



**Hewlett Packard
Enterprise**

A Brave New World

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Agenda

- Annual Objectives Update
 - The People
 - The Issues
- How NonStop is Doing in EMEA
 - Financially
 - NSX
- The Brave New World
 - Keeping the Cadence
 - NSX to
 - YUMA to
 - vNonStop



The Annual Objectives Update

My Role

- I assumed the Directors role approx. 3 years ago
 - I have a 25 year + association with NonStop as:
 - A customer
 - An employee of Tandem/Compaq/HP
 - In Canada, In Netherlands, In the USA, In Austria
 - You can contact me directly at:
 - david.mcleod@hp.com
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- Or by contacting my PA:
- Sue.stocker@hpe.com



Some Personal Focus Areas

1. Preparing for an Increased Demand for “True” Mission Critical
2. Recruiting “fresh new blood” into the HP NonStop team
3. Equipping a broader group of HP people to work with NonStop
4. Further integrating NonStop into the HP Converged Systems, Cloud and Big Data Worlds
5. Addressing some of the common misconceptions about NonStop

The Fresh “New Blood”

Vanessa Kaupp



Tobias Kallfass



The Fresh “New Blood”



Neil Davis

NonStop Continues to Perform

- At the end of our first half year (April 30th) we will have:
 - Significantly overachieved our targets
 - Started our NSX roll out
 - Established NonStop as the premier MCS business in HPE
- As we view the second half of our fiscal year we expect to:
 - Continue a strong performance
 - Finish in style
 - Establish NSX as a thriving part of our NonStop family



NonStop X makes a strong impression in EMEA

- At the beginning of February 2016
 - NonStop X had been sold to 2 partners
 - NonStop X had been sold to Zero customers
- At the end of April 2016:
 - NonStop X will have been sold to 2 partners
 - NonStop X will have been sold to 6 customers
 - At least 16 NonStop X systems ordered
- When the first system arrived the camera was on hand to record the momentous event

First NSX arrives in EMEA



A Picture I Want to Erase From My Brain



What is the real message

- NSX is up and running in EMEA – having said that ...
 - NonStop Itanium is still the lion's share of the business
 - The two largest deals in EMEA have been NonStop Itanium
- The customer choice is there, it is real and it is being exercised



The Brave New World – Keeping the Cadence

- Two years ago in Hamburg we talked about NonStop X – and delivered
- Last year in Munich we talked about Yuma and are about to deliver
- This year in Berlin we talk about vNonStop, Oracle compatibility etc:
 - There is a predictability
 - There is a speed up of innovation
 - For EMEA, this event has been the place to come to get insight
 - I expect to continue this theme as we go forward

HPE NonStop Vision / Strategy for the new style of compute



Today Traditional NonStop

- Commodity hardware
- All NonStop fundamentals
- Differentiate with database, open hardened middleware



Tomorrow NonStop Hybrid

- Round out x86 platform offering
- Tighter coupling with virtual / cloud solutions (Yuma)
- Focus on Big Data / OLTP Database as a differentiator
- More open middleware solutions



Future NonStop as a Service (Virtualized NonStop)

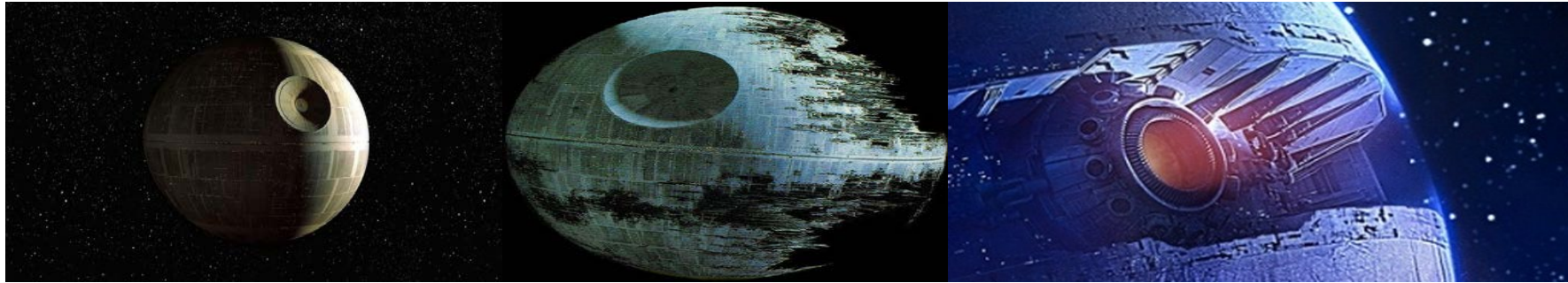
- NonStop as a collection of VM's and/or containers
- HW independent reference architecture
- DBaaS / Saas
- Oracle compatibility layer
- In-Memory Solutions

The Brave New World – Leaving Nothing Behind

- As we go forward we **MUST** bring forward **ALL** our fundamentals
- We **MUST** keep on walking the tightrope of Open vs Security
- All the great franchises evolve - but retain what made them great



There is always a Death Star



Star Wars

Return of the Jedi

The Force Awakens

Ian Gausden

Managing Director



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