



Besser performen mit der HP IT Performance Suite

VIVIT Anwendertreffen

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Enabling the Future



Our strategy



Make it work

Solutions: Customer-centric solutions that make it all work

Add value to the core

Services: Services that add value to the core

Expand the core

Software: Best-in-class software to expand, optimize and manage the core

The core

Infrastructure: World's largest provider of information technology systems & infrastructure



Our portfolio and solutions



Make it work

Solutions: Converged infrastructure / Application transformation / Enterprise security / Information optimization / Hybrid delivery / Industry solutions

Add value to the core

Services: ITO services / Application services / Technology

Expand the core

Software: Applications & infrastructure management / Information management / Security & risk management

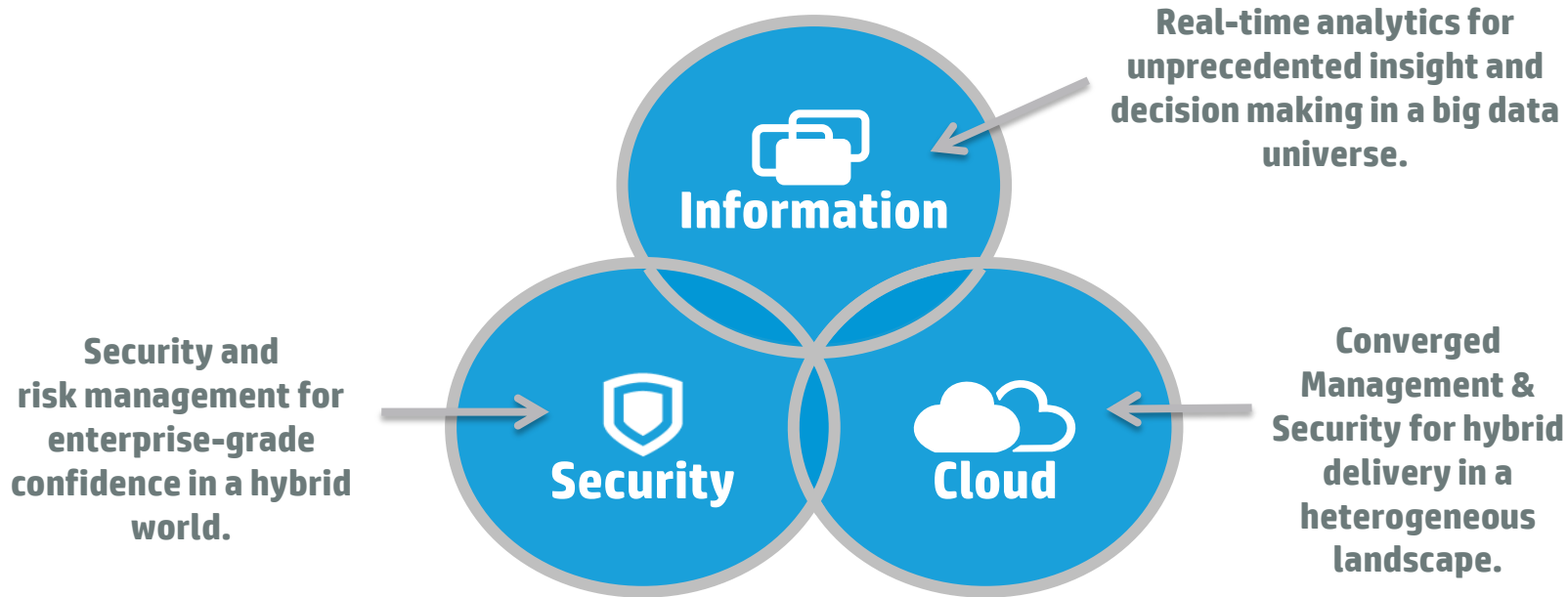
The core

Infrastructure: Personal systems / Enterprise servers, storage & networking / Imaging & printing



Current market trends are related

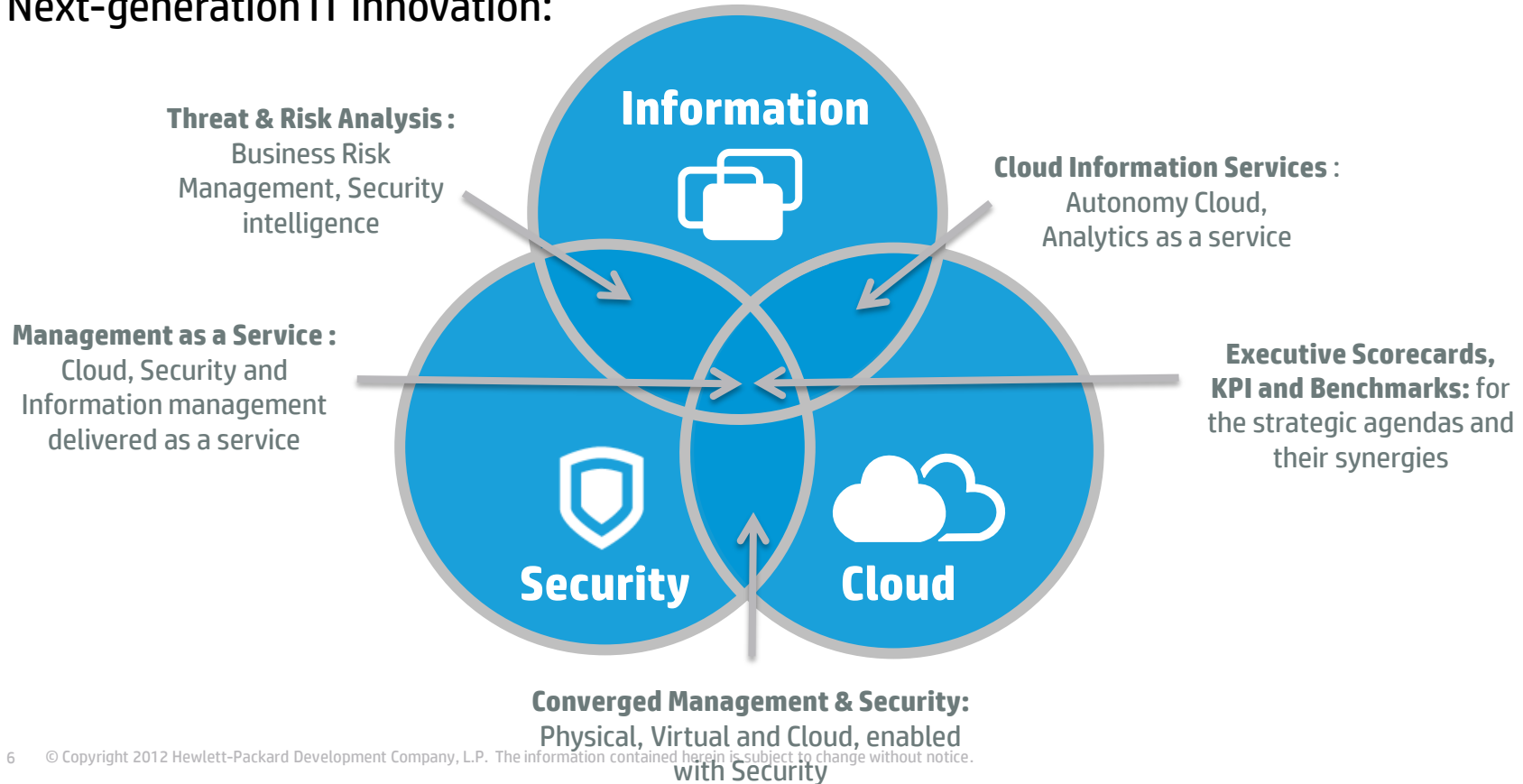
Enterprises need to address shifts together not independently



The HP SW Strategic agendas



Next-generation IT Innovation:

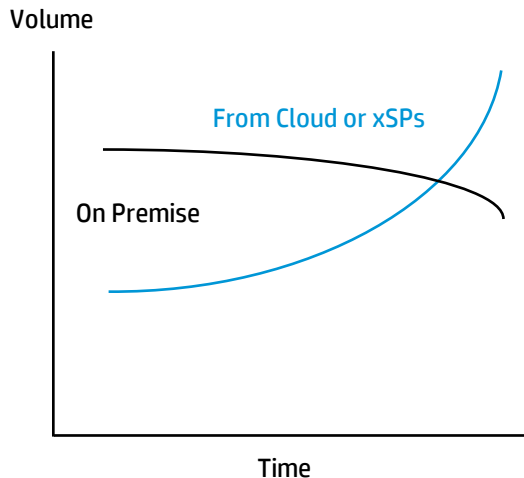


The new business application reality

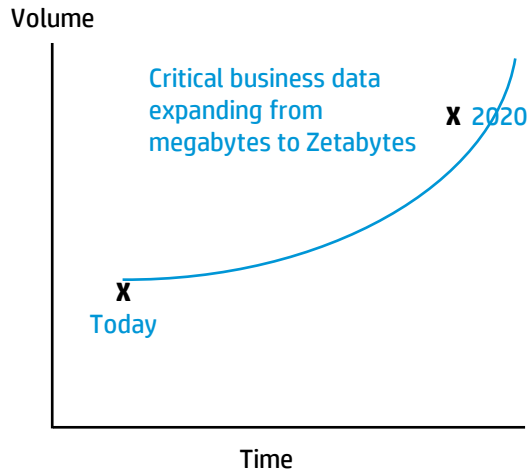
A Time of Significant Acceleration



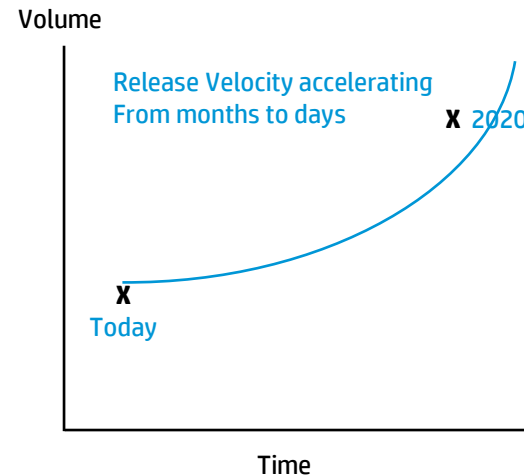
The Cloud



Information



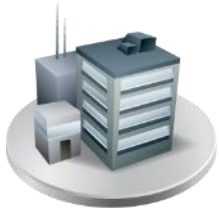
Agility



HP Software Strategy



Establish the Rock-solid Core



- Infrastructure management – unified, stable and predictable
- IT Operations and processes standardized and automated
- Risk managed, both security and compliance
- Data Analytics and Insight
- Higher quality, ease of use, lower TCO
- Increased customer satisfaction

Bridge to the Future

- New approaches, methodologies and processes for hybrid delivery
- New application architectures and devices
- Converged, virtualized infrastructure
- Proactive Security and comprehensive Risk management
- Information management for all data
- Improved time to value and approachability

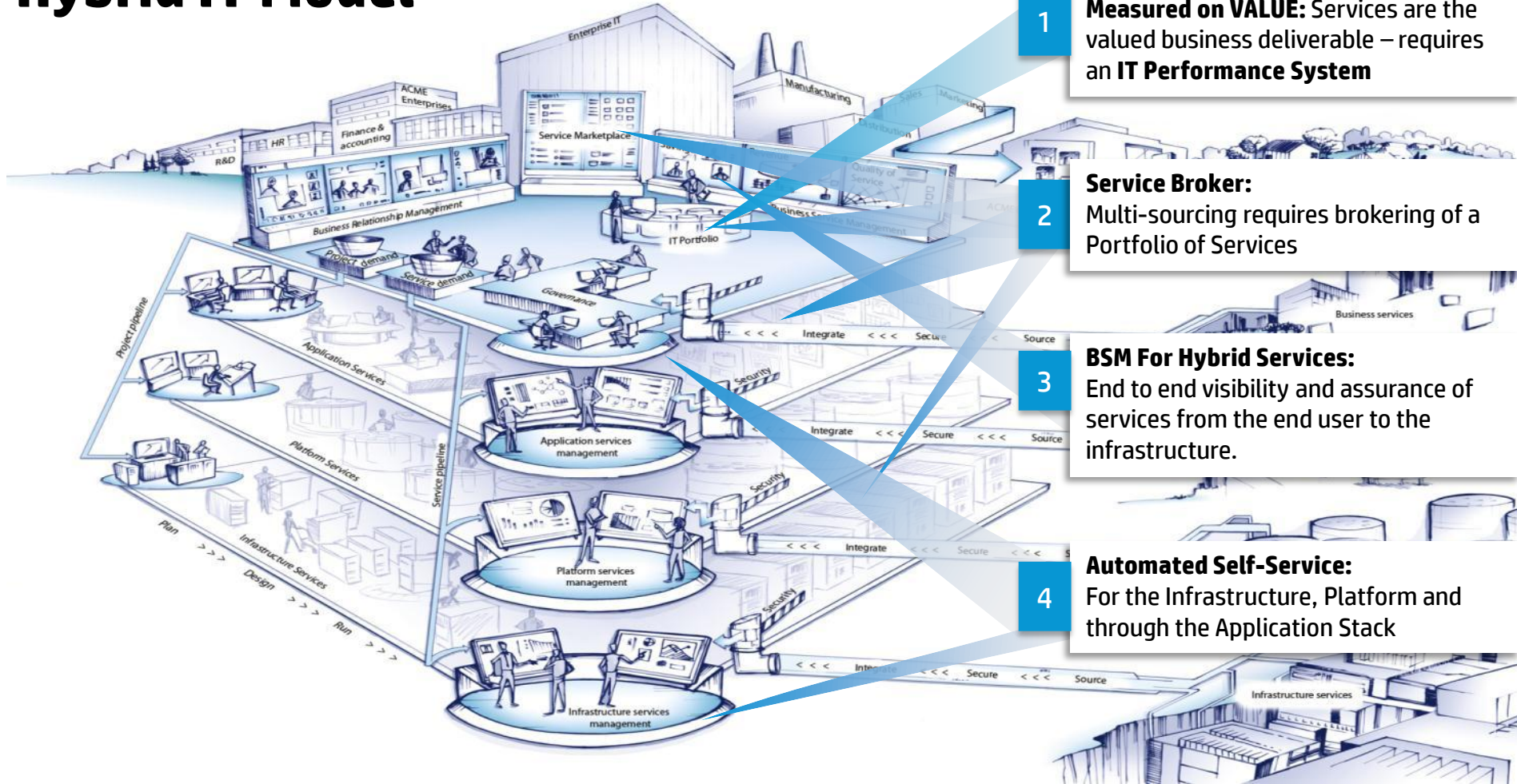
Drive Next-generation Innovation



- New capabilities to manage the cloud: Converged Management & Security
- New delivery models, and management from the cloud
- Predictive Real Time Analytics, Information leverage and management
- Meaning Based Information Management



Hybrid IT Model



1 Measured on VALUE: Services are the valued business deliverable – requires an **IT Performance System**

2 Service Broker: Multi-sourcing requires brokering of a **Portfolio of Services**

3 BSM For Hybrid Services: End to end visibility and assurance of services from the end user to the infrastructure.

4 Automated Self-Service: For the Infrastructure, Platform and through the Application Stack

HP IT Performance Suite



Comprehensive, Connected & Flexible. **Perform Better.**



Execute Systematically IT Executive Scorecard, Strategy, Planning & Governance

**Build
Faster**



Application
Lifecycle
Management

**Operate
Simply**



Operations &
Cloud
Management

**Secure
Proactively**



Security & Risk
Management

**Store
Efficiently**



Information
Management

**Analyze
in Real Time**



Business
Analytics



HP delivers end-to-end



Build, secure, and manage cloud, web, and mobile applications

Requirements & code build

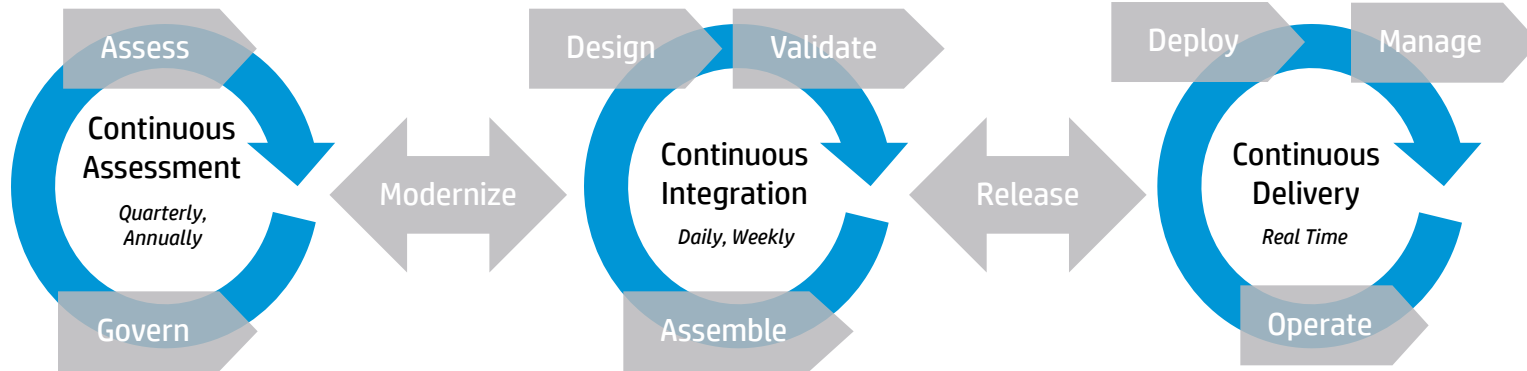
HP ALM

Automated functional testing

HP UFT

Monitor & manage end-to-end solutions

HP APM



Prioritize and plan projects

HP PPM

Proactively increase security

HP Fortify

Ensure performance

HP PC



The HP IT Performance Suite



Comprehensive, connected, and flexible

Strategy, planning and governance

Executive scorecard

IT financial management

Project and portfolio management

Application portfolio management

Workforce and vendor management

Build faster

Operate simply

Store efficiently

Secure proactively

Analyze in real time

Application lifecycle management

IT operations

Information lifecycle management

Security and risk management

Big data

Application quality management

Application governance

Data center automation

Application performance management

IT service management

Data protection

Security information and event management

Real-time loading & querying

Requirements management

Performance validation

Client automation

System management

Asset management

Information archiving

Software security assurance

Columnar storage & execution

Development management

Application security validation

Network management

Enterprise records management

Network security

Data compression

Foundation

Extensibility, orchestration, collaboration and mobility

Services and support



Over the last year...



75+

New innovative product releases



IT Executive Scorecard

Execute systematically



Key Performance Indicators

135

In Executive Scorecard Library

New Capabilities:

Operations Effectiveness

Application Quality & Efficiency

Security Vulnerabilities

Data Loss & Protection

Budgeting

Asset Management



Application Lifecycle Management

Better and faster agile delivery for composite applications



Application Lifecycle Management

> 3X

Nearest competitor's share

New Capabilities:

Application Lifecycle Management 11.5

Service Virtualization

Enterprise Collaboration

HP Anywhere

Application Lifecycle Intelligence

Quality Center Sprinter

LoadRunner in the Cloud



Operations & Cloud Management

Operate simply across hybrid delivery environments



Operations & Cloud Management

Only HP

**To span on-premise, public
and private infrastructure**

New Capabilities:

**Continuous Delivery Automation
(Lab Management Automation)**

Cloud System Automation 3.0

Application Performance Management 9.2

SaaS Service Management (beta)

Automated Network Management 9.2

Omi 9.2

BSM 9.2



Enterprise Security & Risk Management Software

See. Understand. Act.



Security Intelligence

> 2X

SEIM Industry Growth

New Capabilities:

ArcSight Express CORR Engine

Enterprise View

Tipping Point 6100N

WebApp DV

Mobile App Security Suite

Fortify On Demand



Real-Time Analytics

Get Big Data efficiently and at scale.



Vertica 6 performance

40X

**the information in
a fraction of the time**

Enterprise Edition:

Vertica 6 Analytics Platform

10-1000X performance v. RDBMS

Radically smaller footprint &
power consumption

Fraction of the cost

Community Edition:

Vertica Analytics Platform



Where to start and how to get there



Tactical: current forward  **Strategic:** future back 

Current state

- Analyze
- Define strategy, objectives and metrics
- Build roadmap (supported by business-cases/ROI)



people-process-technology-data

Transition agenda

ROI 

Sub-projects

Desired state



- Architecture to satisfy your business drivers
- Validate results/value

people-process-technology-data



Strategic partnership with HP



Your HP account team or partner can help you design the path forward



IT Performance Management Workshop

- Drive consensus on a CIO end state agenda to deliver the desired business outcomes in the context of seismic shifts in IT production and consumption models (4 hour workshop onsite, with follow-up)

Value Discovery Workshop

- Develop a roadmap for transformational IT initiatives including people, process, technology and related KPIs (4 to 5 days onsite)

Readiness Workshop

- Build out process-and-tool specific implementation plans for better business outcomes (1 to 2 days onsite)



Regular News about HP Software



1. Meet HP Software Website:

www.hp.com/de/software

2. Monthly Discover Performance eNewsletter:

www.hp.com/de/dpc/join

3. Enterprise 2020:

www.hp.com/go/enterprise2020



Thank you

