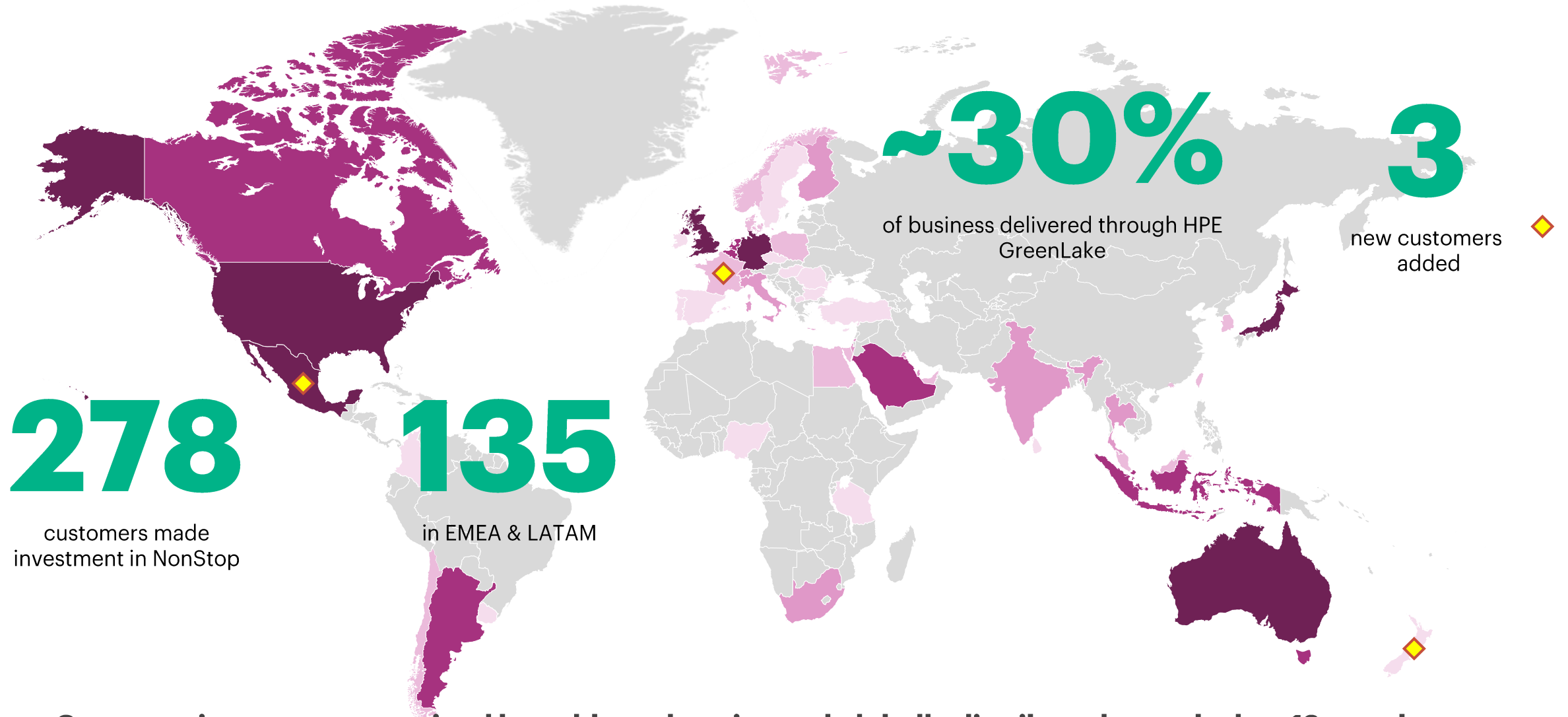


# Nonstop Sales Update

Neil Davis, Global Sales Director and Mathai Philip GM EMEA & LA

16<sup>th</sup> April 2026

# 12 Months in Retrospect - Nonstop at a Glance



**278**  
customers made investment in NonStop

**135**  
in EMEA & LATAM

**~30%**  
of business delivered through HPE GreenLake

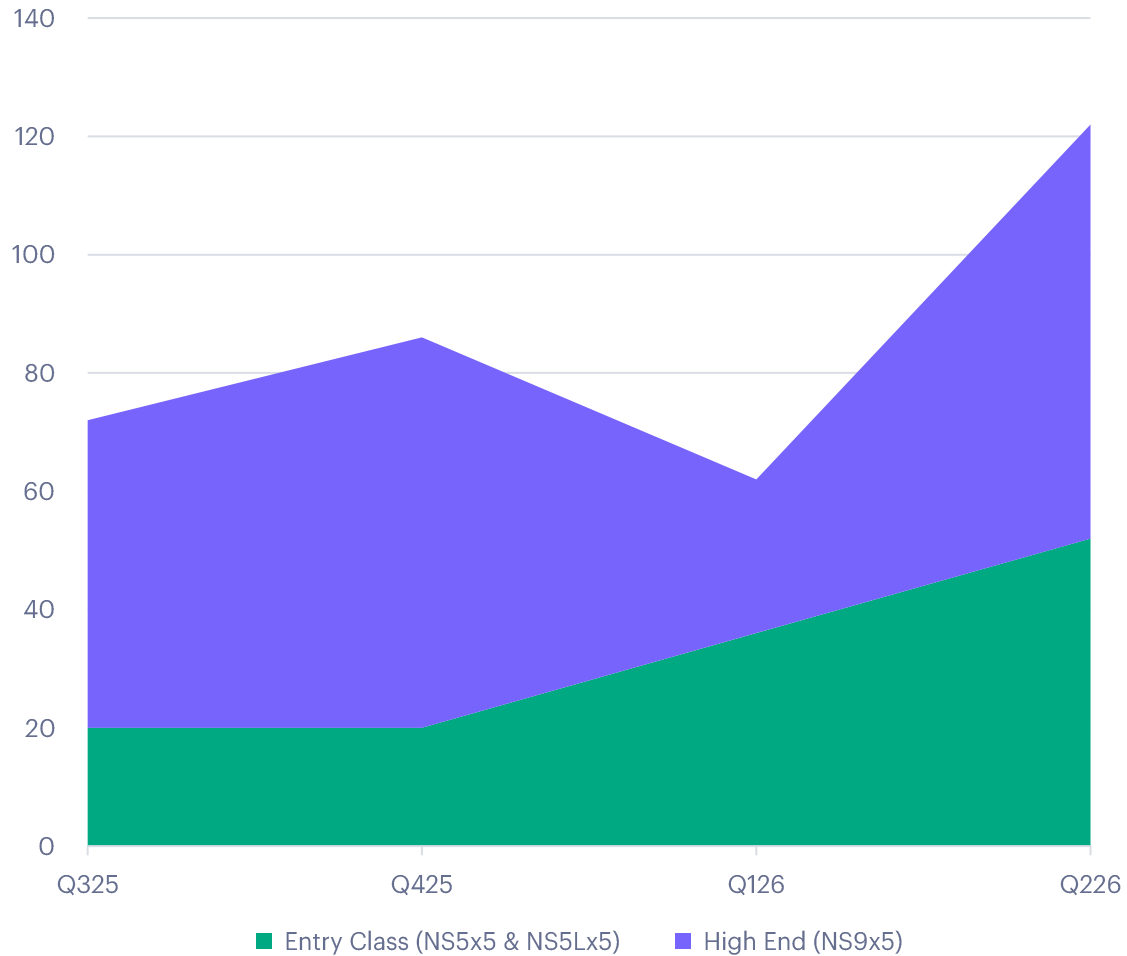
**3**  
new customers added

**Customer investment remained broad-based, active and globally distributed over the last 12 months.**

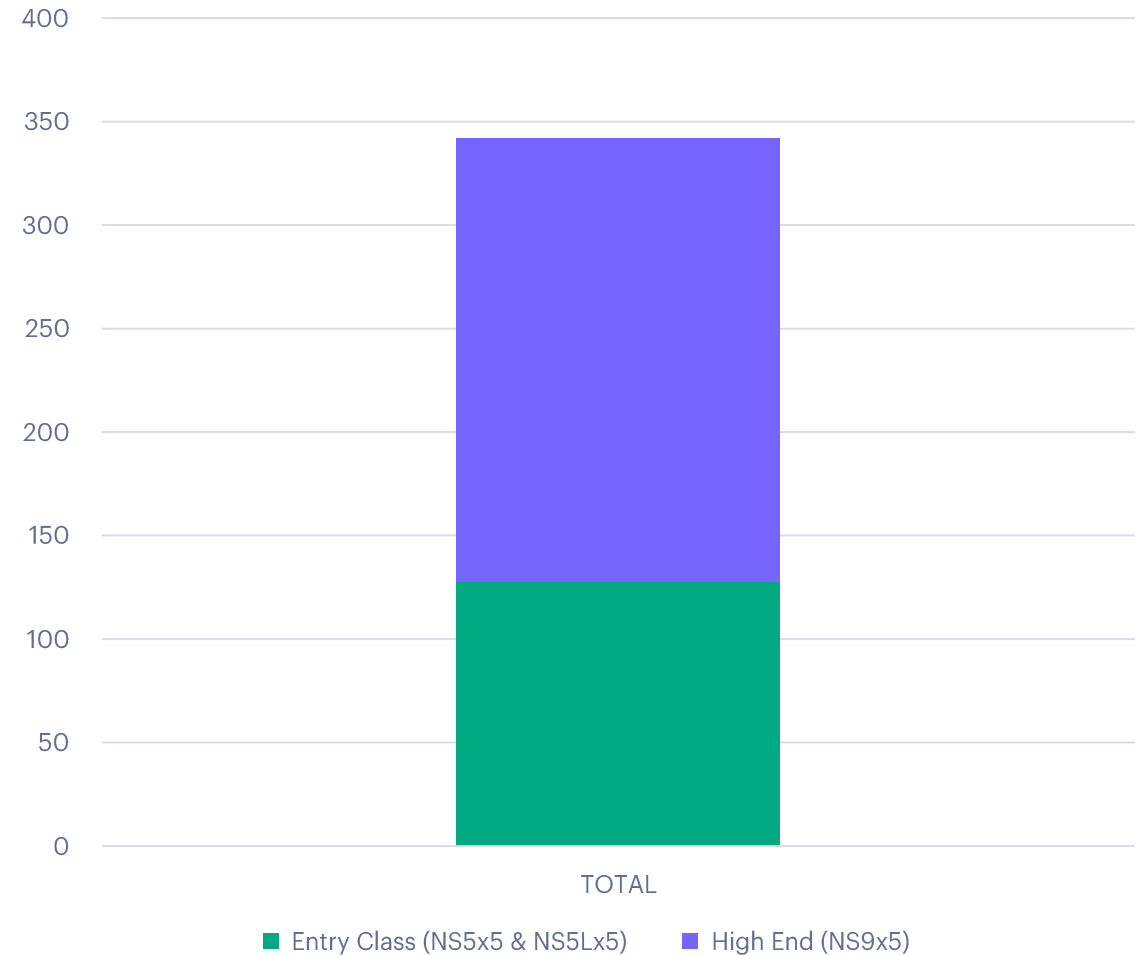


# Next Gen x5 Ramp up (by Shipment)

Next Gen x5 CPU by Entry Class vs. High End



Tota Next Gen x5 CPU Shipments



# Growing the Nonstop resources



# Macro Trends : Our External World in the Last 12 months

Macro trend shaping customer priorities	Implications for the Nonstop Community
Commodity cost inflation	Protect investment through lifecycle value and modernization for efficiency.
Datacentre vulnerability	Broaden resilience from high availability to site continuity and cyber-physical resilience
Supply chain resilience & sovereignty	Support sovereignty with trusted, flexible deployment models for mission-critical operations
Unpredictability of Business volumes	This is not only challenging customers, but the Regulators are looking for guarantees of performance and availability
AI driven Acceleration	Enable safe innovation by integrating guardrails into transaction processing (KYA, A2A)



**Bottom line: The macro forces reshaping enterprise IT are reinforcing the relevance of NonStop while raising expectations on how it evolves.**

# What have we seen Nonstop Customers Prioritising in the Last 12 Months?

## 1. Modernization

- Itanium Free Datacentres !!! (almost)
- Deployment of X5 generation of Nonstop
- Virtualised Nonstop & as a service adoption for flexibility

## 2. Digital resilience

- Support for DORA
- Geographical business continuity ( 3<sup>rd</sup> & 4<sup>th</sup> Site )
- Immutable storage
- Reduced recovery time for planned and unplanned downtime.

## 3. Scale & performance

- Growth in transaction volumes, larger switching environments

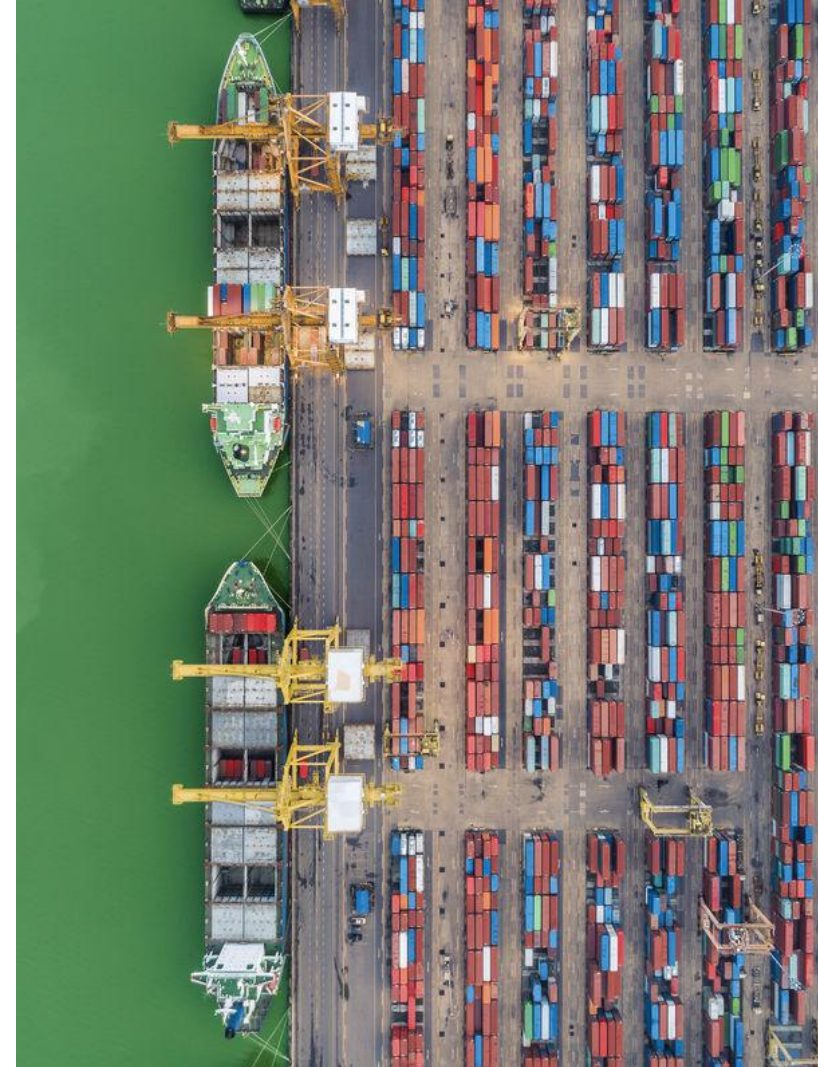
## 4. Innovation

- APIs, data streaming, observability, Agentic commerce



# Transportation Organisation

- World's largest transshipment port in the World, It connects over 600 ports in 120+ countries,
  - ~44.7 million TEUs per annum, typically 130,000+ vessels per year
- Nonstop manages 80% of shipments for the port
  - Hybrid environment
    - Linux for Planning and
    - Nonstop for Operation and Management of the shipments
- 1st x5 Gen Customer World-wide,
  - 4 x NS5X5 in Production Q1 2026, < 6 Months to implement
  - In house developed application
  - Utilises Nonstop TS/MP and SQL/MX



# Aerospace Manufacturer

- Top global aerospace manufacturer, and one of the largest exporters in the United States
  - 600 commercial aircraft delivered in 2025
  - Division Founded in 1969
  - Engineering lifecycle services
  - Certification & regulatory documentation
- Nonstop runs their Illustrated Parts Catalog for every plane manufactured
  - It creates this from the Engineering and Manufacturing Bills of Materials
  - It also creates maintenance recommendations depending on global airports.
- Moved to Virtualised Nonstop so as to comply with their standards.
  - Two years ago, the company required all systems to be migrated inside their highly secure datacenters.
  - The company standardized on Dell compute and Cisco Networking.
- The systems went live last month without issue,
  - The customer is extremely happy with the flexibility, and performance of their new Virtual Nonstop environment.



# Full-service Bank

- A global systemic institution with operations across Europe, Asia and the Americas.
- Using Nonstop to run core and mobile banking applications
- DORA and other internal and external directives required additional measures to ensure full compliance.
- Implemented Immutable Storage solution using Backbox VTC with QoreStor and Scalify S3 storage providing true Compliance Mode storage.



# Financial Market Infrastructure group

- Financial Services Institution who acts as a Central Securities Depository
  - ensures that when someone buys or sells a security, the seller gets paid and the buyer gets the security — reliably, securely, and on time.
  - Assets under custody worth many trillions of Euros
- Highly regulated industry by both National and and EU authorities such as the ECB
- Uses Nonstop for core settlement applications
  - DORA and other internal and external directives required additional measures to ensure full compliance.
  - Implementing enhanced Digital Resilience by adding a 4th, geographically separated, instance to ensure business continuity.



# Steel Manufacturer

- French subsidiary of the world's largest steel and mining group
- Integrated steel site serving southern Europe
- Plant control system, located in technical buildings inside the Steel Plant
- Customer has old IT infrastructure which had not been modernised in years, managed for them by an SI
  - Mixture of legacy COBOL and Java
  - Needed to migrate from SNA to TCP IP
- SI utilised our Nonstop system in Bobleingen via VPN to do a POC to prove code migration and compilation and perform IP testing
- 1<sup>st</sup> Order for NS5Ls, 2 systems for Production and DR/Test



# Convenience ATM Provider

- Bank's main business is its nationwide ATM network of 28,000 ATMs
  - Most located inside Convenience stores, Also found in airports, train stations, malls, and tourist locations
  - 24/7 operation, 365 days a year (location dependent)
- ATM Relay Server (New Use Case)
  - Ensure anytime, anywhere access to ATM and online banking services
  - Boost customer satisfaction and strengthen competitive position
  - Meet the bank's extensive business growth projections for the next ten years
  - Achieved compliance with global security standards to support increasing number of foreign card transactions
- The bank plans to aggregate third-party ATMs and increase to 44,000 ATMs in the near future.
- Implemented NSi to NS8x4s to increase total capacity and manage peak workloads



# A Government focused SI

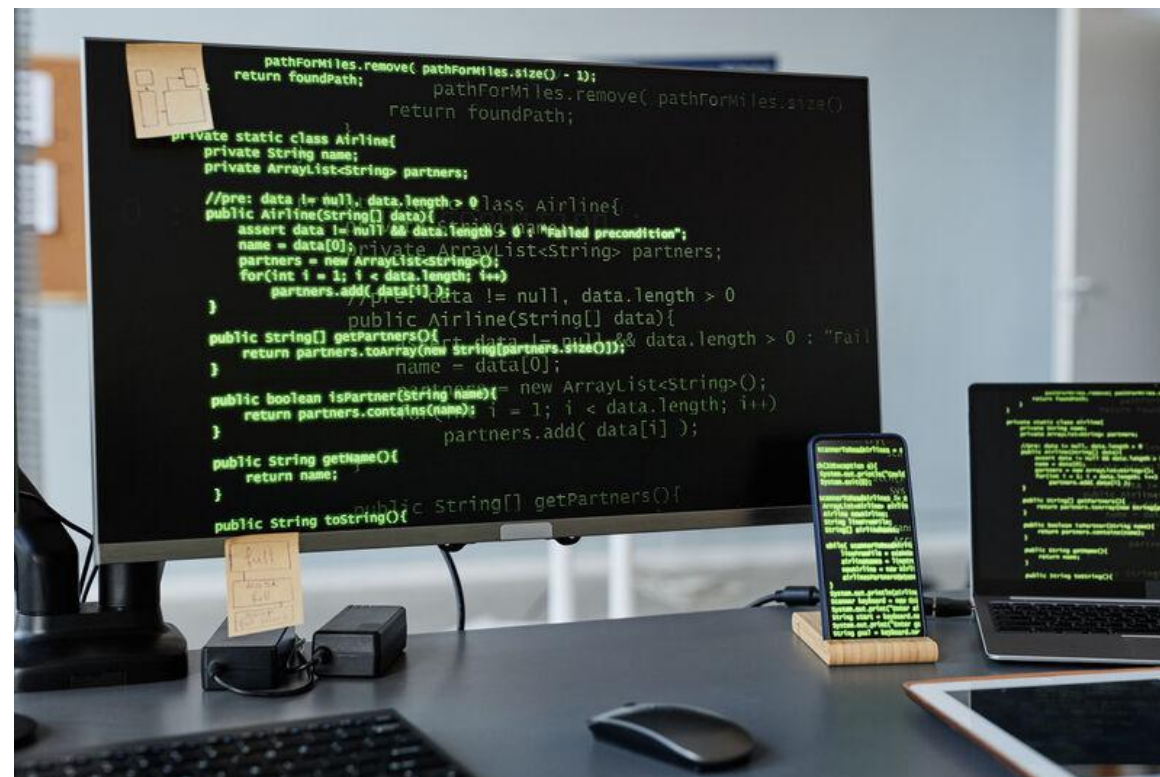
A privately held American national security and technology company. Its service areas include space, intelligence, cyber, defense, homeland security, citizen security, and health.

- Conversation at HPE Discover Las Vegas
- Partner excited about potential benefits as an application deployment platform for Govt procurement programmes
- HPE Nonstop presented to their architects, community of 600
- Data Integrity, Data Availability plus Cyber-resilience, small attack surface, Simplification all highlighted as positives
- Request to look at using Nonstop to host next-generation solutions



# A New ISV

- Indian subsidiary of a US-listed global payments and transaction-processing company
- A core payments-infrastructure provider, running ATM networks, switching, card processing, and real-time payment integrations that power banks and fintechs
- Discussion started about offering their applications based on Nonstop
  - HPE Provided access to a vNS Nonstop environment in the ATC to test
  - Accelerated migration to Nonstop by utilising KLT
  - Started with their switch, completed in 3 Months
  - Now testing further modules in their suite of applications, such as Card Issuing



# Nonstop for innovation

Agentic Commerce demo



Demonstrate rapid innovation on Nonstop



Implement new services with modern APIs



Agentic Commerce with safeguards

# HP E DISCOVER 2026



# HPE Nonstop Payments

Marketing activities since eBITUG

## HPE Payments Workshops



- Nicosia, Cyprus
- Almaty, Kazakhstan
- Upcoming
  - Lagos, Nigeria
  - More TBC

## Industry Conferences




- Pay360
  - London
- ACI - Payments Unleashed
  - New York
- Worldline - European Payments Reimagined
  - Dublin
- Upcoming
  - Money 20/20 Europe & NA

## Networking Events




- The Payments Association
  - London
  - Dublin
- The Payments Knowledge Forum
  - Leeds

# What We Learned in the Last 12 Months ?

1. Customers are continuing to invest in NonStop across regions, industries and deployment models.
2. Cloud experience/operating model does not mean a Public Cloud first deployment :(Cloud  Cost savings)
3. Modernisation is not necessarily about replacing the core; it is about extending, securing and integrating it to deliver new customer experiences
4. Conversation is shifting from availability alone to resilience, compliance, integration and simplification.
  - Succession planning should be part of this model.
5. Innovation on NonStop is increasingly practical:
  - New services, APIs and adjacent capabilities can be added without abandoning existing investment.
6. Nonstop community remains central to how we listen, learn and evolve the business.





“The Nonstop administrator is the most relaxed person in the whole bank 😊”

VP Application support,  
Large Middle East Bank



# Q&A

