

H.P. NonStop—The New Standard in Enterprise Computing.

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Director
HP NonStop EMEA



Congratulations to VNUG on 40 years



Agenda

- Congratulations
- My New Role and Objectives
- How NonStop is doing
- Mission Critical – Needed Even More Than Ever
- Question: “What is the new model”
- Conclusion



My New Role

- I assumed the Directors role approx. 4-5 months 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
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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**



Cloud



Social media



Mobility



Big Data



NonStop Continues to Grow

1. **At the end of the first half of our fiscal year (April 30th) we were achieving our targets and and growing over the previous fiscal year**
2. **In our Fiscal Q1 we over achieved revenue against our objectives**
3. **In our Fiscal Q2 we grew significantly over the same period last year**
4. **We expect this trend to continue throughout all of FY'14**

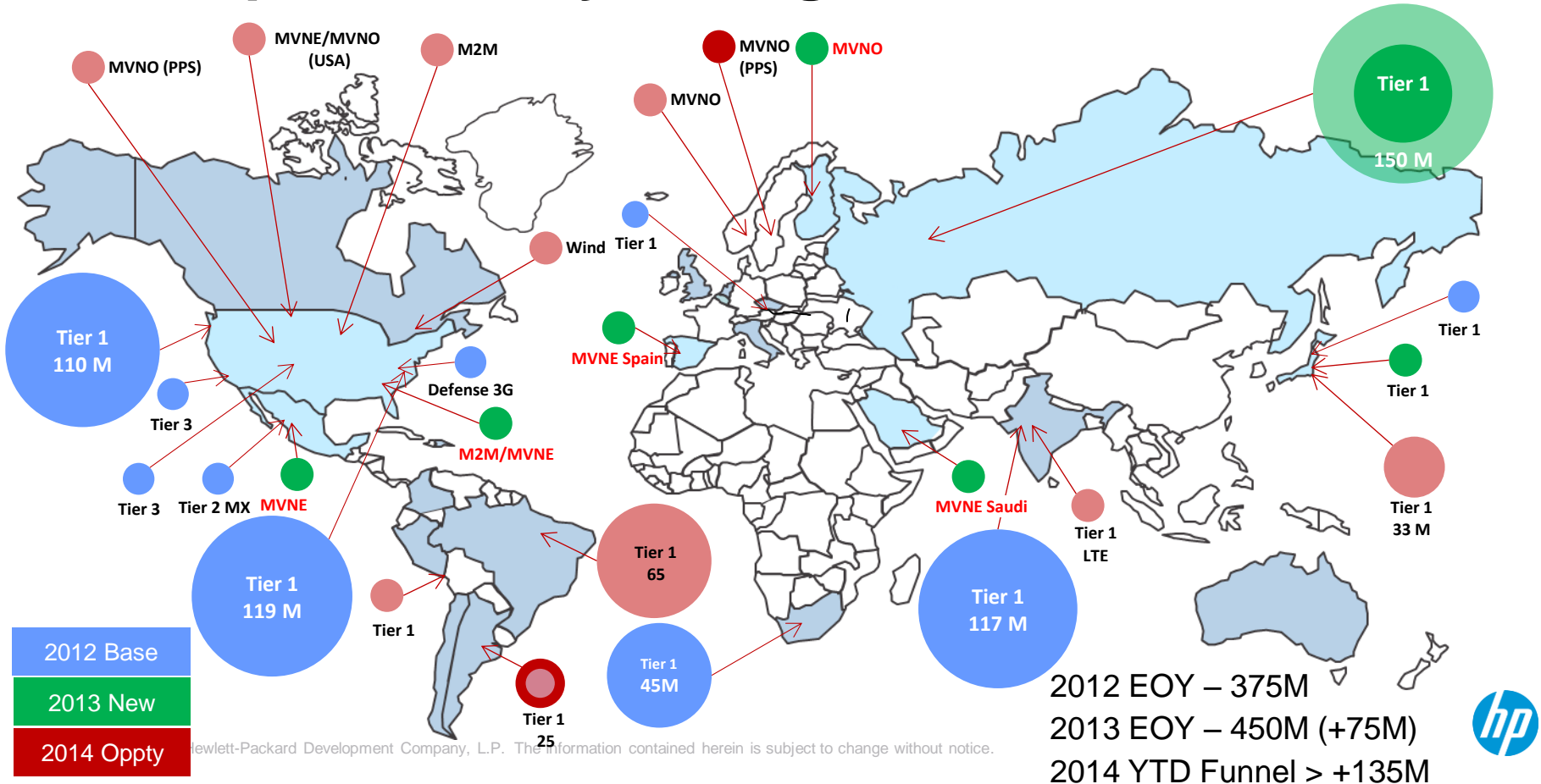


FY'14 vs FY '13

- **At the end of Q3 '14. NED Revenues had increased by in excess of 20%**
- **We fully expect to over achieve our targets for our FY'14**
- **New Business Revenues have tracked as previously at 20% of total revenues**
 - **New accounts like Alfabank, Fogg Mobile and NSS were major new wins.**



NonStop in Mobility Management



Customers continue to rely on NonStop for mission critical applications

Financial Services

- Payment systems: Credit, debit, POS, wholesale
- Exchanges & trading



- 70% of all ATM payments and 66% of all credit card transactions
- Multiple Global Payment Hubs

Communications Media & Entertainment

- HLR
- Intelligent Network / 3G Services
- Messaging



- World's largest ISP Global Messaging
- 100+ million subscribers for mobile prepaid solution

Manufacturing & Distribution

- Manufacturing & Logistics Control
- PoS Payment
- Ticketing & Reservation



- 4 of the top 6 steel companies
- 4 of top 10 Automotive OEMs
- 4 of top 6 gasoline brands
- 7 European Railways

Healthcare and Public Sector

- Electronic Patient Records
- Defense and Intelligence systems



- Over 200 hospitals
- Many of the world's largest teaching hospitals

Mission Critical – Needed More Than Ever



Today's business landscape



Business critical
EVERYWHERE

Explosive growth
applications, transactions
and infrastructure

**Relentless cost
pressure**

Do You Know “Who” This Is?



The Dr Who Concept of Downtime

DC Time

1

RW Time

12

3

19



Can You Cope With Success ?



U.K.& Faster Payments

VocaLink was formed by the merger of Voca, Europe's largest direct debit and direct credit processor, and LINK, which runs the world's busiest automated teller machine (ATM) switch.

Both leaders in the financial services market, they joined forces to meet calls for a quicker way of clearing payments in the UK. The result is the ground breaking Faster Payments service which runs on an HP Integrity NonStop server platform and has generated significant interest from major banks around the world.

The need for a faster, low-cost, UK Non Card payment service was underlined by the Cruickshank Report, published in 2000 following a banking review ordered by the UK Treasury. This led the UK Office of Fair Trading(OFT) to call for an alternative to existing systems, which could take up to three days to clear payments



- VocaLink's Integrity NonStop servers are networked to run in an active/active configuration
- In tests, the system has processed 1,000 transactions per second (tps) on a single node equating to 2,000 tps on a dual node, far above the initial APACS requirement of 550 tps.
- System has now been running for several years – is the backbone of UK Retail payments AND has never missed a heartbeat since starting.



Bankserv South Africa

The National Payments Processor

Expanding into Sub-Saharan Africa (SADC)

South African Govt funded a bank (Grinrod) to open accounts and issue cards for welfare recipients

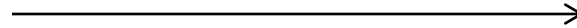
System sized for a Xmas peak plus

Thought that was sufficient for what was a relatively modest growth in cards and transactions

Then they all arrived at once !



Do you remember these movies?



Never mind the quality – think about the effect

Question: What is the NEW model?



The traditional IT market: the facts

x86 architecture dominates the mainstream server market

SERVER SHIPMENTS

In **2009**, Gartner predicted that **by 2015**, x86 worldwide server shipments would account for **97.4%** of all servers shipped*

In **2012**, IDC reported worldwide shipments for ALL servers were 8.1 million units; x86 server shipments accounted for 8.0 million units**

- In **2012** x86 worldwide server shipments accounted for **98.7%** of all servers shipped

SERVER SPENDING

In **2002**, x86 worldwide server revenue accounted for **38.9%** of all server spending

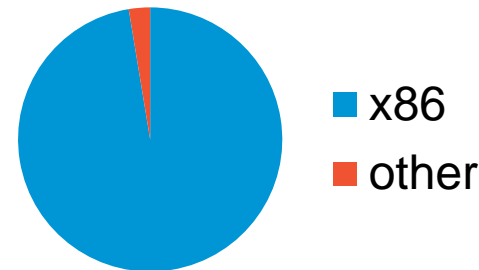
In **2009**, Gartner reported that x86 worldwide server revenue accounted for **57.4%** of all server spending*

In **2012**, IDC reported that x86 worldwide server revenue accounted for **>66%** of all server spending**

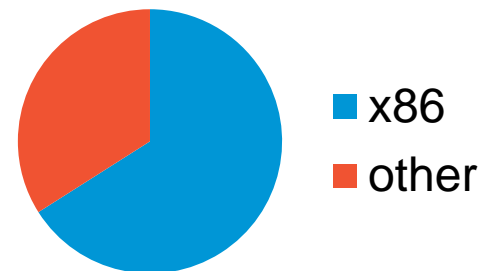
*Source: Gartner RAS Core Research Note G002012320, George J. Weiss, Jeffrey Hewitt, 3 June 2010,

**Source: IDC Worldwide Q4 Quarterly Server Tracker, February 2013

Shipments



Spending



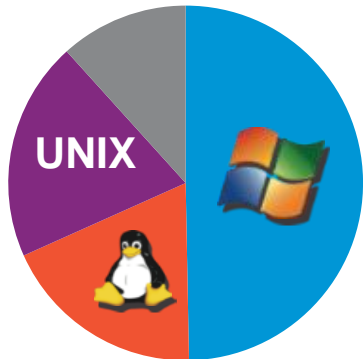
The traditional IT market: the facts

Windows and Linux are displacing UNIX in mainstream computing

- Q1, 2013 represents the seventh consecutive quarter of revenue decline in the UNIX market
 - 35.9% year-over-year decline

Q3 2011

Total worldwide server revenue **\$12.7 billion**

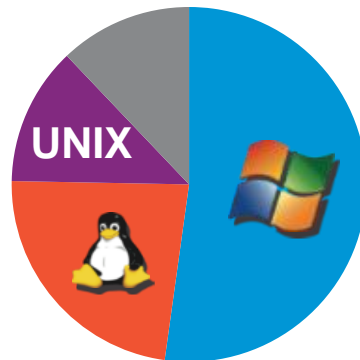


Server Hardware Revenue %

	2011	2013	
Windows	49.7%	52.2%	↑
Linux	18.6%	23.1%	↑
UNIX	20.0%	12.6%	↓
Other	11.7%	12.1%	

Q1 2013

Total worldwide server revenue **\$10.9 billion**



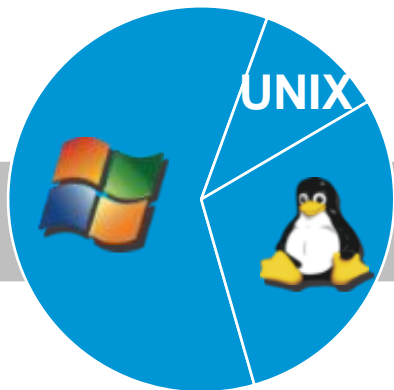
Source: IDC Worldwide Quarterly Server Tracker, May 2011

Source: IDC Worldwide Quarterly Server Tracker, May 2013



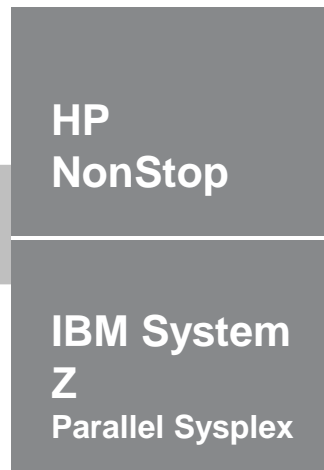
Our traditional IT market is polarizing

Good has become
'good enough'...



- More robust OS
- Improved hardware
- x86 economics

Where failure is
not an option



Software architecture
value with **standard**
components

AVAILABILITY
/

Software architecture
value with **proprietary**
components

■ Other 11.7% 12.1% ↑

Source: IDC Worldwide Quarterly Server Tracker, May 2013



HP strategy to transform the server industry

The right compute, for the right workload, at the right time... every time

- Project Voyager—Redefining data center economics and expectations by building in intelligence across the server lifecycle.
 - Providing the DNA for the next-generation of computing across HP servers
- Project Moonshot—Ushering in a new era of extreme-scale computing with breakthrough efficiencies in density, energy, cost, and simplicity.
 - Tens of servers per rack sharing nothing to thousands per rack sharing everything
- **Project Odyssey**—Redefining the future of mission-critical computing by using advanced technology across one common, intelligent modular architecture (HP BladeSystem).
 - **Continuing investments in HP Integrity servers, HP-UX and HP OpenVMS operating systems, and HP NonStop systems**
 - **Extending the full NonStop mission-critical experience to the x86 environment**

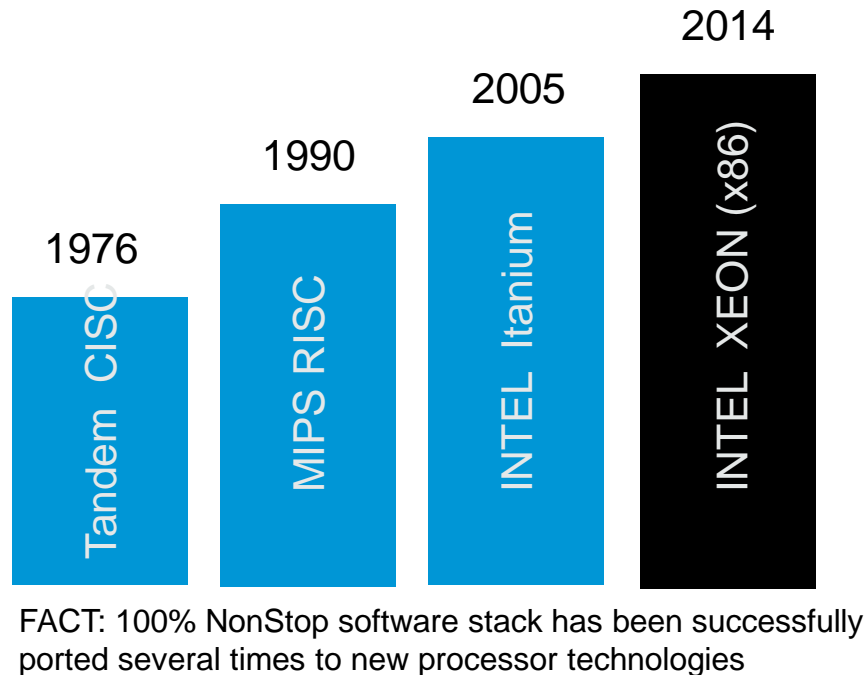


Where failure is not an option

What if your future included...

100% NonStop fault-tolerant environment on the Intel® Xeon® platform

- The combination of HP's proven leadership in mission-critical x86 technology and in HP NonStop technology will offer a compelling business choice.
 - HP NonStop on the industry's leading **platform and interconnect** means your transactions will execute with even faster performance and lower latency*.
 - HP NonStop on x86 will enable you to integrate 'continuous business services' into your hybrid cloud environment.
 - NonStop customers will be able to easily move their apps to the NonStop on x86 environment if they choose.
- *Compared to the ServerNet interconnect in today's NonStop servers, as well as to other existing x86 fault-tolerant systems.
- HP NonStop. Because customers never wait.**



Key takeaways

NonStop's future today

New high-end and entry-class systems

Solid State Drives – SSDs

Partners gaining momentum

Investing in NonStop innovation

Strong roadmap

NonStop is part of the HP Mission Critical Converged Infrastructure

Strategy to expand the NonStop product family to include x86 technology



More HP and NonStop events



Discover2014

It's time to build a better enterprise.
Together.

Las Vegas | June 10-12

<http://www.hp.com/go/discover>



<http://www.connect-community.org/>



Thank you

