

## HP and Microsoft Strategic Partnership

Igniting the contribution of IT to the business



## World-leading software and hardware companies

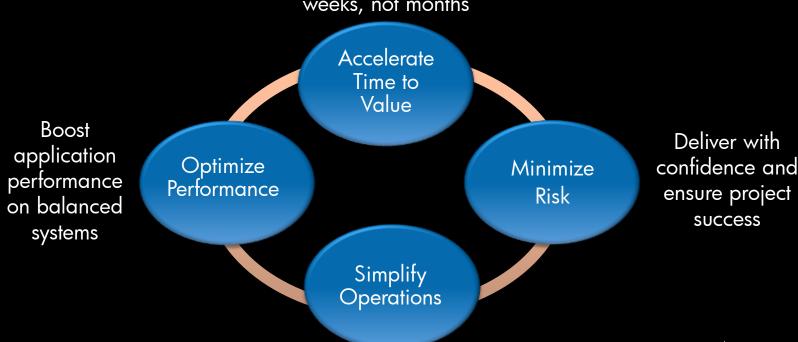
- 3-year, \$250M joint investment
- Portfolio of solutions delivers rapid time to value
- Integrated HP and Microsoft Services
- Bridge the path to the cloud





## Converged Systems deliver bigger business impact

Deploy in days or weeks, not months



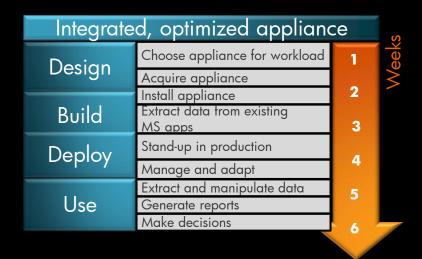
Streamline management and lower TCO



Microsoft<sup>\*</sup>

## Accelerate time to value Deploy in weeks rather than months

Custom-built solution			
Design	Assess workload	1	20
	Define architecture		ļ
	Evaluate options		Months
	Acquire SW, HW		
Build	Install components	4	
	Load data		
	Test with POC		
	Balance SW, HW		
Deploy	Integrate in environment	8	
	Monitor and troubleshoot		
Use	Extract and manipulate data		
	Generate reports	12+	
	Make decisions	-	1



Weeks, Not Months

12+ Months



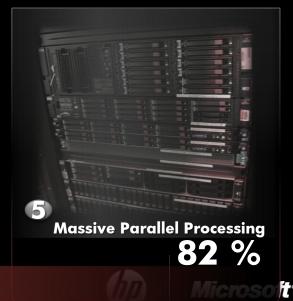


## Data Warehouse Landscape and Customer Challenges

- 1 Data explosion number of firms with 10+TB expect data will double in 3 years
- Customers need to reduce cost
- More customers plan to do real-time analytics
- Growing market adoption of DW appliances
- Move to MPP more customers plan to use MPP in the next 3 years







## HP and Microsoft Data Warehousing Offerings

### Tier 1 Offerings

#### HP Business Data Warehouse Appliance

An affordable SMP solution for data warehousing on optimized hardware

Ideal for small data marts up to 5 TB

**Appliance** 

Scale Up Data Warehousing

Up to 5TB

\$103K (includes hardware)



Scalable and reliable platform for data warehousing on any hardware

Ideal for data marts or small to mid-sized enterprise data warehouses (EDWs)

Software only

Scale up data warehousing

10s of terabytes

\$27.5K per processor \$8.6K per server \$164 per CAL \$57.5K per Proc only (Datacenter)



Reference architectures offering best price performance for data warehousing

Ideal for data marts or small to large data warehouses with scan-centric workloads

Reference Architecture (software and hardware)

Scale up data warehousing

4-80 terabytes

\$107K-\$683K (2-4 Procs; includes hardware)



Appliance for high-end data warehousing requiring highest scalability, performance, or complexity

Offers flexibility in hardware and architecture

**Appliance** 

Scale out data warehousing with massively parallel processing (MPP)

10s-100s of terabytes

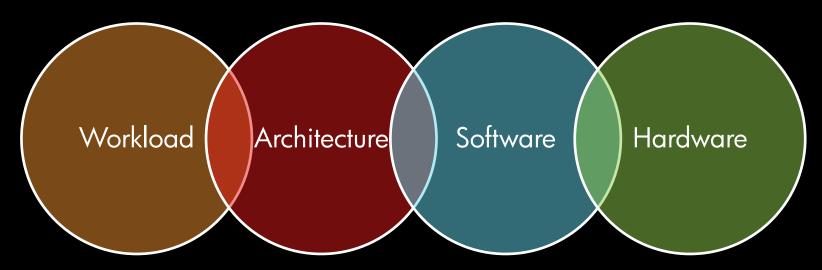
\$1.5-\$1.7 million per rack (includes hardware) \$13K - 44K per terabyte

Tier 1 Services and Support



### The Appliance Engineering Approach

Each solution matching and balancing four main elements



- Driven by a fundamental understanding of the workload
- Architecture followed by and supported by components



Microsoft<sup>®</sup>

## Reference Architecture Maturity Model

### **General Guidance**

HW & SW Guidelines

Workload Target

### **Vendor-Specific Configurations**

HW & SW Identified Validated Configuration

### **Appliance Products**

HW & SW Optimized

Factory Built & Tested

Successfully Design a new system using best practices

Successfully Buy a new configuration with known abilities

Successfully Deploy a new solution with proven performance Microsoft<sup>®</sup>

## HP & Microsoft Data Warehousing Continuum:

SQL 2008 R2 Server Fast Track, HP Enterprise Data Warehouse Appliance

### Scales from 1TB to Hundreds of TBs

- Balanced solutions ideal for data marts EDW with scan-centric workloads
- Packaged and custom support
- From SMB to Enterprise
- Built on HP ProLignt G7









## Appliance

### Reference Architectures

#### Business Data Warehouse

ProLiant DL370 (2P) Up to 12 Cores Internal HDD (6TB)

#### Basic RA

ProLiant DL38x (2P) Up to 24 Cores P2000 G3 (up to 20TB)

#### Mainstream RAs

ProLiant DL58x G7 (4P) Up to 48 Cores P2000 G3 (**Up to 60TB**)

#### Premium RA

ProLiant DL980 G7 (8P) Up to 64 Cores P2000 G3 (Up to 80+ TB)

#### HP Enterprise Data Warehouse

Per /rack: 1 1xProLiant DL360 (2P) 10 x P2000G3 (56 – 150TB) Up to 4 data racks **(600TB)** 

## Tier 1 Enterprise Data Warehouse

### Value to Customer

- Enterprise-class scalability to 100s of terabytes
- High performance
- Interoperability with leading BI products
- Tier 1 support and maintenance
- Mature SQL Server platform with high security and robust engineering process
- Strong data warehouse vision and roadmap that includes industry leading technologies



### Supporting Features

- MPP with shared nothing architecture
- Distributed query optimization
- Balanced hardware with pre-tested and pre-tuned appliances optimized for data warehousing
- third-party product integration (for example, Microstrategy, Business Objects, Informatica)
- Tier 1 support and maintenance
- Roadmap includes column store, petabyte scalability, real-time data warehousing, MDM, and Data Quality





## Affordability & Choice

### Value to Customer

- Low Cost:
  - Low hardware cost
  - Low maintenance cost
  - Less risk and disruption on hardware standards
- Choice of deployment options
  - Through distributed architecture that supports MPP hub and SMP spokes
  - Enables customer to support users with different needs and SLAs



### Supporting Features

- Broad range of options with 1 rack to 4 rack, plus Dev/Test appliances
- Use of industry standard hardware
- Lower acquisition and maintenance cost than Teradata, Oracle, and IBM
- Distributed architecture supports PDW as the Hub and Fast Track data marts as spokes





## The Most Complete Data Warehouse Solution



- Compelling End-user BI experience
- Agility to support new business groups with integrated data marts
- Fast time to value for BI through integration with Microsoft BI
- Complete data warehouse solution spanning desktop, data marts, and EDW

### Supporting Features

- PowerPivot, Reporting Services, and Microsoft Excel®
- Distributed Data Warehouse Architecture integrates both MPP and SMP data warehouses
- Integration with Microsoft BI tools, including Analysis Services, Integration Services, and Microsoft SharePoint®
- Most comprehensive toolset, including ETL, BI, MDM, and StreamInsight





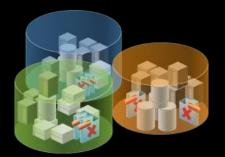
## HP ENTERPRISE DATA WAREHOUSE APPLIANCE



## HP Enterprise Data Warehouse Appliance

Transforming SQL deployment

**BEFORE** 



- No single view of data across the enterprise
- Multiple siloed SQL data marts
- Proprietary, expensive EDW appliances

### **AFTER**



- The world's most scalable, easy-to-manage enterprise data warehousing solution
- 600TB+ = 60x Library of Congress printed collection



Microsoft<sup>,</sup>

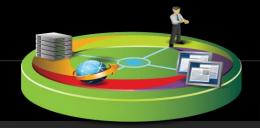
## HP Enterprise Data Warehouse Appliance Optimized for SQL Server 2008 R2 Parallel Data Warehouse

Cut the complexity and expense of deploying very large data marts with industry-leading price/performance and mission-critical support



### Complete

 All-in-one data warehouse appliance for mission-critical environments; New consulting services for HP Enterprise Data Warehouse



### **Optimized**

- Single view of information across the enterprise
- One-step solution update
- Enterprise-class scalability for complex queries at marketleading \$/TB



### Agile

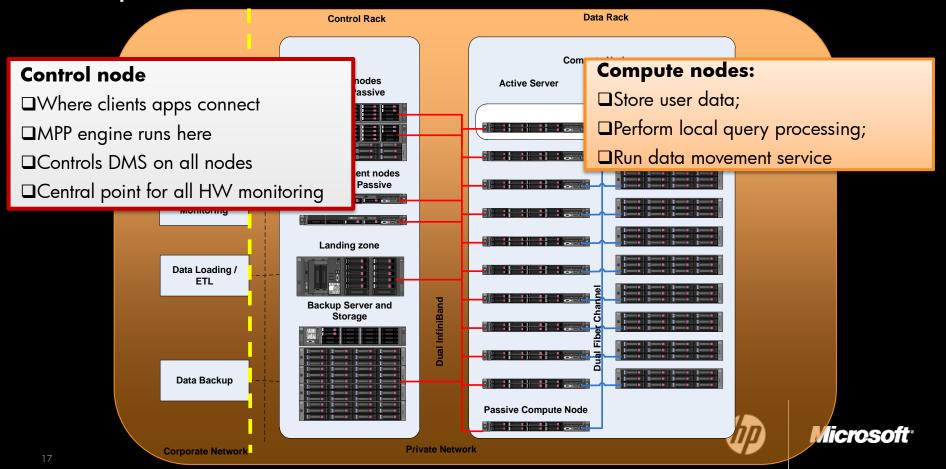
The world's most scalable, easy-tomanage enterprise data warehousing solution

Offers 8x scale to over 600 TB, and 40x to 200x faster queries



Microsoft<sup>\*</sup>

### Enterprise Data Warehouse Architecture



#### Enterprise Data Warehou ponents Data Racks 10 + 1 compute nodes per rack Infiniband Backup: DL380 G7 P2000 G3 Fibre Channel Control Nodes: **Ethernet** DL380 G7 Compute Management Nodes: Nodes: DL360 G7 DL360 G7 P2000 G3 Landing Zone: Microsoft<sup>\*</sup> DL37- G6

## Enterprise Data Warehouse HA Features

Failover Clusters

Redundant fabrics

Redundant PDUs



Redundant power

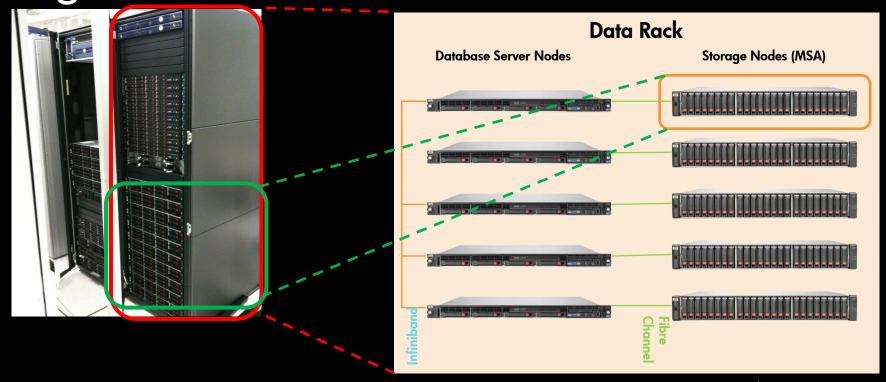
Redundant cooling

RAID 10 and hot plug disks

Pre-failure alerting



## High-Level PDW Architecture





## Architecture

Storage Node Anatomy



### MSA P2000 G3

• 11x HP P2000 300GB 6G SAS 15K 3.5in ENT HDD, OR



• 11x HP P2000 1TB 6G SAS 7.2K 3.5in MDL HDD, OR



• 24x HP 300GB 6G SAS 10K 2.5in DP ENT HDD, OR

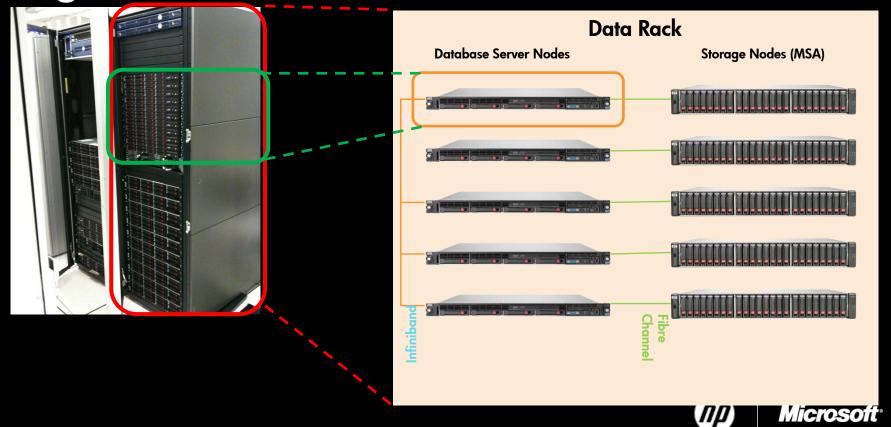


24xHP 600GB 6G SAS 10K 2.5in DR ENT HDD





## High-Level PDW Architecture



## Database Server node



- DL360 G7 (X5670)
  - 96GB RAM (12x HP 8GB 2Rx4 PC3-10600R-9)
  - HP DL360 SFF HD Backplane
  - HP 512MB P-Series BBWC Upgrade
  - 8x HP 300GB 6G SAS 10K 2.5in DP ENT HDD
  - HP IB 4X DDR PCI-e DUAL PORT 0 mem HCA
  - 2x HP 460W HE 12V Hotplug Power Supplies
  - HP iLO Advance license
  - 6 internal tempdb disks
  - 2 OS disks





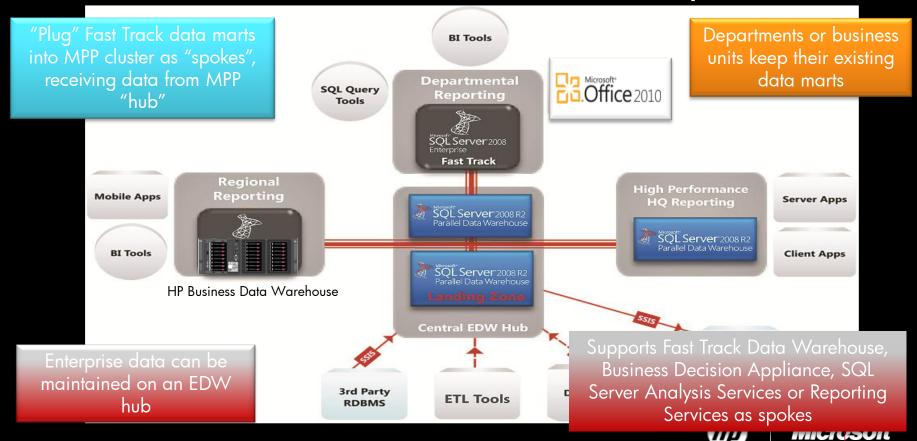
## Measured Performance and Scalability

Metric	Measurement
IO Scan Rate	1.65GB/sec per MPP node; 16.5GB/sec per data rack (12 x 1TB LFF MDL SAS: 10.7GB/sec/rack. Load and backup rates similar to SFF)
SQL Scan Rate	1.36GB/sec per MPP node; 13.6GB/sec per data rack
Capacity per data rack	76TB (300GB SFF) to 152TB (600GB SFF)
Load rates	2.3TB/hour
Backup rates	5.8TB/hour to 12TB/hour (depending on compression rates)
Restore rates	3.8TB/hour to 10TB/hour (depending on compression rates)

System Under Test: 1 Data Rack EDW with SFF SAS disks. AU2 version of PDW Workload: Industry standard DW workload



## Parallel Data Warehouse Hub and Spoke



## HP Enterprise Data Warehouse

### Case Study

### Challenge

 Need better storage and access for report generation, balance checking and data analysis

#### Solution

- Chose HP Enterprise Data Warehouse Optimized for SQL Server 2008 R2 Parallel Data Warehouse
- Quick to install

#### Results

- Reduced implementation risk
- Delivered 3X the performance at 1/3 the cost
- Can now generate reports in 15 minutes instead of four hours



"Our expectations for setup, ease of management, and processing speed were exceeded at every point by HP and Microsoft...we have tested the solution to generate reports in under 15 minutes for what used to take over four hours."."

Rich Hochron, CTO, Direct Edge





"Our success to manage the business for more than 220 retail stores depends on our ability to gain insight into those stores to make the most optimal decisions, so that we can proactively manage fluctuations in demand, enhance operations and bolster business growth. Microsoft Parallel Data Warehouse based HP Enterprise Data Warehouse (EDW) Appliance's turn-key approach, coupled with HP and MSFT's best practices allowed us to deploy the EDW Appliance in a few days. It only takes 3 hours to load data, which used to take more than 7 days to load. We are able to make business decisions significantly faster as report generation and analysis of the information is performed in a more timely manner."

- Assistant VP of Data Warehousing, Large US-based retail chain



## EDW Support Pack

- Installation tools
  - Default password update tool
  - -Time/Date synch tool
  - -BIOS setting synch tool
- Troubleshooting tools
  - -EDW Hardware Diagnostics tool
- Ongoing operational tools
  - -MRA Compliance Checker
  - Push Button Update Utility (for firmware and drivers)





DEMO: Push Button Update Capabilities



## Dramatic Simplification

Game-changing solutions from HP and Microsoft





**HP Enterprise Data Warehouse Appliance** 

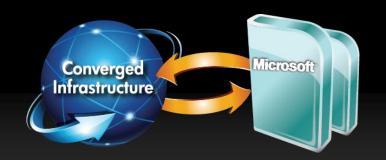
Consistent, validated and up-to-date environment



Microsoft<sup>®</sup>

### Converged Systems are Built on Converged Infrastructure.

The right foundation for the workload



## Joint HP and Microsoft services for...

#### **Seamless support:**

Collaborative partnering of HP
Services with Microsoft
Services

### **Consulting expertise:**

Expertise with on-premises, outsource, or cloud delivery models

### Comprehensive offering:

Over 23,000 combined HP and Microsoft professionals worldwide deliver a complete lifecycle





## Best-of-breed Partnership

Delivering faster time to value

HP + Microsoft co-innovation



Integration of Converged Infrastructure through application services



R&D + Services + Partner investments









# THE **INSTANT-ON ENTERPRISE** IS HERE.