



Partner Quotes: HP Extends the Value of Converged Infrastructure Solutions through Alliance Partners

Citrix Systems Inc.

"Citrix is aggressively developing with HP new Matrix ISV templates for Citrix best-in-class virtualization solutions including XenDesktop and XenApp to allow our customers to dynamically architect their virtual infrastructure in response to today's dynamic and challenging business environment. Citrix solutions put the power of a virtualized enterprise at your fingertips, dramatically simplifying and transforming IT into an on-demand delivery service."

– Frank Artale, vice president, Business Development, Citrix Systems Inc.

F5 Networks

"F5 is building with HP server flexing capabilities by introducing F5's ADC solutions into BladeSystem Matrix. We continue to complement HP's best-in-class converged infrastructure with F5's market-leading application delivery networking products to address our global enterprise customers' needs for an efficient and agile IT infrastructure. By introducing F5's BIG-IP solutions into HP's BladeSystem Matrix, F5 is building with HP capabilities that will automate best practices and enable dynamic management of converged infrastructure, applications and services."

– Jim Ritchings, vice president, Business Development, F5 Networks

McAfee

"Together, McAfee and HP technology provide robust security for mission-critical applications to deliver cost-effective and energy-efficient customer environments. McAfee VirusScan Enterprise for Offline Virtual Images automatically updates the signatures and checks for viruses so offline virtual images no longer pose a security risk to the virtual environment when they are activated. This combined with HP BladeSystem Matrix technology enables customers to simplify their data centers and maximize the value of their technology investment."

– David Scholtz, senior vice president, Worldwide Strategic Alliances, McAfee

MicroStrategy

"Businesses today must strive to deliver more value from the same IT budgets. MicroStrategy 9, running on HP BladeSystem Matrix, provides a flexible and cost-

effective solution for organizations looking to deploy mission-critical BI applications. As a leading independent BI vendor, MicroStrategy provides excellent integration with HP BladeSystem Matrix, including support for critical technology such as virtualization, clustering and full 64-bit capabilities to deliver maximum value at the lowest cost.”

– Sanju Bansal, chief operations officer, MicroStrategy

Novell

“HP and VMware are critical virtualization partners for Novell, and we are excited by our ongoing collaboration to jointly develop solutions that enable customers to maximize the value of their virtualization investments. We offer SUSE Linux Enterprise Server as part of HP’s Solution Builder program in order to provide users with the benefits of our operating system’s full optimization for VMware ESX on HP BladeSystems – a combination with all the necessary components to deliver a cost-effective, high-performance virtualization environment for enterprise data centers.”

– Holger Dyroff, vice president, Business Development, Open Platform Solutions, Novell

Red Hat

“Red Hat has worked closely together with HP to offer our joint customers compelling solutions that combine our operating platform, virtualization and cloud computing expertise. We continue to strengthen our alliance through joint work to enable the rapid deployment of infrastructure with the combination of Red Hat Enterprise Linux and HP BladeSystem Matrix through the HP templates. Moving beyond the operating platform, we are also working closely with HP on Insight Orchestration templates for Red Hat Enterprise MRG and JBoss Enterprise Middleware solutions.”

– Scott Crenshaw, vice president, Platform Business Unit, Red Hat

SAS

“As companies strive to better compete on analytics, they are often up against heavy workloads with extreme data volumes and must be able to address unpredictable periods of high resource demands. The ability of HP BladeSystem Matrix to dynamically provision and continuously rebalance infrastructure resources enables companies to more efficiently implement analytics while realizing significant time and cost savings.”

– Paul Kent, vice president, Research and Development, SAS

Siemens PLM Software Inc.

“The ability to help organizations quickly and cost effectively realize value from their PLM investment has contributed to establishing Teamcenter software as the world’s most widely used PLM portfolio. The Platform Extensibility Services in Teamcenter combined with HP’s converged infrastructure strategy and our ability to deliver the solution with HP BladeSystem Matrix, will further accelerate our customers’ time to value on their PLM and IT investments and enhance their position for future business growth.”

– Rich Ramsey, vice president, Partner and Components Marketing, Siemens PLM



Software Inc.

SunGard Financial Systems

“Both SunGard and its financial services customers realize there is an evolution taking place in how software is delivered and consumed. SunGard is pursuing a strategic initiative called Infinity to help advance the creation and delivery of applications through cloud computing and Software-as-a-Service models. In today’s on-demand world, an agile infrastructure is one that can expand and shrink alongside the ebb and flow of business. This requires the kind of dynamic allocation of servers, storage and networking capacity that the HP Matrix technology is designed to handle. SunGard and the Infinity team are looking forward to working with HP and the Partner Technology Access Center to optimize use of the Matrix.”

– Don Wood, chief information officer, SunGard Financial Systems

Symantec

“Symantec Brightmail messaging security solutions will be the first Symantec offering supporting the new Matrix templates as part of HP’s BladeSystem Solution Builder program. With Matrix templates from the HP BladeSystems Solution Builder, customers can simply bring up new installations of Symantec Brightmail Gateway and scale their messaging security effectively in the face of rising and falling email volumes, spam and malware threats. We hope to develop Matrix templates for additional Symantec solutions in the future.”

– Art Gilliland, vice president, Product Management, Symantec

TIBCO Software Inc.

“HP Matrix Infrastructure and TIBCO Silver are a powerful combination that advances the rapid development and deployment of composite business applications to the private cloud environment. Mutual customers will be able to quickly and cost-effectively deliver elastic business applications in a well-governed and reliable environment.”

– Ram Menon, executive vice president, Worldwide Marketing, TIBCO Software Inc.

VMware

“HP and VMware have an impressive record of developing solutions together to deliver converged infrastructure to customers – including combining physical and virtual management in VMware vCenter Server, certifying converged network solutions with HP Virtual Connect and VMware vSphere, and building flexible scalability and automatic high availability into every joint offering. VMware is pleased to participate in the BladeSystem Solution Builder Program to simplify implementation of converged infrastructure for customers as they continue their journey to the private cloud.”

– Stephen Herrod, chief technology officer and senior vice president, Research and Development, VMware



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