



HPE Storage is timeless

An experience that keeps getting better with innovation in technology and business model





Your business is moving faster today than ever before. You need to invest in an infrastructure that will support your needs today and in the future. When it comes to storage, you've long had to deal with unpleasant surprises such as unplanned downtime, forklift upgrades, per feature pricing, and ever-increasing support costs that have inhibited your ability to leverage new business opportunities.

Hewlett Packard Enterprise has made it easy for you to switch to a radically simpler storage experience that stays simple even as your business grows and your needs evolve. **HPE Storage** provides the architectural and financial flexibility for you to go any place with future-proofed platforms and world-class availability.

When buying **HPE 3PAR** and **HPE Nimble Storage**, you are buying a timeless solution that supports you today, tomorrow, and beyond.



Figure 1. Timeless elements of HPE Storage

What makes HPE Storage timeless?

99.9999% availability guarantee

Say goodbye to the anxiety and disruption of unexpected downtime. If you experience less than 99.9999% availability—while following the simple terms of the HPE 3PAR and HPE Nimble Storage programs—HPE will work with you to resolve the issue and provide additional month(s) of support at no cost with the **HPE Get 6-Nines Guarantee**.

Effortless data efficiency

Rest easy on data efficiency with our straightforward data efficiency guarantees.

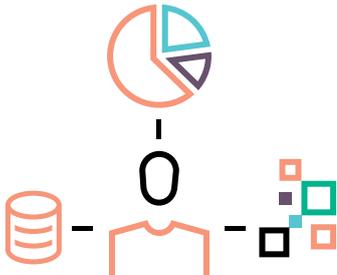
With the **HPE Store More Guarantee** for HPE Nimble Storage, you get the highest all-flash capacity efficiency when compared to other all-flash arrays.¹ HPE Nimble Storage All Flash Arrays store more production data per terabyte of raw flash capacity without compromising on resiliency. While many competitors only offer single or double-parity RAID, we provide Triple+ Parity RAID for exceptional resiliency while offering greater capacity efficiency.

¹ The HPE Store More Guarantee is a pre-sales-only guarantee available on all models of HPE Nimble Storage All Flash Arrays.



Reduce your data footprint and storage costs with the **HPE Data Reduction Guarantee** for HPE 3PAR Storage.² This guarantee is standard on the entire new HPE 3PAR systems, costs nothing, and contains no hidden terms.

We not only deliver data efficiency, but also guarantee customer satisfaction.³ The **HPE Nimble Storage Satisfaction Guarantee** lets you experience it for 30 days at no risk.⁴ If you're not satisfied with the benefits and capabilities of HPE Nimble Storage products, we'll work with you to address your concerns.



All-inclusive software

Get more value and unlock the full potential of your storage system's functionality with our all-inclusive licensing software structure. We provide every software feature—like **HPE InfoSight**—when you purchase your HPE 3PAR Storage and HPE Nimble Storage array, at no additional cost. New operating system features and enhancements are included as long as you have a valid support contract.

Pay-per-use consumption

The traditional model of purchasing IT infrastructure often results in provisioning capacity that's too high or too low for your IT needs. You may spend money on unused capacity to handle unexpected growth, or struggle to meet demand when you don't have enough capacity.

HPE GreenLake Flex Capacity offers a monthly consumption-based pay-per-use pricing that aligns cash flow to actual capacity usage. By deploying additional capacity ahead of oncoming demand, you can flexibly scale up or down in minutes. By paying only for what you actually use with no upfront payment, the total ownership cost is lower than both cloud and a traditional purchase.

Future-proofed architecture

At HPE, we are committed to provide future-proof architecture to our customers. With HPE 3PAR Storage or HPE Nimble Storage array, your storage is compatible with the latest technology. For example, both HPE 3PAR and HPE Nimble Storage are designed for NVMe and Storage Class Memory. This means you won't have to upgrade your hardware to support new technologies.

Easy upgrades

Forget costly and disruptive platform "rip and replace" cycles. Your HPE Storage arrays easily grow with your business. Your **flash storage** value is protected through simple hardware and software upgrades, along with flexible scale-up and scale-out for non-disruptive performance and capacity growth.

And what if your infrastructure kept accelerating? We have three controller refresh options for HPE Nimble Storage customers:

- **Same tier controller refresh:** You get an equivalent HPE Nimble Storage controller refresh in the third year. If, at that time, we have new models, it's our responsibility to map to the equivalent newer model.
 - **Example:** An HPE Nimble Storage AF1000 customer would get the equivalent of an HPE Nimble Storage AF1000 in the third year, which is currently an HPE Nimble Storage AF20.
- **Same tier +25% controller refresh:** HPE realizes that some customers might need an increase in performance in the third year but not enough of an increase to warrant the One Tier Higher Controller Refresh option. So, with the introduction of the different Gen5 platforms, we've added this new option. In the third year, you get an HPE Nimble Storage controller that is at least 25% faster than your current tier.



² This guarantee is valid for a 60-day period, which starts from the time HPE 3PAR array arrives at the customer site.

³ The For HPE Nimble Storage only.

⁴ See **HPE Nimble Storage Satisfaction Guarantee** for details.





- How can we be sure that our controller will be at least 25% faster in year three?
 - With the confidence we have in our CPU architecture and through our experience with multiple platform refreshes, we have a good sense that refreshes to an equivalent new generation CPU could yield at least 25% increase in performance. There may be cases where the performance of the new-generation controller does not increase by at least 25% in the same tier. In that case, we will simply honor the agreement and offer a controller that is one tier higher.
- **One tier higher controller refresh:** You get an HPE Nimble Storage controller refresh that is one tier higher in the third year than the original controller you purchased. HPE Nimble Storage guarantees that this refreshed controller is at least 25% faster than the original controller. If at the time we have newer models, HPE will map to the equivalent newer model.
 - **Example:** An HPE Nimble Storage AF1000 customer would get the equivalent of an HPE Nimble Storage AF3000 in year three, which is currently the HPE Nimble Storage AF40.

For more information
[HPE 3PAR Storage](#)
[HPE Nimble Storage](#)



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Predictable support pricing

We offer flat support pricing on HPE Nimble Storage products so you can lock down service costs up front. Flat support pricing allows you to make the most out of your flash storage and use it for as long as you want. We deliver flat maintenance and support pricing for the entire life of the product.

And for HPE 3PAR Storage, we offer predictable support pricing via [HPE GreenLake Flex Capacity](#).

Storage that lasts

Don't let your storage investment age prematurely. With a variety of features, including all-inclusive licensing, flexible controller upgrades, a 99.9999 availability guarantee, and a variety of consumption models, your HPE storage is timeless.

Learn more at

hpe.com/us/en/storage/flash-hybrid.html

