

HP BladeSystem Investment Protection  
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Hi.

I'm Steve Gillaspay,  
here to talk about how  
to evaluate the transition of HP BladeSystem p-Class to c-Class in your data center.

While you are making strategic decisions to support your business goals over the next several years, rest assured that HP will deliver investment protection for your current HP BladeSystem p-Class infrastructure and help you evolve into the new generation of c-Class.

Let's recap what's happened with blades in the past several years.

In mid 2002,  
HP introduced the BladeSystem p-Class family to fulfill the need for a more flexible, modular server infrastructure that could handle many different workloads and help customers reduce IT operational costs.

HP is committed to BladeSystem p-Class and intends to sell the current generation of the servers and infrastructure throughout 2007 and provide support until 2012 that's an additional five years of support.

We continue to enhance HP BladeSystem p-Class and recently launched our first Itanium-based blade, the BL60p.

We will soon launch the newest generation of the BL20p, BL25p, and BL45p server blades with the latest processor technologies from both Intel and AMD.

In order to provide investment protection,  
the p-Class and c-Class offerings will overlap  
for 18 months.

Also, both p-Class  
and c-Class BladeSystem can co-exist  
in the same rack.

The connection to the data center remains consistent, using the same power, network and SAN connections.

HP is dedicated to offering the latest server technologies in the p-Class portfolio.

p-Class and c-Class server blade technologies are nearly identical.

We offer blades with the latest processors, new Integrated Lights Out 2 management, small form factor SAS and SATA drives, fully buffered DIMMs and multifunction NICs standard in both p-Class and c-Class.

Commonality is not only important between p-Class and c-Class...it is important to leverage technology between HP BladeSystem and our ProLiant DL and ML servers.

We work very hard to ensure our management tools and components are common, allowing you to have a familiar experience with HP technology.

The p-Class and c-Class will use the same management tools—Integrated Lights Out, Systems Insight Manager, and Rapid Deployment Pack—so you don't have to learn another new tool when you deploy HP BladeSystem c-Class.

These are features of the new Insight Control management tool set.

In the past, migrating to a new server, be it rack-mount or blade, you started at the very beginning.

That meant loading the drivers, installing the operating system and applications, AND transferring data to the new platform.

Many times, customers who tried this with an off-the-shelf ghosting product typically found the process filled with errors, often requiring several hours to diagnose and correct problems.

The HP Server Migration Pack, the Physical to ProLiant Edition, now makes migration automated, accurate and affordable.

What's even better,

this tool will allow migrations from ANY x86 vendor's server to HP ProLiant.

From the Physical to ProLiant console, simply identify the source server, identify the target server and hit "enter!"

HP BladeSystem p-Class has supported multiple generations of server blades.

This year, the 4th generation blade for the p-Class will begin to ship.

HP is proud to have been the first technology vendor to deliver dual-core blades from AMD, and we will refresh the server line later this year.

Also later this year, the new dual-core Intel processors will be offered, including the new microarchitecture they will bring to market.

HP offers an Itanium-based blade, the HP Integrity BL60p, being the first IPF blade on the market.

What's most important to note is that all of the p-Class BladeSystem products shown here can co-exist in the same enclosure and use the same power and interconnects.

Investing in your data center requires careful planning and a sound understanding of how to get the most for your money.

HP Financial Services offers a number of ways to make this step easier.

If you are not quite ready to transition to the new c-Class BladeSystem, HP Financial Services can buy your current blades from you and then lease those back to you over a period of time in a sales leaseback program.

This gives your business a cash infusion and allows you some more time to determine when to begin the transition to c-Class.

We can also provide low lease rate financing for any new blades or additional equipment you may wish to add to your existing infrastructure.

When you're ready to transition to the new c-Class BladeSystem AND you choose to lease through HP Financial Services, we have many capabilities that we can offer.

Have your account team contact HP Financial Services for more details on the programs.

Whether p-Class or c-Class HP BladeSystem infrastructure, HP delivers leading-edge technology to keep your business achieving greater and greater success.

We thank you for using HP BladeSystem and look forward to a long and successful partnership in growing your business.