HPE NONSTOP EMEA UPDATE

Neil Davis,
General Manager, NonStop EMEA

16th May 2022

Forward-looking statements
This is a rolling (up to three year) Roadmap and is subject to change without notice

This document contains forward looking statements regarding future operations, product development, product capabilities and availability dates. This information is subject to substantial uncertainties and is subject to change at any time without prior notification. Statements contained in this document concerning these matters only reflect Hewlett Packard Enterprise's predictions and / or expectations as of the date of this document and actual results and future plans of Hewlett Packard Enterprise may differ significantly as a result of, among other things, changes in product strategy resulting from technological, internal corporate, market and other changes. This is not a commitment to deliver any material, code or functionality and should not be relied upon in making purchasing decisions.
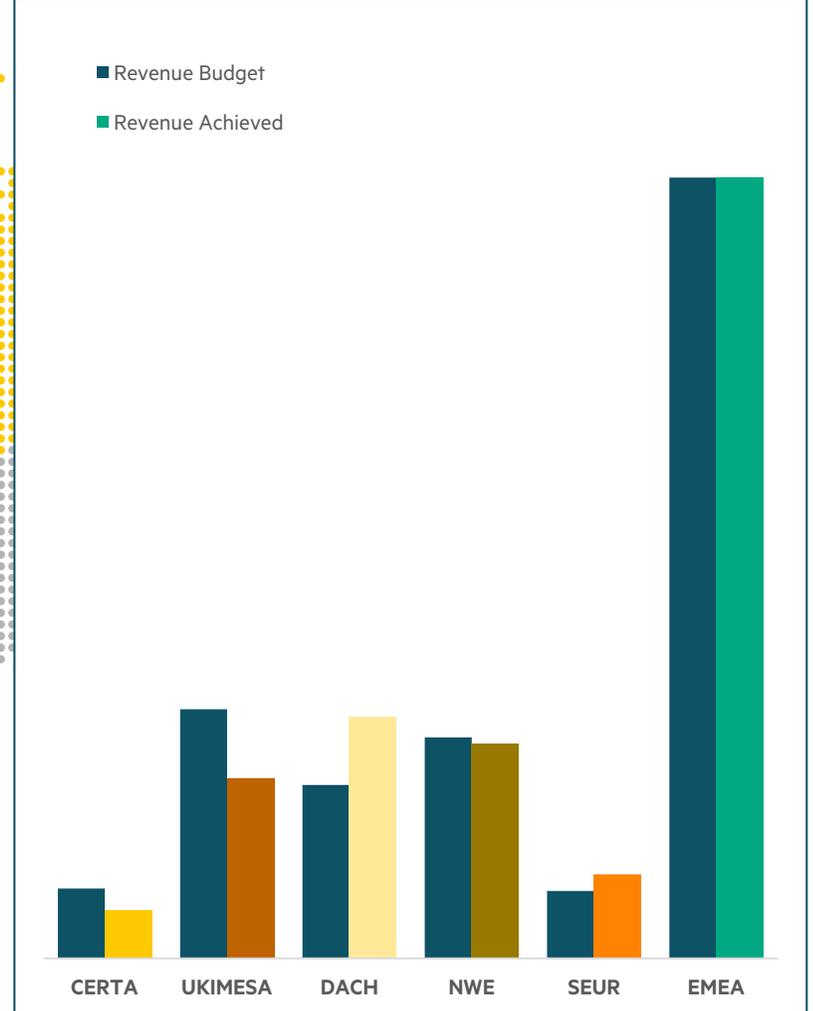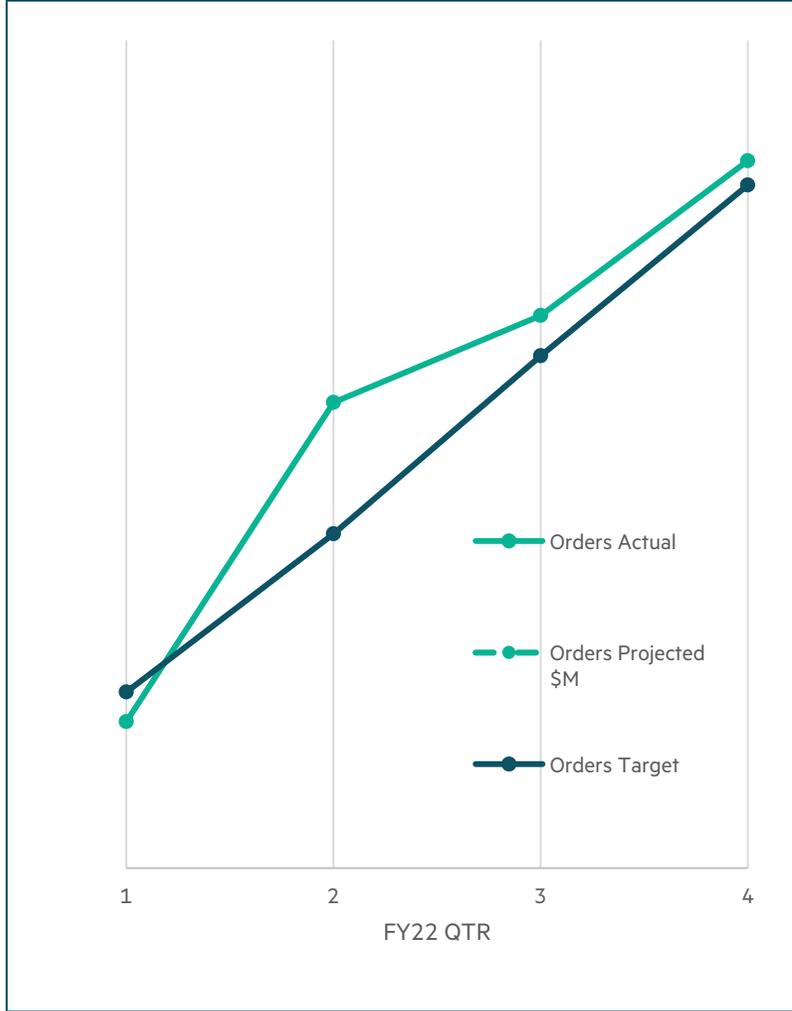
Welcome

- Welcome, and thank you all for being here in Edinburgh
  - Great to see so many people attending and from a wider than ever group of countries

- Our First in presence EMEA wide NonStop event since 2019
  - We need these events as we want to drive the sense of community
  - Run by the users for the users, it's your story – get involved!

- Huge thank you to BITUG
  - I'd like to thank the BITUG team for hosting and planning the event
  - BITUG do this for the community, as volunteers

- Also, a big thank you and to our Partners who help make up the NonStop Eco System and support the event

- I hope you get a sense over the next two days of how NonStop is developing to deal with future challenges, and a sense of our success

Neil Davis,
General Manager, NonStop EMEA

NonStop EMEA FY22 Overview

Orders Actual

Orders Projected $M

Orders Target

FY22 QTR

Revenue Budget

Revenue Achieved

CERTA UKIMESA DACH NWE SEUR EMEA

NonStop EMEA FY22 Overview

Continued progress with "New" wins :
- Finland & Netherlands, SI / Service Provider
  - A new SI running services to a manufacturing End User
- Germany, FSI/Retail
  - A customer purchasing via FSI Service Provider their own new footprint processing POS in Petrochemical retail
- Germany, FSI/Banking
  - A Banking Service Provider purchasing new footprint to be able to offer a production test environments for use by their members
- Belgium, SI / Service Provider
  - A new SI running services to a Telco End User
- Saudi Arabia, FSI/Banking
  - a new customer to both HPE and to NonStop, implementing a new ACI Base24 EPS environment
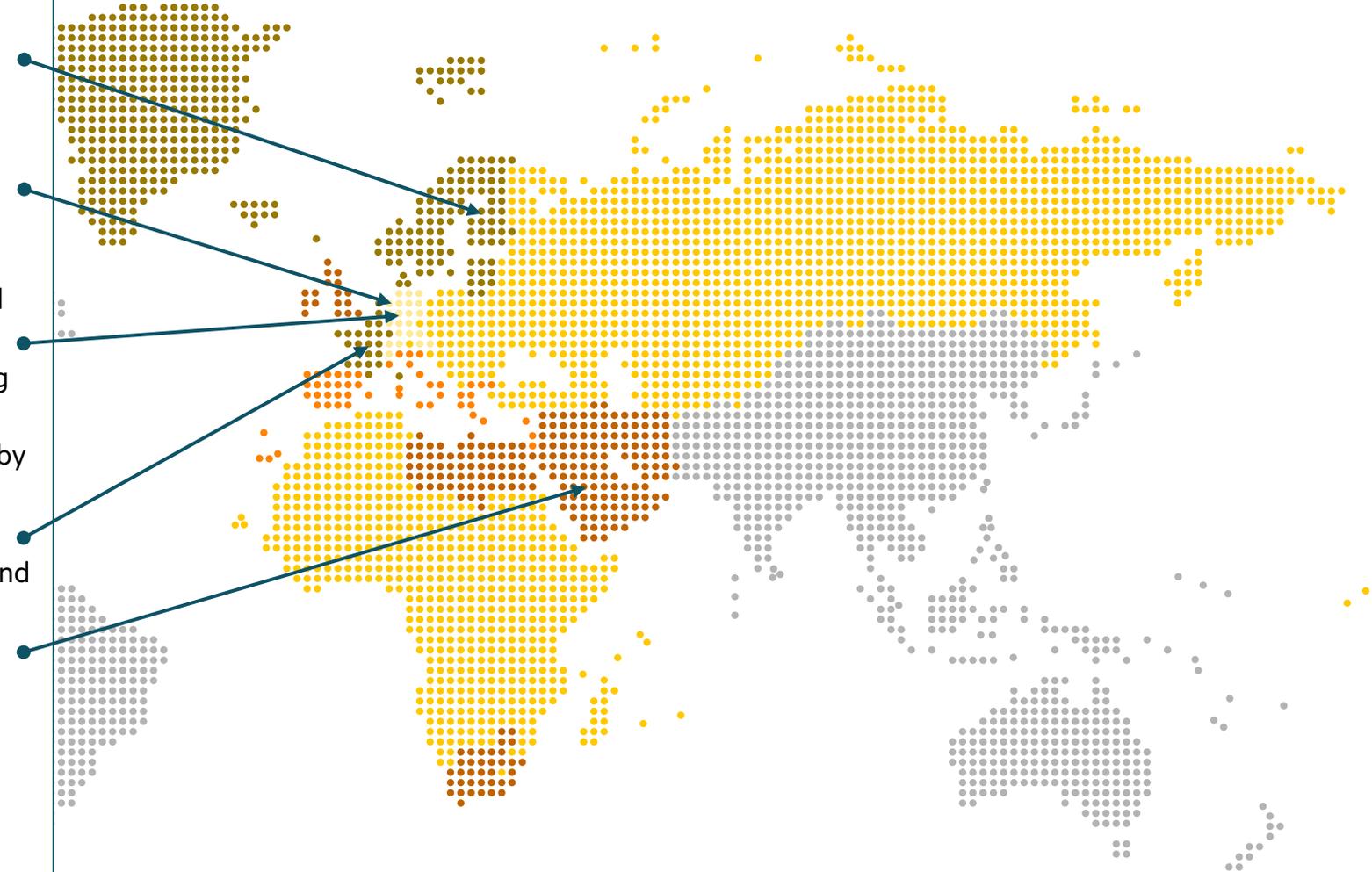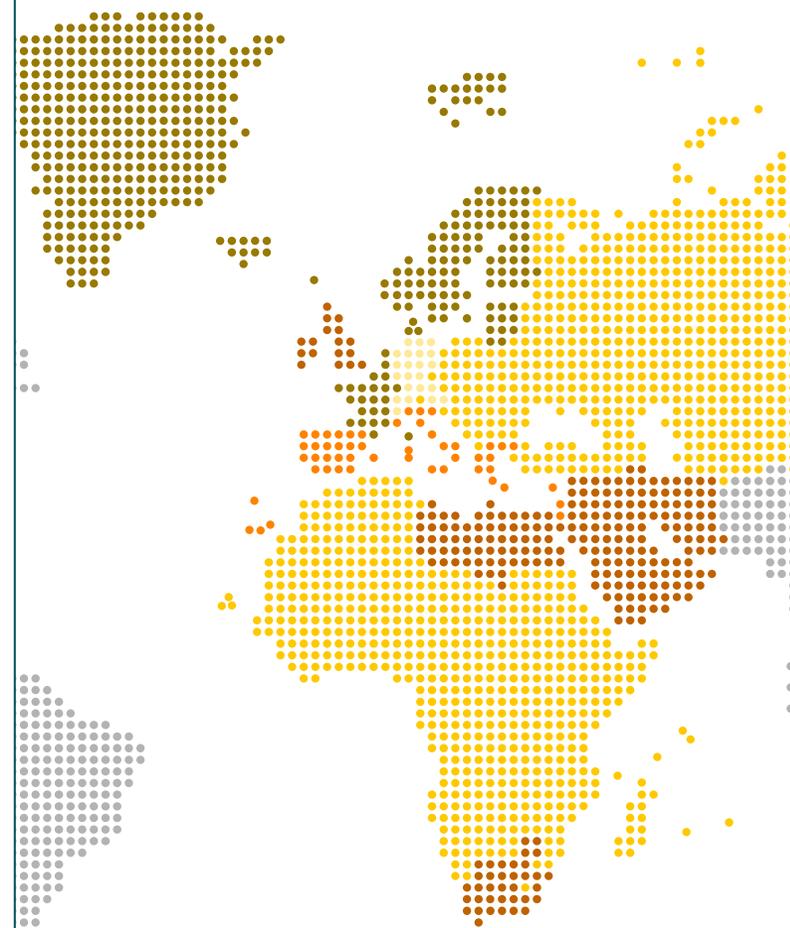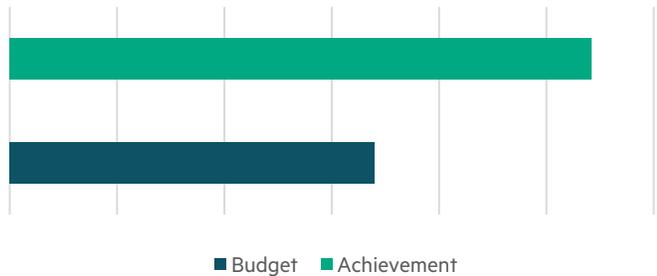
NonStop EMEA FY22 Overview

A breakthrough year of adoption for HPE Greenlake NonStop aaS in EMEA

- 16 Customers signed NonStop as an HPE Greenlake consumption-based model
  - Including HPE Greenlake for Payments – PaaS (NonStop NS8 Systems in a co-location, managed by HPE)

HPE Greenlake for NonStop

■ Budget   ■ Achievement

Adoption across a wide range of Industry sectors
- Including a number of partner SIs who are including HPE Greenlake as part of their End User service contracts

■ HPE Greenlake for Payments - PaaS
■ FSI
■ Manufacturing
■ Transportation
■ Telco
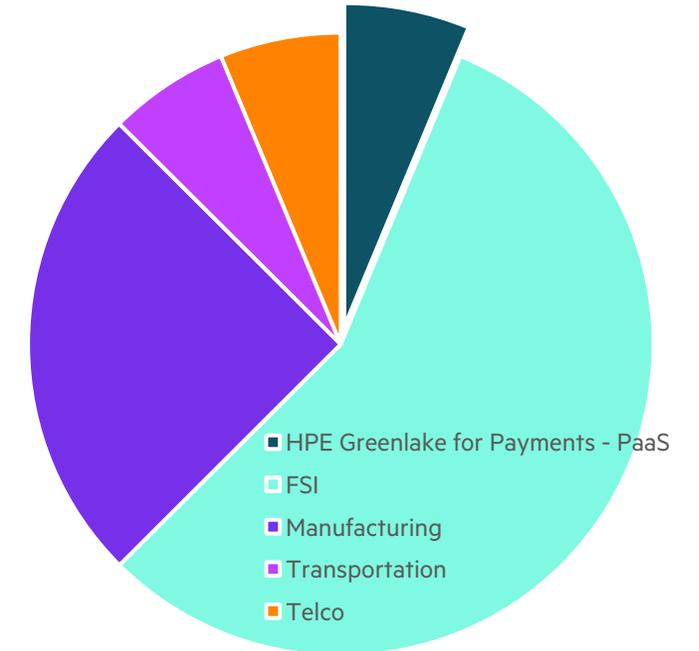
NonStop EMEA 22 Overview

A year of immense pressure caused by external issues such as Supply Chain, Geo-political and Economic factors

A year of massive change within HPE which has affected the NonStop teams :

- Move of NonStop BUs Config, Quote and Ordering to Co-located vNS away from legacy DCs
- Introduction of new General ordering system (S4) through-out the whole of HPE
- Standardisation of NonStop Parts Logistics processes
- Introduction of new Support logging solution (Interim solution)
- Thanks to the HPE NonStop and services teams, as you have been working to limit the customer impact during these changes

Sorry if this caused disruption to you our customers

NonStop on the road again via the Greenlake for Payments initiative, via :

- HPE Discover
- European Banking Association Conference
- Merchant Payments Ecosystem Conference
- Sibos (Swift Conference)

In summary, FY22 was another great year for NonStop!

Thank you all for your continued business

HPE NonStop X family today
Converged, Virtual Converged and Virtualized

NonStop L-Series software	
NS8 Powerful and expansive	**Virtualized NonStop** Private cloud
NS4 Entry-class	**NS2** Entry-class

400Gb to 1.6Tb SSD May 23

Massive scalability

Highest fault tolerant availability for Continuous computing
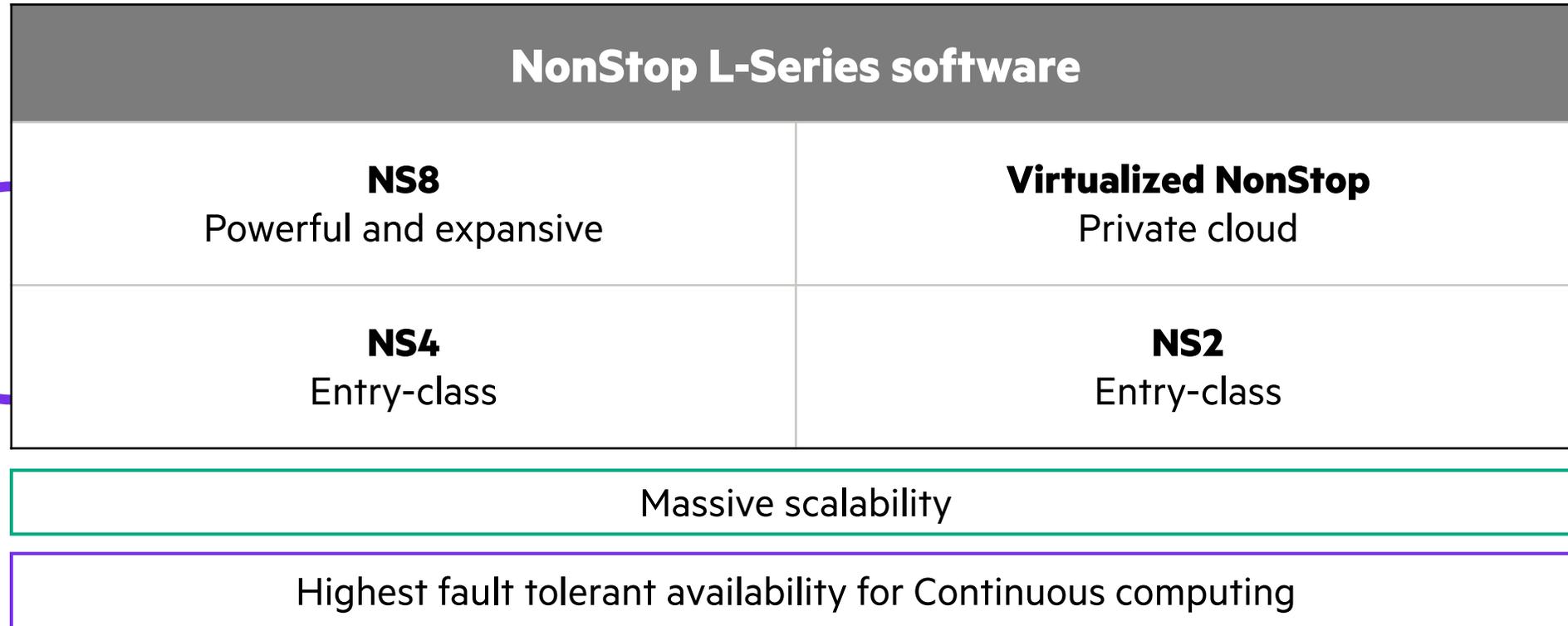
NonStop X—the only fully integrated, fault-tolerant compute on x86

Now with a wider portfolio of HPE provided software toolsets (Security, Management, Continuity, DevOps)

NonStop Converged System Life Cycle

2020
End of Sales
Integrity NonStop i

- Last shipments of the Itanium NSi Blade Systems, after 12 years on Sale
- These 3rd Gen NS2300/2400 and NB56000 have End of Support life Oct24 / Jul 25

2021 Jan
Shipments start
NonStop NS4 & NS8

- 4th Gen of NSX (X4) begin shipment
- 9 Years of NSX
- Introduction of Rack Mount form factor
- Benefits from upgraded generations of CPUs, CLIMs and Infiniband

Oct 2021
End of Sales - System
NS3 & NS7 X3

- Last official sale date for new NSX Blade Systems
- Superceeded by NS4 & NS8
- Caused by the End of manufacture of the C7000 Blade Chassis

Oct 2022
End of Sales Add-ons
NS3 & NS7 X3

- Last Sale of Add-ons to NS X3 12 months after EOS for New Systems
- Post this date supply based on reasonable endeavours , what was left in stock
- May23 CPUs/ CLIMs/SSD Supply exhausted

2024
End of Support Life
HPML Updates

- End of Support life Oct24 of :
- 2nd Gen (X2) NS3X2 and NS7X2
- 3rd Gen NS2300/NS2400
- Please keep up to date using the published HPML/SPML

Key NonStop Products moving to EOSL in next 12 Months

NSX Products	Published EOSL Date
NS7X2	Oct 24
NS3X2	Feb 24
Gen9 Clims (B Variant)	Jan-Apr 24
400Gb SSD (A & C Variants)	Feb 24
Gen 9 NonStop Consoles (C & D Variants)	Jun-Nov 23
VTC (R2 Variant)	Oct 23
VTR (1 & 2 Variants)	Aug-Oct 23
NSI Products	**Published EOSL Date**
NS2300	Oct 24
NS2400	Oct 24
Gen 9 Clims (R5 Variant)	Apr 24
200GB SSD (-200/201 Variants)	Feb 24
400GB SSD (-400/402 Variants)	Feb 24
Gen 9 NonStop Consoles (C & D Variants)	Jun-Nov 23

Please keep up to date using the published HPML/SPML
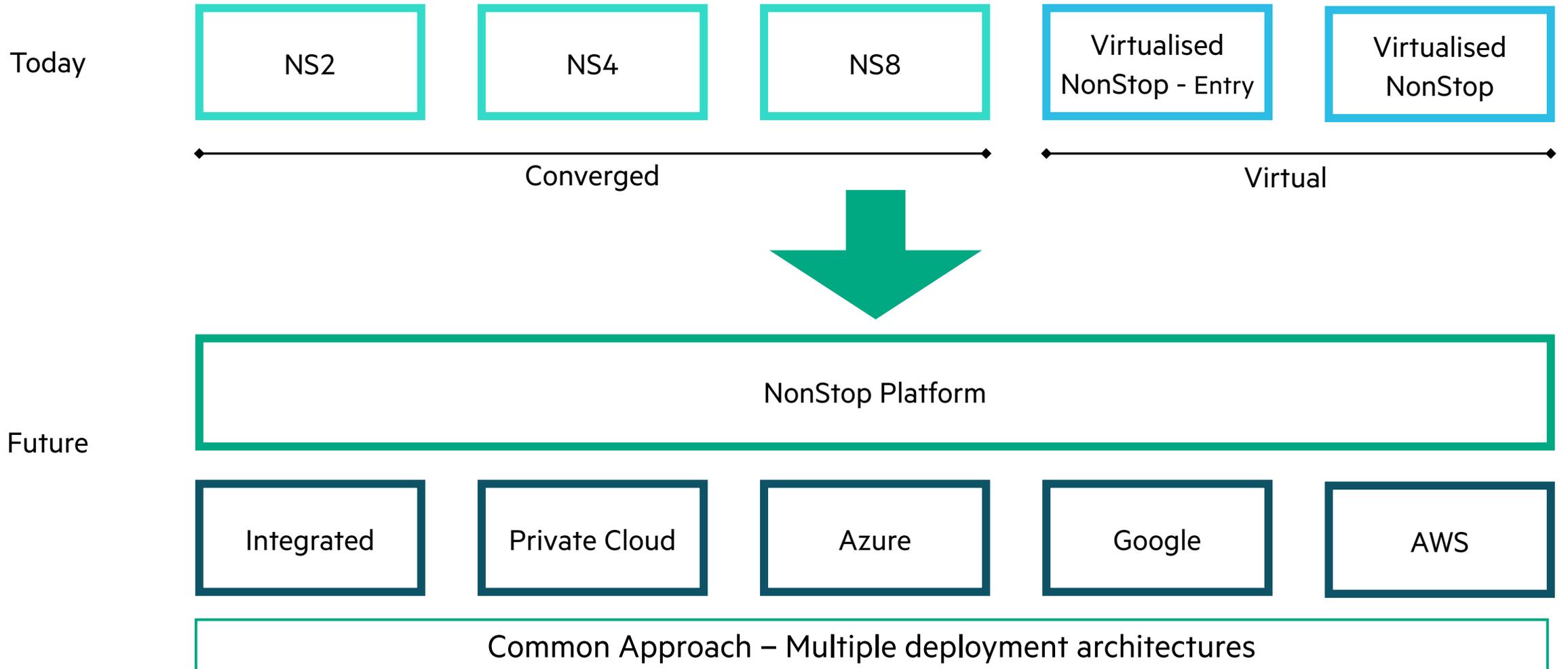
Speak with your NonStop Account Team

Wider range of products

- Additional availability of NonStop solutions through HPE
  - Single Supplier contract
  - Single point of support
  - Consistency of License term
  - Support as part of a NonStop Dynamic Capacity or HPE Greenlake software license model

Partner	Product(s)
XYPRO Mission Critical Security	SecurityOne, XIC & Others
striim	Striim platform
4tech software	Integrity Detective, PANFinder, Tokenator
NuWave MISSION-CRITICAL ENTERPRISE INTEGRATION	LightWave
ETINET	Nova, C-Deep, MQGate, Sentinel
Nexbridge	NSGit
esq	Data Edge
	Prognosis

HPE NonStop Future Direction

Today

NS2	NS4	NS8	Virtualised NonStop - Entry	Virtualised NonStop

Converged   Virtual

Future

NonStop Platform

Integrated	Private Cloud	Azure	Google	AWS

Common Approach – Multiple deployment architectures
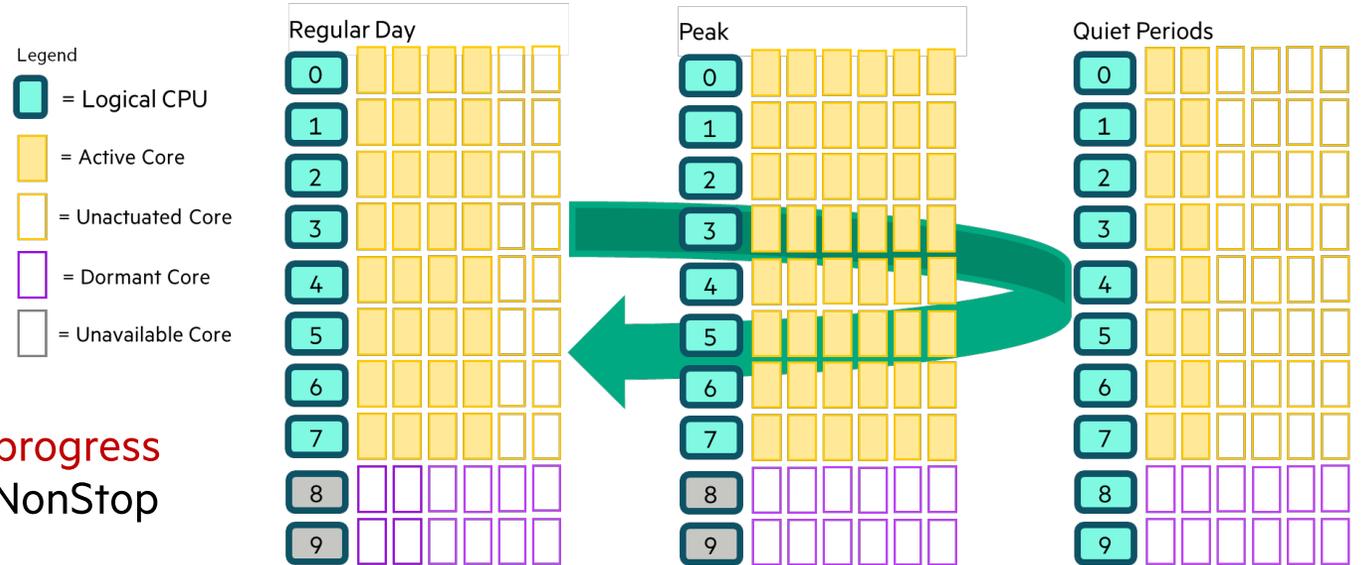
HPE NonStop Future Direction
HPE Greenlake for NonStop with Flexible Cores

- An additional way of offering NonStop through HPE GreenLake with ultimate flexibility
  - Fully flexible Core choice throughout the GreenLake term
  - To be available on High End Converged NonStop and High End Virtualised NonStop
  - Removes restrictions on Core Enablement, Supports core changes 2c -> 4c, 4c -> 6c or 2c -> 6c
  - Variable Greenlake monthly billing based on actual cores used
  - Billing from Greenlake Cloud Platform – Work in progress
  - Utilises NonStop Metering Tool (NSMT)* on the NonStop to track Unit of Measure (UoM)
  - UoM is the core count
  - Measurement period - Work in progress
- A Complimentary HPE Greenlake for NonStop offering - does not replace existing options

* Changes in NonStop OS and manageability software released with L22.09

Legend
- = Logical CPU
- = Active Core
- = Unactuated Core
- = Dormant Core
- = Unavailable Core

HPE Services NonStop Delivery

CINDI HAILES
NonStop Delivery

Reactive Delivery Team

MICHAEL STEGBAUER
GNSC AMS

VIVIANA DI GENNARO
GNSC EMEA

PETER LEWIS
GNSC AP

GreenLake Delivery Team

THOMAS PETRAUSCH
GMS

Proactive/Installation Delivery Team
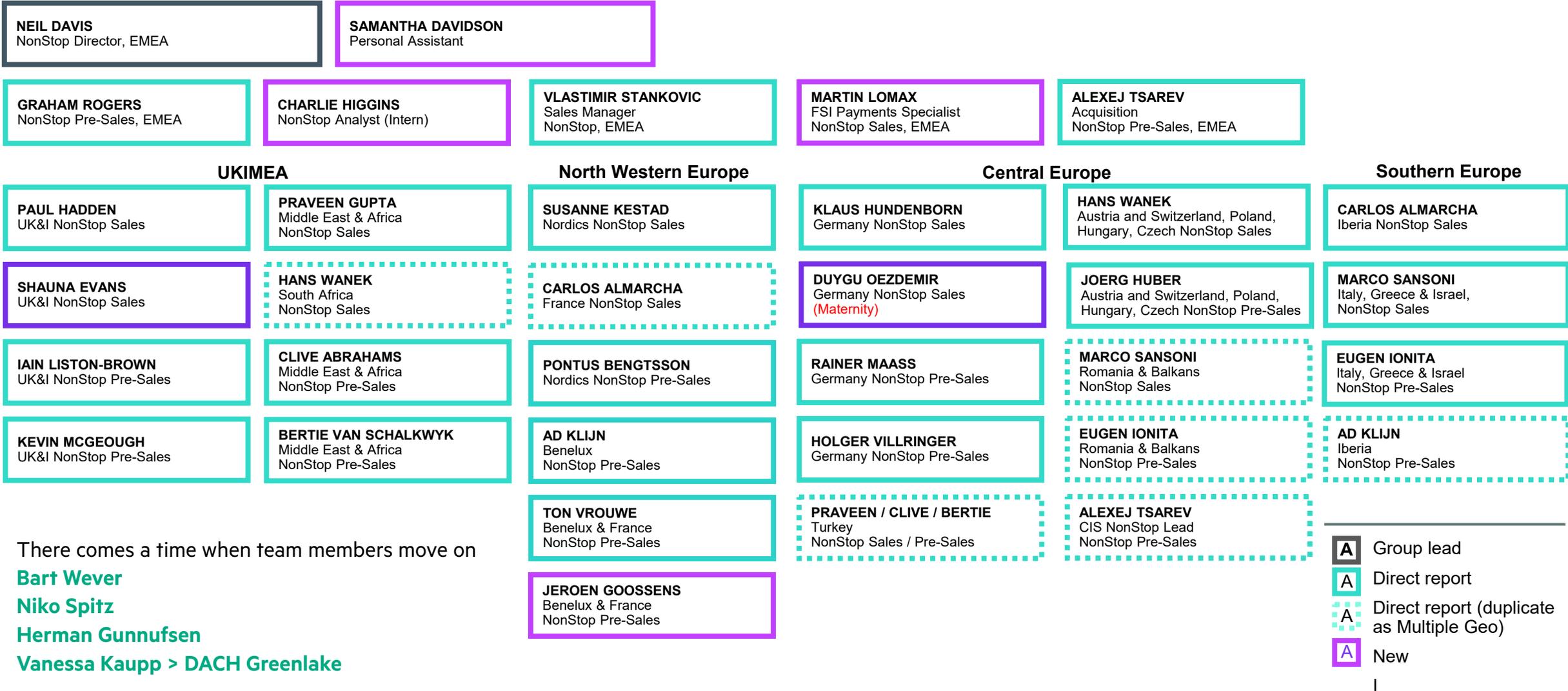
RICHARD COSTELLO
NSEG & Technical Services

Delivery Support

Maria Gangioti
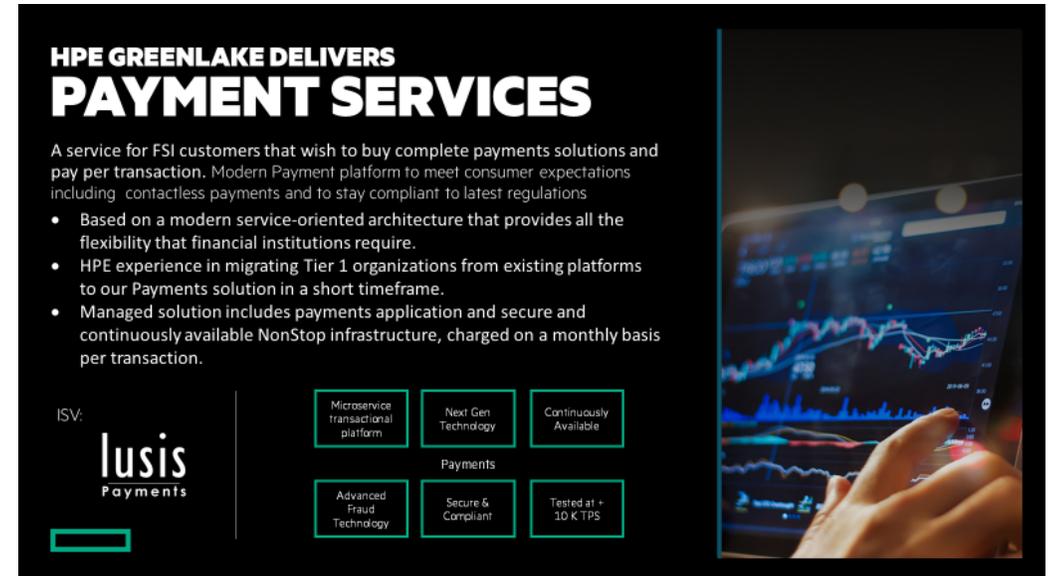Data Management

Proactive/Installation Delivery Team

Geo	Countries	Technical Consulting Lead
Central	Germany, Austria, Switzerland, Poland, Hungary Czech Rep	**Marcus Pullen**
	Romania & Balkans	**Grant Adonis & Billal Mohammad**
	Turkey	**Mohammad Raja**
Europe South	Iberia, Italy, Greece & Israel	**Grant Adonis & Billal Mohammad**
NWE	Nordics & France	**Lars Husby**
	Benelux	**Marcus Pullen**
UKIMEA	UKI, South Africa	**Grant Adonis**
	Middle East & Africa	**Mohammad Raja**

FY23 | NonStop EMEA

NEIL DAVIS
NonStop Director, EMEA

SAMANTHA DAVIDSON
Personal Assistant

GRAHAM ROGERS
NonStop Pre-Sales, EMEA

CHARLIE HIGGINS
NonStop Analyst (Intern)

VLASTIMIR STANKOVIC
Sales Manager
NonStop, EMEA

MARTIN LOMAX
FSI Payments Specialist
NonStop Sales, EMEA

ALEXEJ TSAREV
Acquisition
NonStop Pre-Sales, EMEA

UKIMEA

PAUL HADDEN
UK&I NonStop Sales

PRAVEEN GUPTA
Middle East & Africa
NonStop Sales

SHAUNA EVANS
UK&I NonStop Sales

HANS WANEK
South Africa
NonStop Sales

IAIN LISTON-BROWN
UK&I NonStop Pre-Sales

CLIVE ABRAHAMS
Middle East & Africa
NonStop Pre-Sales

KEVIN MCGEOUGH
UK&I NonStop Pre-Sales

BERTIE VAN SCHALKWYK
Middle East & Africa
NonStop Pre-Sales

North Western Europe

SUSANNE KESTAD
Nordics NonStop Sales

CARLOS ALMARCHA
France NonStop Sales

PONTUS BENGTSSON
Nordics NonStop Pre-Sales

AD KLIJN
Benelux
NonStop Pre-Sales

TON VROUWE
Benelux & France
NonStop Pre-Sales

JEROEN GOOSSENS
Benelux & France
NonStop Pre-Sales

Central Europe

KLAUS HUNDENBORN
Germany NonStop Sales

DUYGU OEZDEMIR
Germany NonStop Sales
(Maternity)

RAINER MAASS
Germany NonStop Pre-Sales

HOLGER VILLRINGER
Germany NonStop Pre-Sales

PRAVEEN / CLIVE / BERTIE
Turkey
NonStop Sales / Pre-Sales

HANS WANEK
Austria and Switzerland, Poland,
Hungary, Czech NonStop Sales

JOERG HUBER
Austria and Switzerland, Poland,
Hungary, Czech NonStop Pre-Sales

MARCO SANSONI
Romania & Balkans
NonStop Sales

EUGEN IONITA
Romania & Balkans
NonStop Pre-Sales

ALEXEJ TSAREV
CIS NonStop Lead
NonStop Pre-Sales

Southern Europe

CARLOS ALMARCHA
Iberia NonStop Sales

MARCO SANSONI
Italy, Greece & Israel,
NonStop Sales

EUGEN IONITA
Italy, Greece & Israel
NonStop Pre-Sales

AD KLIJN
Iberia
NonStop Pre-Sales

There comes a time when team members move on

Bart Wever

Niko Spitz

Herman Gunnufsen

Vanessa Kaupp > DACH Greenlake

A	Group lead
A	Direct report
A	Direct report (duplicate as Multiple Geo)
A	New

Priorities for 2023 in EMEA

- Continue our great Customer relationships
  - Support our existing customers business and technical needs
  - Training, Augmentation or Out-tasking management resources

- Conversations on a wider range of problem spaces, especially around;
  - Digital Resilience & Cyber Threat
  - PCI 4.0 Compliance – inc Tokenisation
  - Security, Security, Security
  - Data and Application Modernisation , use of DevOps
  - Cloud Migration strategy
  - Disaster Tolerance and Recovery
  - Manageability and Operations

- Acceleration of Optimized, co-engineered software solutions
  - HPE Greenlake for Payments
    - NonStop focused programme on Retail Payments solution for FSI, Retail and Transportation
  - Abat Smart Manufacturing
    - Manufacturing Execution Systems for Manufacturing
  - Contact Vlastimir Stankovic, Martin Lomax or Alexej Tsarev for more information

Other User Events

- GTUG – 6th & 7th June, Wiesbaden
- TBC - 12th – 14th September, Denver, US
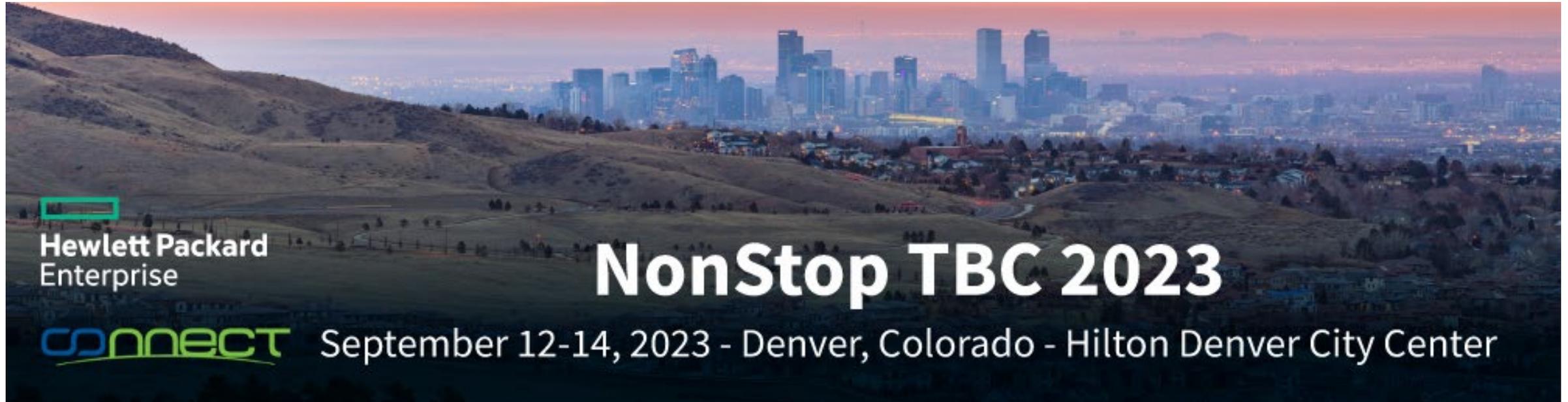
- INNIG – TBC Netherlands – watch for updates!
- VNUG – TBC Sweden – watch for updates!
- BITUG Litte Sig – December London
- eGTUG –May/June 2024, Berlin Germany – watch for updates!