

OPEN SOURCE SOLUTIONS INITIATIVE



HP Intel Red Hat

Open Source Solutions Initiative

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WHEN LEADERS JOIN FOR
BEST IN CLASS SOLUTIONS.

Deck content

- This deck describes the HP Intel and Red Hat joint Open Source Solutions Initiative conducted at the **HP Intel Solution Center** and shows the added value to the actors for delivering best in class Open Source & Linux (OSL) solutions to customers and partners.
- Content
 - The HP Intel Solution Centers
 - The OSSSI in short
 - Value Proposition
 - Recent engagements and successes
 - Call for action

HP Intel Solution Centers

A Unique Initiative with worldwide coverage hosting the OSSl



- » World wide programs, including Cloud Center of Excellence, RISC to HP Intel Architecture Migrations, HP Networking Customer Visit Center and more
- » Over 200 projects conducted successfully
- » Complete IT (400+ systems) & Telecom infrastructure
- » Portfolio of 40+ solutions with access to HP & Intel ecosystem of Partners
- » Complete test & validation environment
- » **Strategic partnership with Intel, 10-year long standing collaboration**
- » **Strategic partnership with Red Hat since 2009**

- » **A unique proof point in the industry with a proven service offer**



Mission: Accelerate the adoption of new and innovative solutions by creating simple and rewarding end-to-end customer experiences that benefit our Service Providers, NEPs, Communications Media & Entertainment customers and partners, in a compelling and engaging collaborative environment.

...more information available at <http://www.hpintelco.net>



The OSSSI in short

Initiative overview

hp intel redhat

**OPEN SOURCE
SOLUTIONS
INITIATIVE**

↑
Test
Deploy
Application porting
Benchmark
Proof of concept
Workshop
Assessments

**WHEN LEADERS JOIN FOR
BEST IN CLASS SOLUTIONS.**

- » Drive awareness and adoption of Intel, HP and Red Hat solutions as the highest value. Enable the platform for today and tomorrow for corporate and enterprise solutions.
- » HP #1 in Linux server market share (IDC Quarterly Server Tracker 4Q10)
- » Intel is the 2nd contributor to the Linux kernel (LWN.net, 2009)
- » Red Hat is the leader in Open Source and #1 vendor gaining market shares of IT budgets (Piper Jaffrey, June 2009)
- » Available for all verticals and industries and for all products of Red Hat



- » Executive briefings and discovery sessions
 - » Migration workshops
 - » Innovative Solutions
 - » Proof-of-Concepts
- ...more information available at <http://www.hpintelco.net/hp-intel-redhat.htm>

The OSSSI Proposition

The value to HP, Intel, Red Hat and to our customers and partners

- Help Sales Teams to:
 - Speed time to market and accelerate the adoption of ProLiant / Xeon / RHEL based solutions
 - Enable revenue stream beyond the platform
- Provides:
 - Executive briefings and discovery sessions, Unix to RHEL workshops, Innovative Solutions, Proof-of-Concepts
 - Best of class data center with onsite/remote access capabilities
 - HP, Intel and Red Hat experts with best practices and know-how
 - Access to additional ISV/IHV when needed
- Available for HP Intel and Red Hat customers and partners
- ISVs are welcome to join our program
 - Test all Red Hat Products with your application(s)
 - Access to the latest Red Hat Products (JBoss, RHEL, RHEV, etc)
 - Access to latest HP servers, storage and Management software



A genuine 400+ systems datacenter with services dedicated to and tuned for customers and partners (deployment & configuration, access & security, monitoring, backup, Proof-of-concept support...)

Recent engagements and successes

- **French retailer – 300-600 servers worldwide – RHEV solution for emerging countries**
Quote: "It's for me the opportunity to thank you, as well as your partner HP, for your availability, your support as well as the technical resources put at our disposal. Tests have been performed ideally without major problem."
- **Italian based customer – 180 servers involved – Consolidation on RHEL+KVM**
POC done, including transfer of VMs to customer systems. Production status. This PoC followed another one also for Italy for a consolidation on 50 servers with the same technology (RHEL + KVM on ProLiant G7 Xeon).
- **WW FSI customer - 5,000 to 10,000 servers - RHEL based software appliance**
12 Remote Workshops in 2010, one f2f meeting. Involved in upcoming architecture and technical choices
- **Middle East Airline company – 100 servers – Middleware migration to JBoss**
Performance PoC on application migration from proprietary J2EE stacks to RH JBOSS on ProLiant G7 Xeon.
- **EMEA customer – 20 servers – SAP HA RHEL solution**
Starting PoC setup with HP and Red Hat Waldorf support around RHCS. Scalability study with DL 980 G7.
- **EMEA customer (Nordics) – High-end Oracle DB on RHEL solution**
Design and configuration on ProLiant DL 980 G7 and RHEL 6. Deal won.
- **Global Telecom Equipment Provider – Migration from SPARC/Solaris to ProLiant/Linux.**
Strategic decision to go for Linux on HP ProLiant RMS and blades. Project delivered across EMEA and China.



HP and Intel received the « Stronger Together » Award 2011 for the OSSI during the EMEA Summit in June.

Call for action

Engage with us now!

HP

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» Engage with us and schedule joint customer sessions and workshops.

» Get in touch with us with a short description of your project and needs, expect our reply within 48h max.



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OPEN SOURCE SOLUTIONS INITIATIVE

presented by



redhat.

From OS and HW to DB and EAP

2011/2012 – Focus on middleware stack with Oracle DB to Open Source options migration (PostgreSQL Plus, MariaDB...), Virtualization options, and Enterprise Application platforms (BEA Weblogic, IBM Websphere) to JBoss EAP



Solaris and Linux compared virtualization Technical study of hardware and OS virtualization (containers)

Oracle and MySQL performances characterization Multimillion TPM reference architecture with leading Open Source tool HammerORA

RISC to IA Migration Tooling 3PP handling and Continuous Packaging w/ project-builder.org

SPARC to IA Migration Tooling C-level set of tools for assessment, evaluation and accelerated migration.

Telecom Provider (Apr. to May'11) Validation of Oracle DB on DL980G7 with RHEL for hosting provider. Deal closed in May'10.

Telecom Equipment Provider (Since 2009) Migration from SPARC/Solaris to ProLiant/Linux. Strategic decision to go for Linux. Project delivered across EMEA and China.

Telecom ISV (OSS/BSS) Performance testing and tuning of the voice and data roaming solutions. Bottlenecks to x86 migration removed through strong HP Intel collaboration. Deal signed in Aug.'10.

Telecom Equipment Provider (Sep.'09 to Mar. '10) SPARC to x86 migration of Network Management Systems (wireless and access). 1.5 MLOC, ~50 third parties. Performance improvement from 3x to 10x. Decision to migrate to HP.

