



HPE SYNERGY

ONE INFRASTRUCTURE TO RUN ANY WORKLOAD

COMPOSABLE, SOFTWARE
DEFINED INFRASTRUCTURE THAT
SPEEDS APPLICATION DELIVERY

Gain efficiency and control. Deploy IT resources quickly for any workload through a single interface.

HPE Synergy, a powerful software-defined solution, enables you to compose fluid pools of physical and virtual compute, storage and fabric resources into any configuration for any application. Help customers transition from HPE BladeSystem and other obsolete products and benefit from:

A single infrastructure of fluid resource pools of compute, storage and fabric to support any workload

Software-defined intelligence for template-driven workload deployment to automate and accelerate IT operations

A unified API to deliver infrastructure as code

TAKE A CLOSER LOOK AT HPE SYNERGY.

WATCH THE VIDEO  **OR EXPLORE THIS INTERACTIVE GUIDE** 

TO FIND OUT MORE, GO TO INGRAMHORIZON.COM/UK/SYNERGY





A HYBRID IT ENGINE FOR YOUR DIGITAL TRANSFORMATION

1.

DELIVERS CLEAR BENEFITS FOR HPE BLADESYSTEM INSTALL-BASE CUSTOMERS

For existing c-Class customers planning a technology refresh or upgrade, HPE Synergy delivers better performance for traditional workloads and introduces new innovations like the HPE Synergy Image Streamer to enable DevOps for a fully composable environment. With specific enhancements in raw compute, storage and fabric resources compared to c-Class, HPE Synergy delivers real benefits such as 41% lower cost per virtual machine.¹

2.

DELIVERS CLEAR ADVANTAGES AND OUTPACES CISCO UCS ENVIRONMENTS

HPE Synergy delivers one infrastructure with one management experience, and a future proof composable infrastructure design ideal for both traditional and cloud native applications already resulting in 15% lower TCO than Cisco UCS.²

3.

COMPOSABLE INFRASTRUCTURE IS THE FOUNDATION FOR A DIGITAL TRANSFORMATION

For customers seeking a solution for an efficient and cost-effective way to transition to a truly Hybrid IT model, HPE Synergy is the answer. With HPE Synergy, customers can run both mode 1 and 2 applications from a single, flexible platform, saving on hardware costs and software licensing, while reducing complexity in the data center from installation through lifecycle management.

4.

PLATFORM FOR AGILE DEVOPS

Enable DevOps like never before by putting on-prem infrastructure in the hands of developers with a single Unified API and extensive partner ecosystem aligned with HPE Synergy. Now through just a single line of code, Docker, Ansible, and Mesosphere developers can provision HPE Synergy for testing in minutes.

5.

PRIVATE CLOUD MADE EASY

HPE Synergy with 3PAR storage is the ideal platform for delivering a cloud experience on premise for critical applications. Solutions like HPE Synergy with HPE Helion CloudSystem 10 enable your customers to deliver infrastructure across teams and organizations at the speed of cloud, and simultaneously cut unplanned costs by reducing shadow IT purchases.



¹ The benefits of evolving your HPE BladeSystem environment to HPE Synergy
² HPE Synergy advantages vs. Cisco UCS



1.

SPEED

Today, the speed at which a company can get new services to market defines success. With template driven provisioning, HPE Synergy enables DevOps teams to deploy virtual machines, containers, infrastructure, and OS for bare metal applications in minutes, putting new experiences into customer hands faster. HPE Synergy Image Streamer adds a powerful dimension to “infrastructure as code”—the ability to manage physical servers like virtual machines. This new approach for composable infrastructure combines true stateless computing with rapid deployment and updates.

3 Gartner Says a Massive Shift to Hybrid Infrastructure Services is Underway
4 HudsonAlpha implements a robust platform for life-saving research
5, 6 HPE Synergy advantages vs. Cisco UCS

2.

AGILITY

Through a single management interface, HPE OneView, you can quickly provision and re-provision HPE Synergy resources to match the needs and demands of workloads and applications, drastically reducing overprovisioning. The flexibility of HPE Synergy allows you to find your right mix and deliver a truly hybrid IT model in the data center, ahead of the growing Hybrid Infrastructure trend.³

3.

SIMPLICITY

HPE Synergy is a single platform to run all of your workloads, eliminating the need for separately managed, complicated siloes of infrastructure. HPE Synergy Composer automatically discovers and integrates new resources with existing HPE Synergy frames in the managed environment, saving significant time during initial installation and setup.⁴

4.

FUTURE-PROOFED

EHPE Synergy is architected to meet your needs now and well into the future: HPE Synergy is Photonics ready and can deliver midplane bandwidth speeds of up to 16 Tbps, more than 10x the bandwidth capability of Cisco UCS.⁵

5.

SAVINGS

HPE Synergy simplifies and consolidates your data center, expanding your capabilities with a single infrastructure, reducing the total cost of ownership compared to Cisco UCS by 15%.⁶





HPE SYNERGY – THE FUTURE IS NOW

Help customers capitalise on the benefits of migrating to **HPE Synergy**—**speed, agility, simplicity**, cost-savings and **future-proofing**—from a Cisco UCS infrastructure.

Cisco's aging UCS platform has not kept pace with the idea economy; it continues to impede scale, increase complexity, decrease operational efficiency, and drive up costs.



FLUID RESOURCE POOLS = LESS COMPLEXITY, BETTER SCALABILITY AND HIGHER PERFORMANCE

- Allows customers to standardize on a single architecture that integrates compute, storage, and fabric in an all-in-one solution.
- Readily scales and delivers applications with high operational efficiency.
- Cisco has multiple UCS platforms and form factors, depending on workload characteristics.⁷



SIMPLIFYING YOUR DATACENTER = BETTER ECONOMICS

- Reduces TCO by 15% compared to Cisco UCS.²
- Up to 88% fewer steps needed to boot from SAN, and 60% less time to apply firmware updates.⁸



HPE ONEVIEW = INCREASING EFFICIENCY

- Faster, with up to 63% less time needed.³
- 91% of customers who replaced Cisco UCS Manager/Central with HPE OneView increased the number of servers managed across multiple locations by 25% while keeping staffing levels the same.⁹



UNIFIED API = FUTURE PROOFING APPLICATION AND TOOL AUTOMATION

- Easier integration and automation with leading DevOps tools, with HPE Synergy's modern interface. Cisco UCS is still using old and limited XML API.¹⁰



HPE SYNERGY + 3PAR = RECORD PERFORMANCE AND HIGH SLAS

- HPE offers leading end-to-end solutions, from compute to storage.
- Cisco must partner with third-party storage vendors.
- HPE 3PAR is the #1 storage for all Gartner Critical Capability use cases and has world-record SPC price-performance.¹¹

7 blogs.cisco.com/datacenter/composable-infrastructure-part-5-the-right-tool-for-the-job
 8 HPE Synergy advantages vs. Cisco UCS / Principled Technologies Report

9 TechValidate: HPE OneView Customer Statistic
 10 The Hunt for the Perfect API
 11 Benchmark results as of April 27, 2017



RESPONDING TO...

FEAR...

HPE Synergy is more complex than competitive solutions.

A new report by Principled Technologies proves that for day-to-day operations in the data center, HPE Synergy is faster, requires fewer steps, and uses fewer administration tools than Cisco UCS. HPE Synergy saves from 8 to more than 30 steps, and in most cases, is more than 60% faster, using fewer interfaces, depending on the task.¹² At scale HPE Synergy savings really add up—save a year of IT Admin time just doing Firmware updates.¹³

UNCERTAINTY...

You must guess about application resource needs before deploying HPE Synergy.

HPE Synergy manages pools of resources and lets you deploy them against the needs of your application. No guessing required. All you need to do is add resources to your environment, from one frame up to 21 frames. Then with HPE Synergy, you can compose and recompose to match the changing needs of your applications. These resources can be updated and redeployed as necessary, without service interruptions

DOUBT...

I/O devices are physically installed and configured in servers.

That's true. I/O devices are installed in all servers. What is different with HPE Synergy is that HPE Virtual Connect provides a wire-once, change-ready environment that makes it easy for administrators to manage dynamic network environments. HPE Synergy Composer manages HPE Virtual Connect to deliver simple, composable bandwidth resources without predetermined ratios.



¹² Principled Technologies Report

¹³ HPE Synergy and Cisco UCS: Comparing four typical datacenter tasks



MAIN OBJECTIONS

	Composability doesn't matter.	We need the benefits of both cloud and on-premises IT, and getting them both from one solution would be costly and complex.	We only want to run a standard x86 rack platform with software-defined technologies.	HPE Synergy is too expensive.
	A composable infrastructure enables you to manage your infrastructure resources—physical, virtual, on-premises, and cloud—to deliver a better mix of performance, security, scalability, and cost for your workloads.	HPE Synergy:	This is exactly what HPE Synergy delivers with its IaaS design that is managed from a single software interface.	HPE Synergy offers architectural advantages that translate to a 15% TCO saving over Cisco UCS.* * Technical white paper—HPE Synergy advantages vs. Cisco UCS
HPE SYNERGY	<ul style="list-style-type: none"> Creates a 24x7 data center Enables you to compose/recompose resources Supports a multi-app, multi-storage, multi-deployment environment that lets users simply and easily match hardware to the needs of the application and the business, dynamically and in real-time 	<ul style="list-style-type: none"> Delivers one infrastructure for all apps, both traditional and cloud-native Provides an IaaS solution that flexes to meet the needs of the app Makes it simple and efficient to manage the entire solution faster, easier, and with fewer tools 	<ul style="list-style-type: none"> Aggregates compute, storage, and fabric resources to scale to each application's needs and manages them via a single software interface. Reduces complexity and improves performance while lowering cost by eliminating top-of-rack switches. Supports local distributed storage, DAS, and SAN, all at the same time. Supports bare-metal provisioning at 16 Tbps midplane speed. 	HPE Synergy reduces cost by: <ul style="list-style-type: none"> Using only one infrastructure to run any application, reducing CAPEX and freeing staff Eliminate costs by removing top-of-rack switches Cuts CAPEX by dramatically reducing resource overprovisioning with Synergy's composable design Saves money by reducing time and complexity of routine tasks by using HPE OneView, a single management tool for compute, storage, and fabric
CISCO UCS	<ul style="list-style-type: none"> Missing storage Has architecture limitations Has an uncertain future Needs different form factors or specialized offerings to deliver solutions for various applications 	<ul style="list-style-type: none"> Has multiple interfaces and older XML APIs, making automation complex Makes it difficult to optimize bandwidth and scale at the same time Is complex to manage, forcing you to use multiple legacy tools with out of date functionality 	<ul style="list-style-type: none"> Requires multiple vendors and software tools. Does not aggregate all the necessary elements into a single software-driven solution. Cannot easily or simply deliver multiple storage solutions and topologies. Does not offer disaggregated storage. UCS forces a tradeoff between bandwidth and scale with its top-of-rack switch architecture which increases your costs as bandwidth requirements escalate. 	With Cisco UCS, as the deployment scales, cable count and management costs increase significantly due to the top-of-rack architecture, resulting in higher TCO.

Take a look at **'Beat the competition today & win the future with HPE Composable Infrastructure'** presentation for a detailed look at HPE Synergy and how it compares to the full spectrum on competitive solutions in the marketplace

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INGRAM[®] MICRO

Hewlett Packard
Enterprise
Authorised
Distributor

Why HPE Synergy

Cisco UCS Comparison

Typical Objections

Overcome Objections

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