



Enterprise Computing Solutions — North America

Data Everywhere

COLLECT IT » MANAGE IT » SECURE IT

September 13-15, 2017
Washington Marriott Georgetown
Washington, DC



Discovering the New... HPE and Micro Focus

Tom McDonnell
Arrow

Bradley Schagrin
Micro Focus



V | Five Years Out

Discovering the New...

ARROW
Enterprise Computing Solutions — North America

Data Everywhere
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Opportunities Everywhere

Thought

Conversation

From a Customer Perspective

- ✓ **Collect Data**
- ✓ **Manage Data**
- ✓ **Secure Data**
- ✓ **Govern Data**
- ✓ **Gain Business Value from the Data**
- ✓ **Retire the Data....properly**
- ✓ **Be Compliant with the Data**
- ✓ **Secure the Apps that use the Data**
- ✓ **Built and Test the Apps that use the Data...faster**
- ✓ **Deliver the Data...faster...always**





Discover the New...

The New Combined Company: built on stability, acquisition and innovation



MICRO FOCUS

COBOL

Borland **SERENA** **Novell**

SUSE **Attachmate** **NetIQ**

40
Years



Hewlett Packard Enterprise

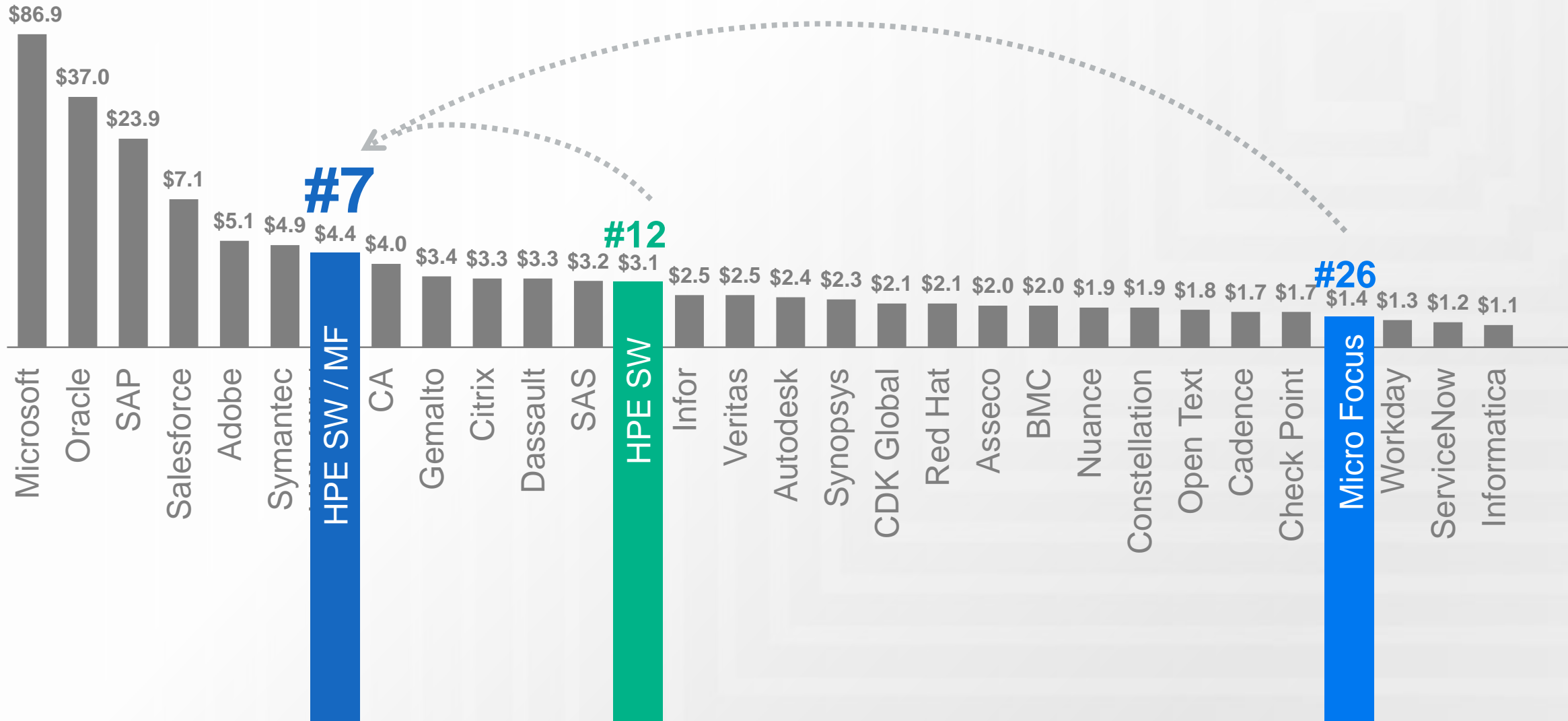
Network Management/
Data Protector

OPSWARE **MERCURY** **ArcSight** **VERTICA**

Peregrine **SHUNRA** **ATALLA** **Voltage**

30
Years

Combined Micro Focus: An Industry Shaper



An aerial night view of a city with lights reflecting on water. The water is dark blue, and the city lights are bright yellow and orange, creating a shimmering effect. The sky is dark, and the overall scene is a mix of natural and artificial light.

Today's Reality

Hybrid

is more than a buzzword.
means more than public cloud.

Hybrid IT



Multiple
deployment
models



Multiple
consumption
and
financing options



Lower
IT run
budgets



Pressures
to
innovate



IoT
proliferation



...is uniquely positioned to solve customers' needs across all of Hybrid IT **from mainframe to traditional IT to public cloud**, helping bridge the old and the new.

Micro Focus is well-positioned for Hybrid IT

1

Software Focused | Global Scale







2

Strong Platform and Operating Model

3

Portfolio Breadth and Depth

“Better Together” Portfolio Has Breadth and Depth

 DevOps	 IT Operations	 Cloud	 Security	 Information Governance	 Linux & Open Source
AppPulse ALM MERCURY™ StormRunner Mobile Center	Service Management, Operations Bridge, Data Center Automation, Network Management	Cloud Service Automation, Hybrid Cloud Management	ArcSight FORTIFY SOFTWARE ATALLA Voltage SECURITY	Digital Safe, Data Protector, Control Point, Structured Data Manager, Storage Optimizer	SUSE
SERENA Borland Cobol Development, Software Delivery and Testing	Mainframe Solutions, IT Operations Management, Host Connectivity, Collaboration	PLATESPIN™ Workload Migration	NetIQ. Identity-based Access Governance and Security	Retain Unified Archiving GWAVA	Enterprise Linux, OpenStack Private Cloud, Software-defined Storage

Big Data Analytics VERTICA | IDOL

Our Mission

We provide our customers with a best-in-class **portfolio of enterprise-grade scalable software with analytics built in.**

We put **customers at the center of our innovation** and build **high quality products** that our customers can rely on and our teams can be proud of.

A man with short brown hair and a light beard, wearing a dark suit jacket over a light blue shirt, is looking through black binoculars. The binoculars have yellow-tinted lenses. The background is a light blue, textured wall. The overall image has a blue color overlay.

Discover the New Portfolio

Four Focus Areas

DevOps

**Hybrid
IT**

**Security &
Risk
Management**

**Predictive
Analytics**

DevOps

E2E Open Tool Chain Visibility – ALM Octane HUB / ATLAS

Serena | COBOL | Fortify

Borland | SILK | Unified Functional Testing / Lean FT | StormRunner Load

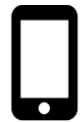
SECURELY BUILD

SECURELY TEST

SECURELY DEPLOY



Automated Provisioning & Continuous Deployment
Cloud Service Automation



Hybrid IT

E2E Open Tool Chain Visibility – ALM Octane

Ops Bridge

SECURELY BUILD

SECURELY TEST

SECURELY DEPLOY

IT Operations

Hybrid IT Management



PlateSpin



DEPLOYMENT



BACKUP



MONITORING



PATCHING



SECURITY



ITSM



CMDB



Security and Risk



Secure Apps



Control Access



SECURE ENVIRONMENT



Secure Data



MANAGE DATA POLICY



DELETE



BACKUP & RECOVER

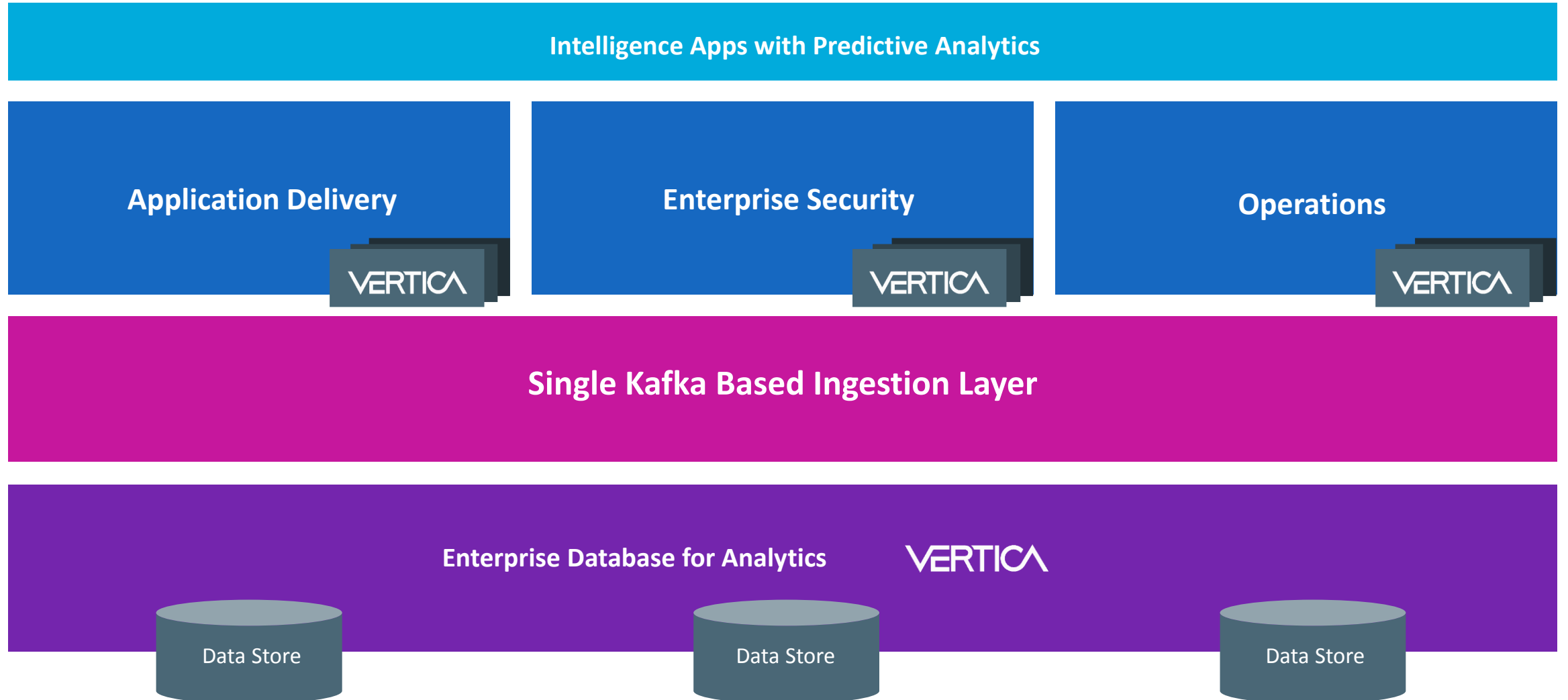


ARCHIVE



SEARCH

Predictive Analytics



Mission Critical Travel Example



14 million
lines of code in a
Boeing 787



30+ systems
to support flight
reservation, check-
in & maintenance

ITOM + VERTICA
+ Host Connectivity



8000+
aircraft worldwide
equipped with
inflight Wi-Fi

 **NetIQ**
Identity and Access Management



50 billion
SMS per day
\$63 billion
ATM transactions
in the US

COBOL + CORBA

“Learn from yesterday, live for today, hope for tomorrow. The important thing is not to stop questioning.”

- Albert Einstein



Discover the New...

Choice – *An act of selecting or making a decision when faced with two or more possibilities*



MSA
Affordable acceleration



SimpliVity 380
Built for Enterprise HCI



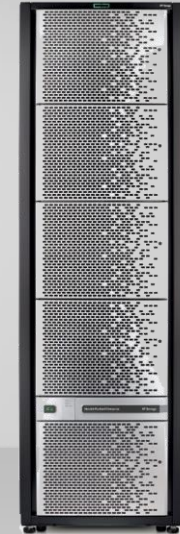
Nimble Storage
Simple and Predictive
Flash for new-style
deployments



3PAR StoreServ
Flexible tier-1 features
for the all-flash datacenter



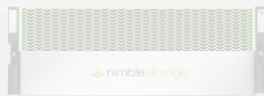
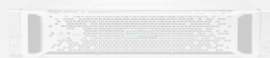
Composable Storage
3PAR teir-1 for HPE
Synergy



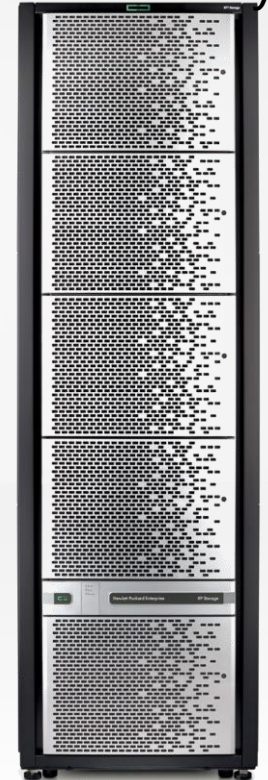
XP7
Extreme Availability
Mainframe connectivity

We've got flash solutions for our **smallest** to our most **extreme** customers

HPE MSA
Affordable
acceleration



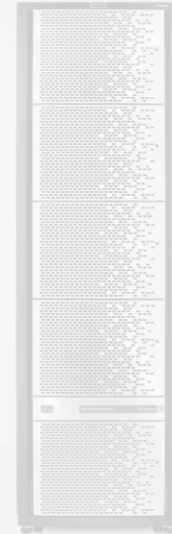
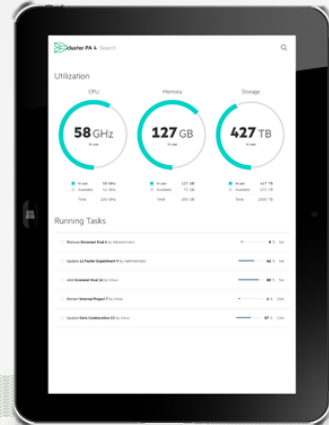
HPE XP7
Extreme availability
Mainframe
connectivity



From **Hyper-Converged**
to **Composable**

HPE Composable Storage
3PAR Tier-1 for HPE Synergy

HPE SimpliVity 380
Built for enterprise HCI



And the most advanced flash portfolio to provide a foundation for Hybrid IT

vmware®

Microsoft

openstack

docker

MESOSPHERE

ANSIBLE

CHEF™

puppet

Jenkins

Nimble Storage

Simple and predictive flash for new-style deployments



HPE 3PAR StoreServ

Flexible tier-1 features for the all-flash datacenter



Proven **99.9999%** Availability

HPE Storage Portfolio

Position the right product for your opportunity



MSA

- Essential data services, incl. crash consistent snapshots
- Best for SAS and basic Fibre Channel topologies
- Fast performance for predictable workloads

consider **SimpliVity/Nimble** for more data services or **StoreVirtual** for low-cost cluster



SimpliVity

- Collapse server and storage
- Always-on deduplication and Compression
- Native backup and recovery
- Purpose built for virtualized workloads

consider **Nimble** for public cloud access and dedicated array performance

Nimble

- Robust always-on data services with simple config. and order
- Built-in app aware snaps and replication including 6-nines HA
- iSCSI (Best) or FC; Std OS; QoS,
- Customer installable upgrades with fully automated support
- **Balanced value** with mix of cost and flash-optimized data services

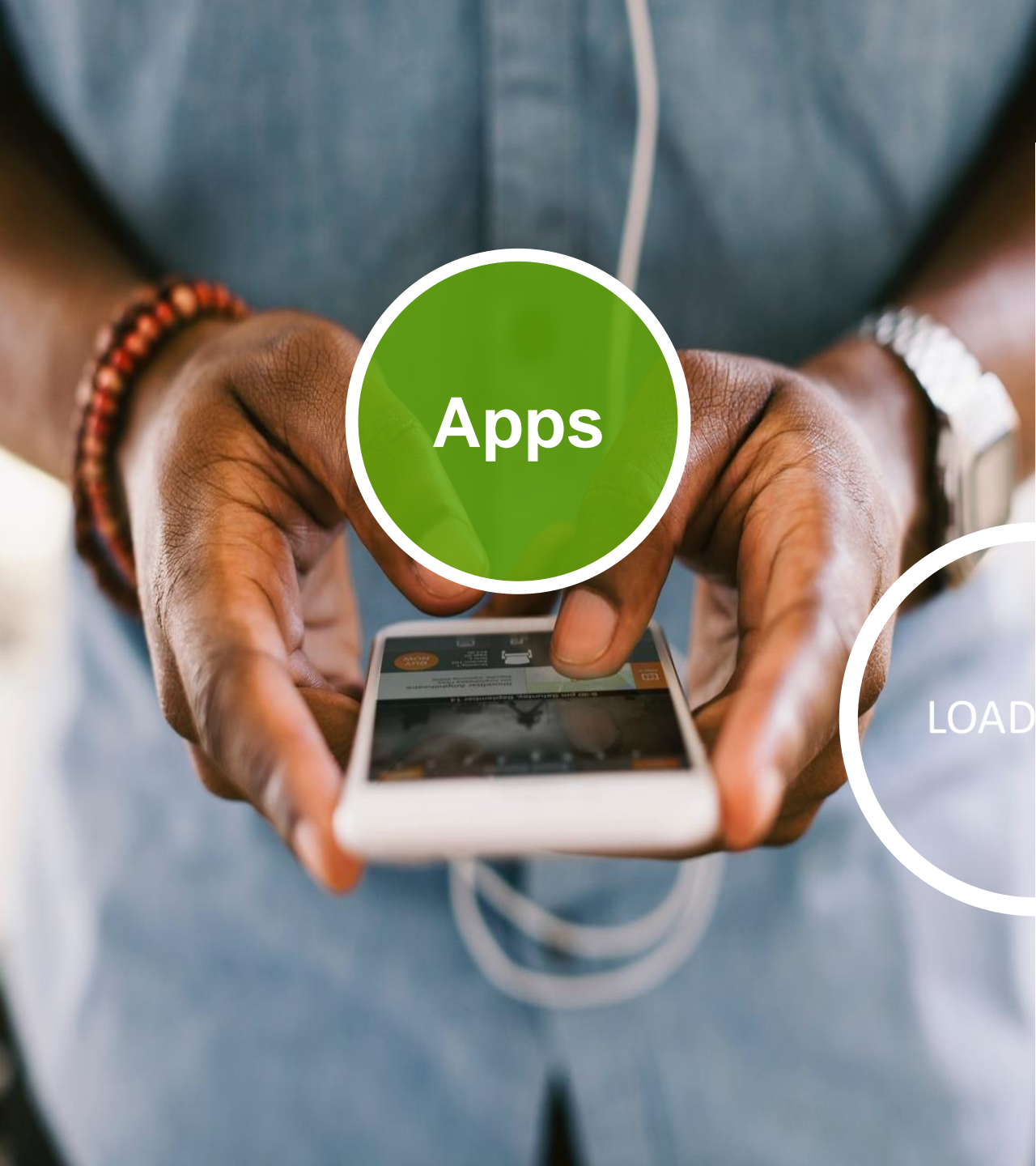
consider **3PAR** for greater configurability, interoperability and scalability




3PAR StoreServ

- Highly configurable, multi-node, multi-tenant + 8 array federation
- App protection ecosystem; 6-nines, multi-site HA, zero RPO/RTO
- Fibre Channel (Best) or iSCSI with Extensive OS support, fine grained QoS, and unified block/file
- Fully **composable from HPE Synergy** and OneView

consider **Nimble** for lower cost consider **XP** for extreme availability or mainframe connectivity



LOADING...

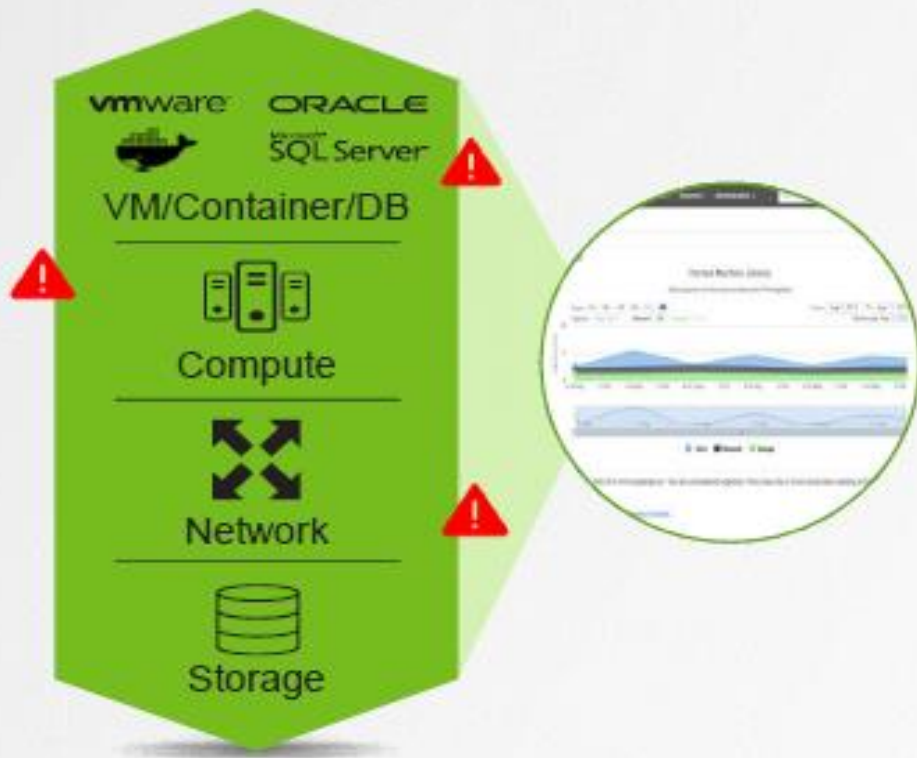
A vibrant blue and white galaxy with a bright central core, surrounded by a field of stars. The galaxy is the central focus, with a bright white and yellow core and a blue and white outer ring. The background is a dark blue field of stars.

InfoSight collects and analyzes more
sensor data points every four hours,

than there are stars in our galaxy.

InfoSight – beyond Storage

Correlates Data and Solves Problems Beyond Storage



Root cause performance issues



Pinpoint "noisy neighbor" VMs

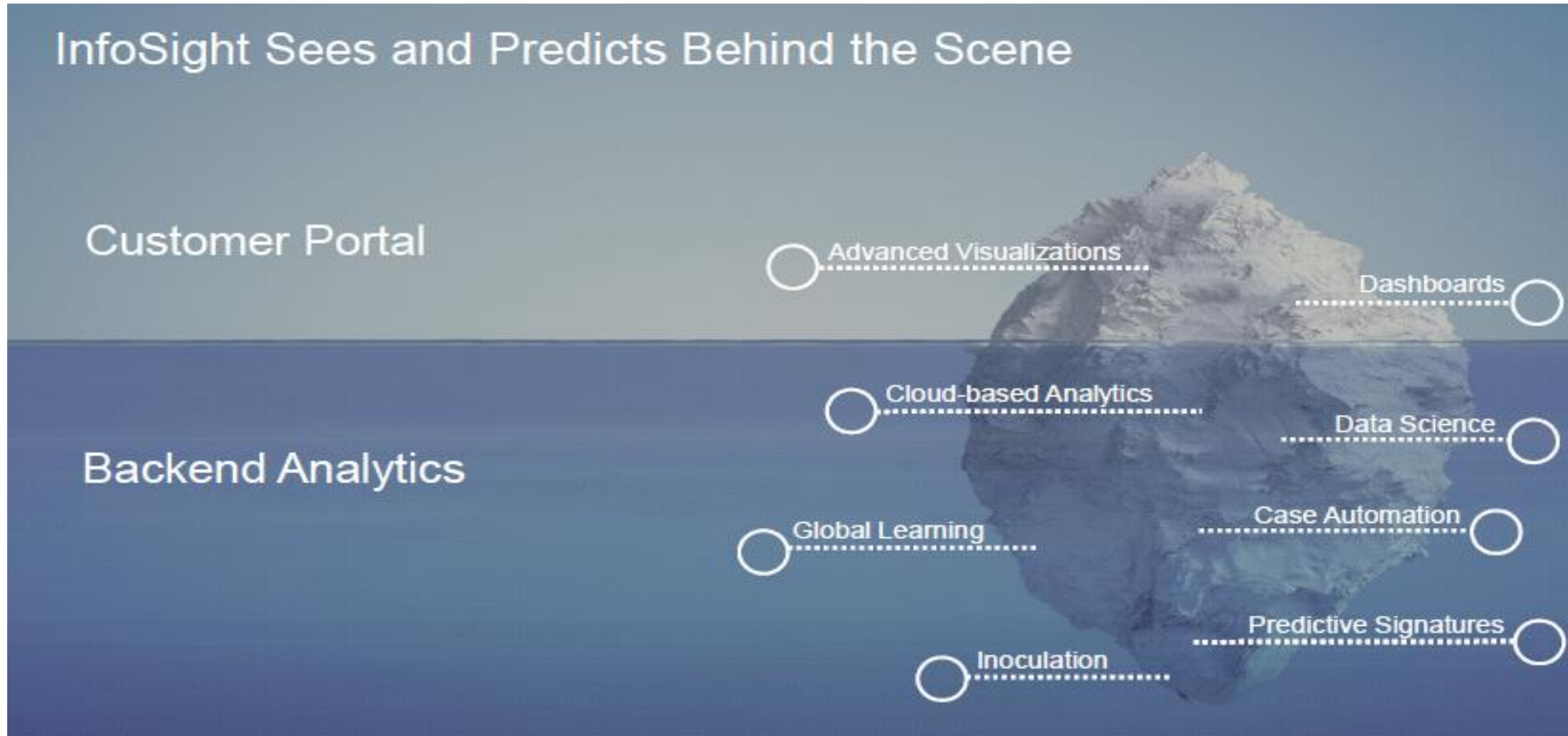


Repurpose underutilized hosts



Avoid unnecessary upgrades

Behind the Scene....automated



Unique and Differentiated

How InfoSight is Unique and Differentiated

- 1 Architected for analytics
- 2 Awareness beyond storage
- 3 Applied machine learning and data science
- 4 Prescriptive recommendations



Extending across HPE Storage...

Extending InfoSight across HPE, starting with 3PAR



Problem fixed before the customer knew...

InfoSight Fixed the Problem Before the Customer Knew About It

 **Issue:** InfoSight detected a controller went down unexpectedly

Impact

None
because of built-in
redundancy and no
single point of failure

Diagnostics

Proactive Analysis
found a bug. Nimble
engineers created the
fix and pushed it out
in 24 hours

Prevention

40 Customers
were automatically
provided a non-
disruptive update to
avoid potential impact

Discovering the New...



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The image shows a promotional banner for the 'Data Everywhere' conference. It features the Arrow logo at the top left, followed by the text 'Enterprise Computing Solutions — North America'. Below this, the main title 'Data Everywhere' is displayed in a large, bold font, with the subtitle 'COLLECT IT » MANAGE IT » SECURE IT' underneath. The dates 'September 13-15, 2017' and the location 'Washington Marriott Georgetown, Washington, DC' are listed at the bottom. The background of the banner is a black and white photograph of a city skyline at night, with illuminated buildings.

- ✓ Where are you TODAY?
- ✓ Where are you GOING?
- ✓ How can Arrow working together with HPE and Micro Focus help you get there FASTER

Thought Conversation

Thank You!