

Technology and Solutions Summit 2018

Plan time to visit the HPE Presales Suite!

Don't miss the opportunity for hands-on demonstrations and one-on-one discussions with experts representing various Presales tools and resources from multiple BU.

Opening timing

Monday, 19 March	10:30 - 12:30
Tuesday, 20 March	12:30 - 18:30
Wednesday, 21 March	12:30 - 18:30
Thursday, 22 March	10:00 - 16:30
Friday, 23 March	Closed



Partner Ready Competencies

Stop by and discover Partner Ready Competencies. A state of the art engagement that enables, recognises and rewards our partners in the market on their solution capabilities.

Memory Driven Compute (MDC)

Bridge the gap and help customers down the journey to MDC (The Machine) leveraging technologies from Labs, Mission Critical group, and AI/HPC group

HPE's Hybrid IT Solutions

Get the latest news on Hybrid IT Reference Architectures / Reference Configurations from HPE. Discuss how these can help you address customer needs. Provide feedback on other solutions that would help address your customers' business opportunities.

The Composable Infrastructure Partner Program

Stop by and learn how to leverage the Composable Ecosystem partner community to help you with customer engagements and learn how these integrations help elevate the conversations to a strategic and solution/workload focused discussion.

The HPE Developer Community Program

Discover what HPE's new Developer Community Program offers customers, partners, and IT professionals. There is access to technical information, practical suggestions, and peer insights. Users can view and contribute to the growing set of assets. These include use cases, best practices, plus code/integrations that simplify the way customers adopt and optimize their hybrid IT environments. HPE developer advocates participate to share their thoughts and ideas on usability, integration, and best methods to consume cloud native and dev/ops tools in services.

Airheads Community; PRfN portal; Arubapedia for partners

Discover the Airheads community: this world-class platform enables partners and customers to share information and best practices through discussion forums, knowledge-based articles, expert blogs, and content on wired and wireless technologies, network security, and all things mobile and IoT. Visit the Partner Ready for Networking portal and Arubapedia for Partners to easily find key tools and resources, and don't miss the IRIS configurator and ASE configuration builder.

Canned Demos and Build Your Own Hands-on experience

Aruba provides partners and employees the tools to be successful in selling HPE's Mobile-First solutions. Among those tools are SEEL, a demo environment in which pre-configured demos can be shown at the customer site. And in WorkBench you can build your own customized network based on the customer requirements. You can test and demonstrate how the solution solves the customer's problems.

INFOSIGHT on HPE Storage

NEW HPE Infosight: Get to know the tools, resources and learning modules available for Presales to help support and grow your 3PAR & Nimble Storage Business

SAF & NinjaStars

Get the latest on the newly released tools in the Storage Assessment Toolbag: Host Collection, Storage Crawler and capacity estimators

Business Solutions Frameworks

Meet with experts behind the solution whitepapers and reference architectures that have been part of the Solution Month Program: SAP, Oracle and more

DCS: Datacenter Simulator

The Datacenter Simulator is an appliance that simulates the current data-center enabling one to test OneView with simulated hardware that encapsulates all the characteristics of the real hardware. The transition between real and simulated hardware is transparent for an OneView user. While the initial intent was to enable engineering test teams such to run performance/scale tests simulating large environment, DCS is however no longer confined to that. DCS is also being actively used by the OneView development teams, L&D for training, marketing a pre-sale group to provide demo's and Hands-on-lab at customer events such as Discover, Aspire and TSS.

We show here a demonstration of both version of the DCS: Synergy composer 4.1 and C7000 OneView 4.1. Installation tips (cloud and laptop), schematics details, limitation versus real hardware. Suggestions for improvement are expected and greatly appreciated.

Geneva Customer Innovation Center & Solution Demo Portal

The Geneva Customer Innovation Center exists to help customer and partner organizations accelerate business outcomes, by providing deep-dive experiences on HPE technologies, solutions and services - on-site in Geneva and remotely from WW. In addition, Solution Demo Portal delivers access anywhere, anytime to key technical resources including live demonstrations.

Data Protection presales tools

Data Protection tools. Discuss and review new tools and capabilities with StoreOnce and BURAL leveraging newly released RMC capabilities to simplify customer recovery needs. Understand how to use NinjaProtected + to analyse a customer's existing backup environment and propose new solutions. Use DD Analyser to review a customer's Data Domain and propose a StoreOnce replacement.

Factory Integration Services

Demonstration and discussion on how customers can benefit from interacting with HPE engineers building their solutions in our factory

Leverage the power of mixed reality HoloLens and the factory integration process.

Remanufactured Products from HPE Renew

Checking availability of remanufactured HPE products, same quality, same warranty, but cheaper. When pricing or availability of new products is an issue - see how HPE Renew can help.

Maximize WW OEM and/or catalog based business continuity

Initially developed for OEM partners and HPE OEM virtual teams co-working to maximize their worldwide OEM business, Life Cycle Tool and related Best Practices definitely enable all catalog based businesses to accelerate innovation absorption and support business continuity (thus revenue incomes) despite products' transition.

OEM and/or catalog based business continuity relies on HPE SKUs transition anticipation/pre-notification to balance between Last Time Buy and/or innovation acceleration.

Typical audience are OEM partners' product managers and R&D architects as well as catalog based businesses' managers interested in proactively managing technology/product transitions where critical to business success.

Pointnext OS

Live open demonstration: how HPE meters Flex Capacity. Pointnext Operational Services are an important addition to all hardware deals and also available for ServiceOne Partners. The PN team will explain HPE's operational services & tools and how they can improve the service experience adding value to HP products and partner services.

Pointnext A&PS

Speak to Pointnext Advisory & Professional Services employees about their portfolio and learn how you can utilize HPE expertise for your deals

TechHub EMEA

TechHub EMEA (formerly OBP) is a shared Presales service that covers the entire EG Portfolio and the former EMEA region.

Discover the range of our Presales services and how you can leverage TechHub in order to offload you from the technical aspects of a solution.

Finding the Holy Grail of retail with Aruba Mobile First Technology

Advancements in Internet connectivity, web technology, and shopper analytics have completely redefined the retail landscape, with an ever-increasing part of sales being done online. The challenge? How do retailers convert these online sales into additional physical sales leveraging loyalty programs? This session is a technical story of how the Aruba solutions are built and can complete visibility of the customer journey. Come and see how you can utilise the powerful analytics from Aruba WLAN and BLE solutions together with IP cameras to show loyalty, dwell time and shopper patterns. To application insights whereby the customer can be notified around an offer real -time, navigated to the product and pay using the retail application. The result: a virtual customer with an item stored in their basket will be converted into a physical sale by utilising the Aruba mobile first technology. From a retailer experience they will be able to use the analytical insights to better position their products, understand customer buying behaviour and personalise offers.