HPE STORAGE SUBSTANTIATION

HPE GreenLake for Block Storage	Substantiation
The industry's first storage-as-a-service that offers self-service and 100% availability guarantee built-in for mission critical environments.	Based on analysis of known industry block storage-as-a-service offerings available as of March 11, 2022 that are offered self-service.

Primary claims for HPE Alletra and Data Services Cloud Console	Substantiation
99% operational time savings	Comparison of infrastructure lifecycle management of HPE Alletra versus ESG Market Research, April 2021
100% Availability Guarantee for HPE Alletra 9000	"Uptime guarantees that deliver," May 2021
99.9999% Availability Guarantee for HPE Alletra 6000	"Uptime guarantees that deliver," May 2021
40% IT Resource savings	A commissioned study conducted by Forrester Consulting, The Total Economic Impact of HPE GreenLake, June 2020
HPE Alletra 9000 delivers best-in-class performance density with over 2 million IOPS in just 4U	Based on HPE Internal Testing of 8 KiB Random Reads TPVV RAID 6
HPE Alletra 9000 is certified for an industry best 96 SAP HANA® nodes in just 4U	Based on HPE internal analysis of publicly available data on the scalability of competitive mainstream arrays, June 2021
HPE Alletra 6000 Delivers up to 3x faster performance than previous HPE Nimble Storage All Flash Arrays	Based on HPE internal testing, June 2021

Supporting claims for HPE Alletra and Data Services Cloud Console	Substantiation
93% of IT decision-makers seeing storage and data management complexity impeding digital transformation	ESG Data Management Survey, April 2021, commissioned by HPE
82% of IT decision-makers seeing storage management at scale as a key challenge	ESG Data Management Survey, April 2021, commissioned by HPE
88% of IT decision-makers looking to bring cloud-native apps on-premises	ESG Data Management Survey, April 2021, commissioned by HPE

Primary claim for HPE Primera	Substantiation
HPE delivers the world's most intelligent storage for mission-critical apps	Note this claim is subjective. The following is the evidence and/or reasoning that supports our view, as well as the internal research that shows certain customer outcomes that demonstrate how our storage products are most intelligent for mission-critical apps.

Supporting claims for HPE Primera	Substantiation
Up to 93% reduction in time spent to deploy, manage, and scale storage	Based on HPE internal testing of HPE 3PAR versus HPE Primera.
100% availability guaranteed	HPE Brochure: HPE 100% Availability Guarantee, August 2021.
Up to 1.5M IOPS	Based on HPE internal testing.
Up to 44 GB/s	Based on HPE internal testing.
Up to 115% faster performance	Based on HPE internal testing in an Oracle® environment at baseline of HPE 3PAR versus HPE Primera.
Up to 122% faster performance	Based on HPE internal testing in an Oracle environment at baseline 346K using prerelease firmware, compared to HPE 3PAR, April 2019.
Up to 233% change in throughput	Based on HPE internal testing of HPE 3PAR versus HPE Primera.
Accelerate DevOps with 1-click cloning of SQL or Oracle databases	Based on internal testing, comparing traditional cloning to cloning with HPE Recovery Manager Central, April 2019.

Primary claim for HPE 3PAR and HPE Nimble Storage	Substantiation
HPE delivers the world's most intelligent storage	Note this claim is subjective. The following is the evidence and/or reasoning that supports our view, as well as the internal research that shows certain customer outcomes that demonstrate how our storage products are most intelligent. Brochure: HPE InfoSight—Artificial intelligence for autonomous infrastructure, September 2021.

Primary claim for HPE Nimble Storage dHCI	Substantiation
HPE Nimble Storage dHCI is the industry's only disaggregated HCI powered by artificial intelligence.	Note this claim is subjective. The following is the evidence and/or reasoning that supports our view, as well as the internal research and external opinion that demonstrate the point of view. HPE Nimble Storage dHCI—Extending the Hyperconverged Experience to Workloads with Unpredictable Growth, Technical Validation by ESG, June 2019. HPE Solution Brief, August 2022.
HPE Nimble Storage dHCI is made to do more than other traditional HCI and delivers a better HCI experience without any of the tradeoffs providing 10x faster application performance, 4x more reliability for business-critical applications, and 5x more efficient for better economics.	Based on HPE internal testing and comparing Dell EMC VxRail versus HPE Nimble Storage dHCI with 100 TB effective capacity, ability to withstand a minimum of two drive failures, and triple mirroring.
HPE Nimble Storage dHCI works for any virtual machine	HPE Nimble Storage dHCI does not have technical restrictions on the virtual machine it can support. HPE Nimble Storage QuickSpecs, HPE Nimble Storage dHCI QuickSpecs.
Apps and data can move freely across all clouds	HPE Cloud Volumes enables bidirectional data mobility between HPE Nimble Storage dHCI and the public cloud. HPE does not charge any egress fees when restoring data from HPE Cloud Volumes on-premises. HPE Cloud Volumes customers can also leverage Amazon Web Services, Google Cloud Platform™, and Microsoft Azure simultaneously without any lock-in.

Claim substantiation

Supporting claims for HPE InfoSight (for HPE Alletra, HPE 3PAR, HPE Nimble Storage, and HPE SimpliVity)	Substantiation
Most advanced AI for infrastructure	Brochure: HPE InfoSight—Artificial Intelligence for autonomous infrastructure, September 2021.
1250 trillion data points collected by HPE InfoSight	Based on the number of data points collected and processed since 2011 from HPE Nimble Storage and HPE 3PAR Storage arrays.
1.58 million hours saved in P1 cases resolved	Based on the volume of critical issues proactively resolved for customers. Analyst White Paper by ESG: Assessing the Financial Impact of HPE Nimble Storage Powered by HPE InfoSight, May 2019.
86% issues automatically opened and resolved	HPE Business White Paper: Redefining the standard for system availability, August 2021.
99.9999% guaranteed availability	Brochure: HPE Get 6-Nines Guarantee, September 2021.
79% lower storage operational expenses	Analyst White Paper by ESG: Assessing the Financial Impact of HPE Nimble Storage Powered by HPE InfoSight, May 2019.
54% of problems resolved are outside of storage	Based on an internal study of HPE Nimble Storage installed base, August 2021.
No Level 1 or 2 support; Level 3 response in < 1 minute on average	Analyst White Paper by ESG: Assessing the Financial Impact of HPE Nimble Storage Powered by HPE InfoSight, May 2019.
Infrastructure gets smarter and self-improves with increased installed base and decrease in customer-involved cases	More Than 10,000 Enterprises Adopt HPE Nimble Storage Predictive Flash Platform, HPE Nimble Storage (now Hewlett Packard Enterprise), Marketwired, February 2017.
AI-driven automation delivers up to 85% improvement in IT efficiency	Analyst White Paper by ESG: Assessing the Financial Impact of HPE Nimble Storage Powered by HPE InfoSight, May 2019.
• 79% lower storage operational expenses • 73% fewer trouble tickets in the environment • 85% less time spent resolving storage-related trouble tickets • 69% faster time to resolution for events that necessitate Level 3 support	Analyst White Paper by ESG: Assessing the Financial Impact of HPE Nimble Storage Powered by HPE InfoSight, May 2019.

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