board iCOD How does it work?

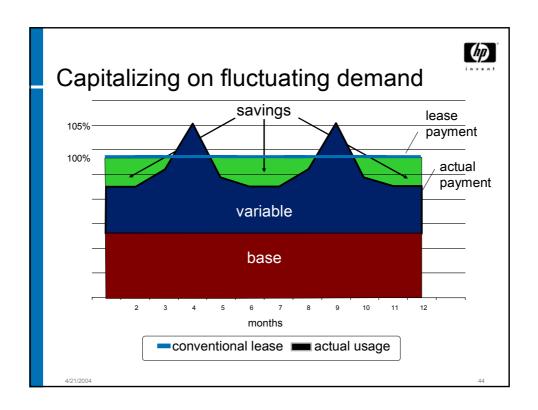


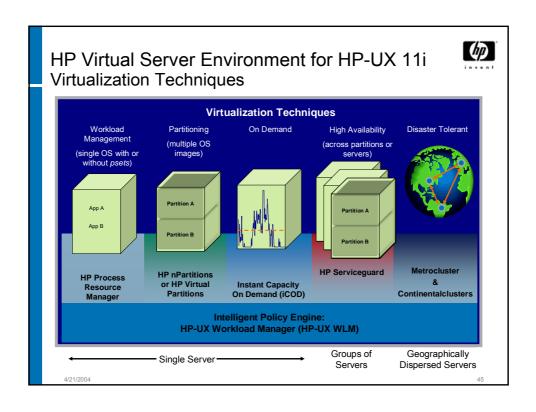
- Available now on HP 9000 Servers rp7410 & rp8400, rp7620, rp8620
- Available now on HP Integrity Servers Superdome, rx7620, rx8620
- HP 9000 Superdome with PA-8800
- HP-UX only
- Customer pays a one-time right to access fee per iCOD (inactive) cell board (cpu's and memory)
- Activation includes all memory and cpu's in increments of one at a time
- EMail connectivity is required for this program on HP 9000 Servers
- Email connectivity is not required for HP Integrity Servers

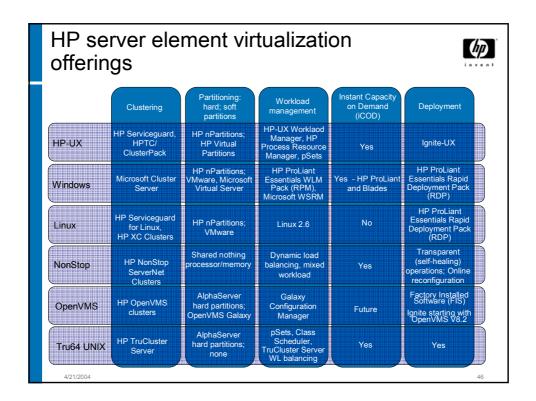
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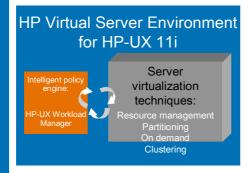






HP Virtual Server Environment for HP-UX (19) 11i





- Broadest, integrated virtualization capabilities
- Only goal-based workload management capability in the **UNIX** market
- Extending server virtualization into middleware and database layer with HP VSE Quick Start Solution for BEA and Oracle

Optimize utilization while ensuring service levels