**Hewlett Packard Enterprise**

Technology and Solutions Summit 2017

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, 6 February	10:30 - 12:30
Tuesday, 7 February	11:15 - 14:00
	15:50 - 18:30
Wednesday, 8 February	12:00 - 18:30
Thursday, 9 February	10:00 - 16:30
Friday, 10 February	Closed
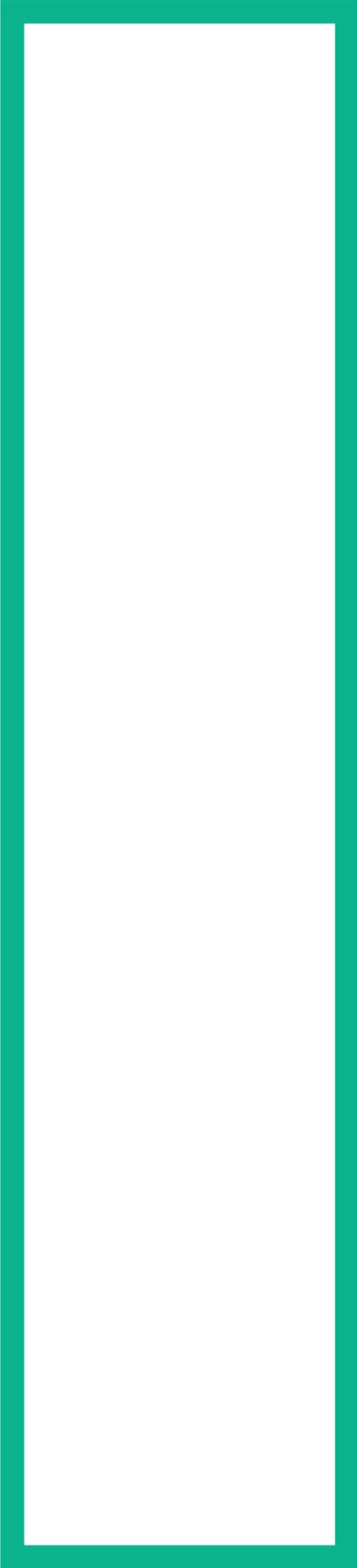
HPE Helion OpenStack and HPE Cloud Networking Integration
Learn about an HPE solution that provides cloud networking agility, micro-segmentation, service-insertion and switch automation capabilities.

Aruba Canned Demos and Build Your Own Hands-on experience
HPE 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. 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.

Aruba 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 amongst network security and enterprise mobility professionals. Members access discussion forums, knowledge-base articles, expert blogs, and content on wired and wireless technologies, network security, and all things mobile and IoT. Visit our **new Partner Ready for Networking portal** to easily find key tools and resources. Make sure to get latest information and collaterals on the HPE Aruba portfolio on **Arubapedia for Partners**.

HPE EMEA Customer Innovation Center
Help customer and partner organizations **accelerate business outcomes**, both for today and tomorrow, by exploring and expanding their business vision and by providing deep-dive experiences on **HPE technologies, solutions and services**.

VisioCafe
Providing Microsoft Visio drawings to customers can be intimidating when you don't use Visio very often and need to draw a solution quickly. Visit the VisioCafe station and meet one of the developers of HPE's official Visio shape collection to learn key tips and tricks to make drawings quickly and easily. This is an opportunity to learn new techniques and also provide feedback directly to the VisioCafe team. Ask questions, bring examples of your work and challenge the presenter to show you something new in Visio if you are looking to do more.

TecHub EMEA (former Office based presales)
The TecHub is established as one of the leading Presales shared services in EMEA and worldwide. Whether you are an HPE employee, Channel Partner or Distributor, learn how we can help with Presales tasks such as Technical Questions, Solution Design, Sizing, Power Calculations, Visio diagrams and more! See why the service is in such high demand and is used by HPE employees and Partners in more than 70 EMEA countries. If you know us already, stop by to learn what's new and share your feedback.

Sizers and Tools
Sizers and Tools are automated tools that assist in - recommending a solution environment / storage solution / power requirements / synergy solutions. Sizing information and algorithms have been developed using testing and performance data on a wide range of HPE servers running solutions from HPE Partners such

as Microsoft, SAP, VMware. Storage Sizer helps to design a storage infrastructure that will meet your customer needs which simplifies the process of designing a storage solution by applying storage design rules, licensing and services rules. Output of Storage Sizer is a valid and supported configuration that can be imported directly into Watson / SBW for quotation as well as localized parts and pricing for Americas, APJ and EMEA regions. Tools such as Power Advisor that estimates power requirements for a data center using HPE products (Servers and Options), and Synergy Planning Tool that helps in planning a Synergy solution by providing a configurator based on HPE Synergy product rules / best practices. Come see the latest in this growing tool set.

New OCA tools to add Factory Integration Services
Learn how HPE and Partner Presales will be able to use the new OCA (One Config Advanced) functionality to more easily add high value-add Factory integration services to customer solutions.
See new enhancements in OCA - not available in Watson or SBW today.

CID Capture within the tool (Customer Intent is captured and associated to the config, minimising separate emails to capture factory customisation)
Online Server System Customization (Online List of values to customize server BIOS settings , ideal for Virtualization , HPC etc.)
Factory Express feature codes detailed (so easy to identify and attach for generic and customer specific projects)
Dynamic Rack layout (No longer do you need to stay with the standard layout; Get your products positioned where you want them!)
Create and visualize connections already in the tool, making rack design easier
Custom placement of components inside the server (drag and drop functionality for custom placement)
Ability to add CFE and 3PO products directly into the configurator.
Come meet our experts, see a demonstration of how to use the new tools and try them yourself.
Note: Demonstrations are based on a pre-release version of OCA.

HPE Rack and Power Infrastructure Tools
In early FY17, we are pleased to announce that two new software based tools will be available for HPE and Partner Presales. HPE Rack and Power Infrastructure Architect will allow you to select products and create a BOM for Rack and Power Infrastructure to help meet your customers' server requirements and the HPE Rack and Power Asset Finder will allow you to quickly locate manuals, installation guides, whitepapers, videos and other collateral that has been made available for this category. Your feedback is always valued, so please come and visit us to learn more.

EG ROI TCO Tools
New Generation Business Value calculators with TCO/ROI to help close deals faster.

SGI - Portfolio Rationalization and Presales Assets
SGI a global leader in high-performance computing (HPC) and a current OEM partner for our Mission Critical Solutions. We will discuss portfolio rationalization from Apollo to SGI systems, and ALL presales tools and assets to make you successful in HPC and Big Data.

TS Support Services and HP Branded Channel Installation
Meet the business and delivery representatives from EMEA TS organization. Learn how to become a delivery partner and what are the added values to you as a partner and for our customers.
Business and Delivery program owners will be able to answer all your question about Delivery Accreditation, including the program requirements and I&S and B/F questions on operations.

TS Support - much more than break/fix
Technology Services Support is known for installation and reactive support (aka break/fix) services. But we go far beyond that. Visit us and learn more about our deep breadth of expertise, Proactive services (fix it before it breaks), Operational Support Services (help customers to focus on innovation) and Flexible Capacity (IT as a Service with automatic capacity management/ provisioning).

TS Consulting: How to boost value selling
Learn and discuss with EG TS Consulting the value add tool sets TSC is using to improve value in larger transformation projects. Look behind the scene how TS Consulting manage full transformations from demand generation to efficient Project realization. Get a closer look on the "TEW" Concept and the area of "Solution" It. Be inspired by the competence of TS Consulting to boost your business.

HPE Storage 3PAR Service Enhancements
Discuss with experts the new capabilities of 3Par Services and understand how to properly size, configure and position the offerings to your customers.

HPE Storage BURA and RMC Tools
SAF BURA tools. Discuss and review new tools and capabilities with StoreOnce and BURA leveraging newly released RMC capabilities to simplify customer recovery needs. Understand how to use NinjaProtected+ to analyse a customers existing backup environment and propose new solutions. Use DD Analyser to review a customers Data Domain and propose a StoreOnce replacement.

HPE Storage Assessment Foundary
The BRAND NEW Storage Assessment Foundry, R3T StoreVista, NinjaSTARS and NinjaProtected+. Storage Assessment Foundry (SAF) enables automated discovery and collection of configuration and performance data from a customers' environment and automated generation of assessment reports sent right to your email inbox. Performance and Configuration data can be collected from hosts as well as storage arrays, (including 3rd-party arrays such as EMC, IBM and others), and used as input to the sizing process with NinjaSTARS. Combined with the power of R3T StoreVista and NinjaProtected+, these tools provide an end-to-end discovery, analysis and sizing capability for all 3PAR StoreServ and StoreOnce opportunities. The developers of all these tools will be on-hand to discuss the roadmap and take enhancement requests.

Solutions Depot 2.0 - Crowdsourcing reinvented
To support the solutions selling approach in the field, the Global Solution Engineering team has taken feedback on the initial version of Solutions Depot, resulting in reinventing technical crowdsourcing with **Solutions Depot 2.0**. It serves as a central

repository for crowdsourcing technical solutions content from HPE/Partner technical community in an effort to shorten the sales cycle by leveraging repeatable solution components. Version 2.0 of this portal addresses key feedback from the field, now includes **access for partners** as well as a much improved user interface and ability for **full text searching**. Solution Depot offers a way to share your knowledge and leverage the knowledge of others.

Industry Business Value Framework (iBVF)
Finally, a tool to help you speak your customer's language! The interactive **industry Business Value Frameworks** (iBVFs) help you connect the capabilities of your solutions to the business outcomes your customers need to achieve. iBVFs also help you explore scenarios and anticipate customer questions in the idea economy.

Optimize infrastructure for industry workloads
Reference Architectures are engineered infrastructure recipes with best practices for deploying applications. For example, versatile open source database MySQL for Finance and banking applications, VDI recipe with enhanced security and data location regulation. Find recipes to help you sell!

Partner Technical Enablement Tools and Resources
HPE has a wide range of tools, services, newsletters, and events to support Solution Architects at all stages of the Sales Cycle. Come see the guides located on the Partner Ready portal that help keep you up to date and how to navigate to current tools, resources and training. The guides are organized by stages of the Sales Cycle to help you get the information you need at the right time. You will find Assessment Tools, Product and solution information, presentations, proposal tools, demo tools and simulators, configurators, sizing tools, capacity advisors, TekTalks, MyLearning and so much more!

Partner Ready for Technology Partner Program
The Partner Ready for Technology Partner program replaces the AlianceOne programme joining the wider Partner Ready Program, structured with tools, benefits, and focus to help partners **integrate** with HPE products.

Build and Win with Service Provider Ready Solutions
Learn about the Community, Tools and Technical Platforms you can use

- to discuss with your customers.
- to position HPE infrastructure and services
- to leverage comprehensive HW+SW+ Services offerings and customize for SP's unique needs
- to extend with HPE portfolio, main alliances (Microsoft, Docker, ...) and HPE Partner ecosystems (Channel Partners, Techno Partners/ISVs, Service Providers)

Meet with the experts who have developed the business (Financial Models, ...) and technical ready to use deliverables:
We will be showing the SP Ready Use cases and Cloud28+.