



Enterprise Computing in a Virtual Private Cloud

Clinton France

HP Distinguished Technologist &
Director, HP Enterprise Cloud Services Offering Management

Agenda

- The market and today's Enterprise needs
- Virtual Private Cloud: What it is and what it can mean for your business
- Security, compliance and auditability

Meeting today's Enterprise needs with choice, confidence & consistency

Customer challenges

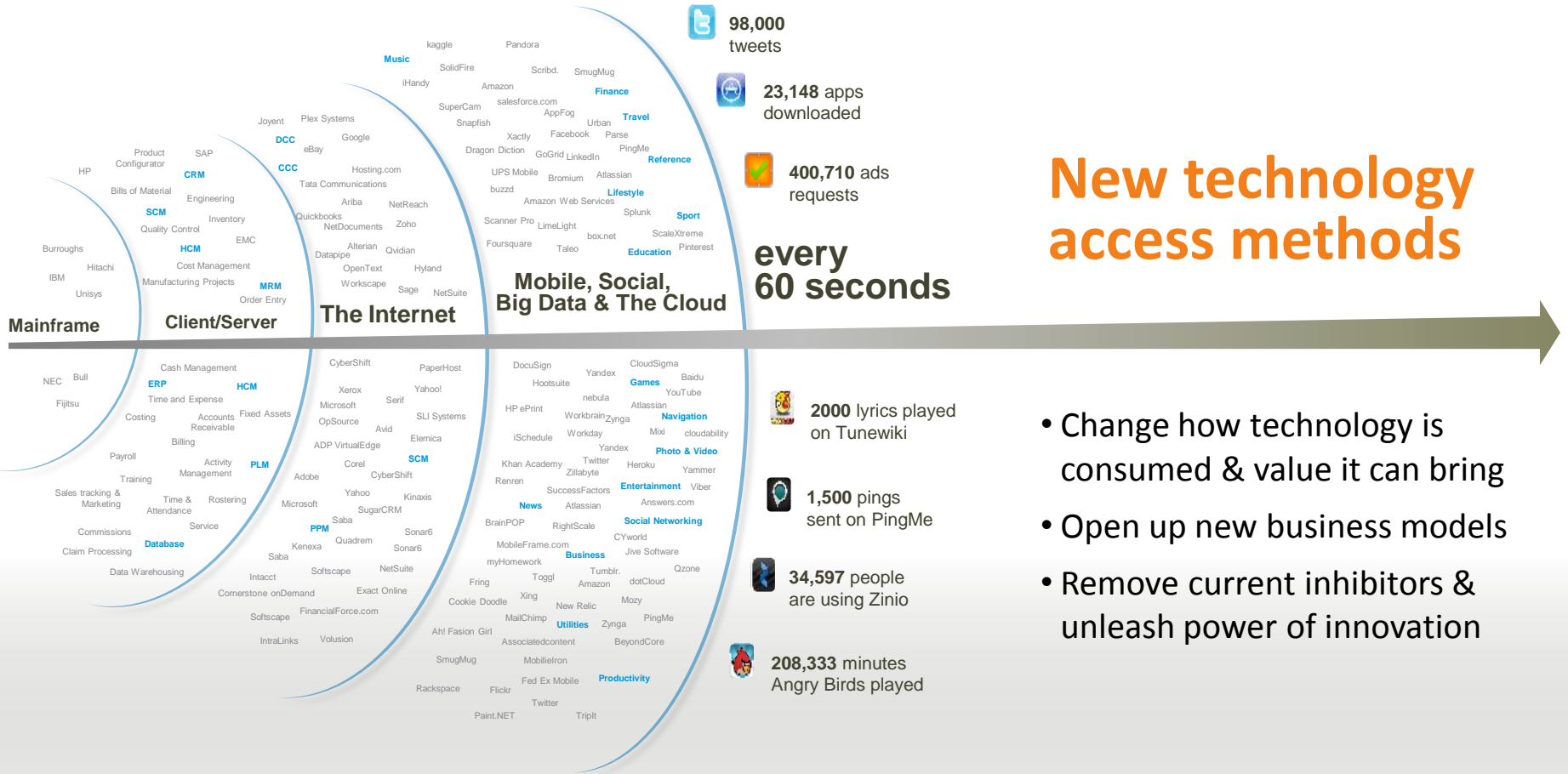
***SPEED
INNOVATION***

***ENHANCE
AGILITY***

***IMPROVE
FINANCIAL
MANAGEMENT***

***SECURE THE
ENTERPRISE***

Accelerating innovation & change



Shifts enabling unconstrained IT access

Infrastructure
ANYWHERE

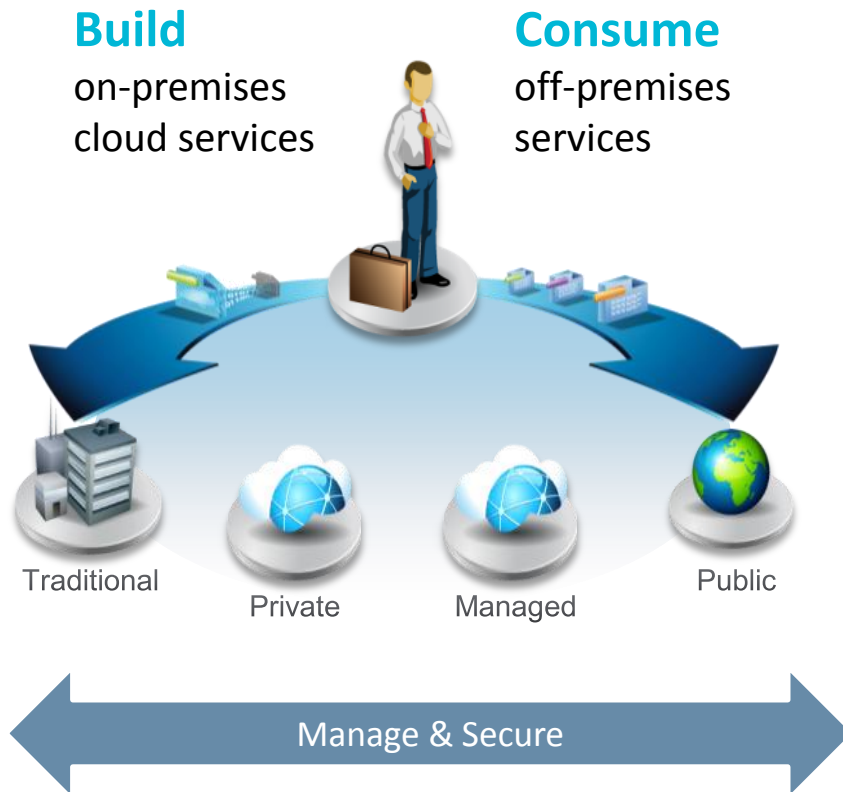
Applications
ANYWHERE

Information
ANYWHERE

=

Services
ANYWHERE

“Services Anywhere” with hybrid delivery



IT Imperatives

- Build & consume right mix of services based on service requirements
- Leverage best of traditional IT, private, managed & public cloud
- Manage & secure hybrid environment to reap value & mitigate risk

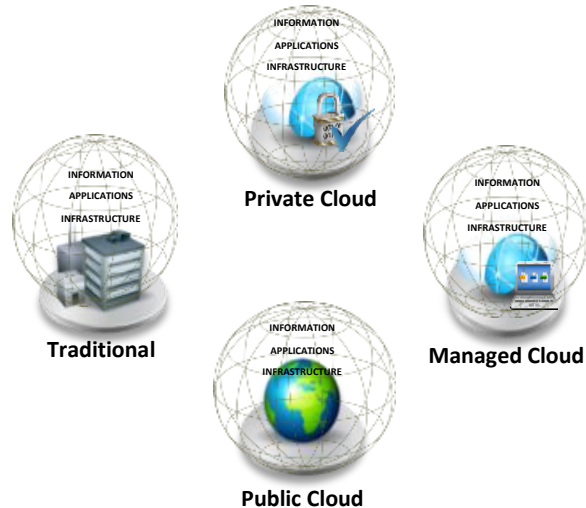
Hybrid delivery engineered for the future

Traditional IT



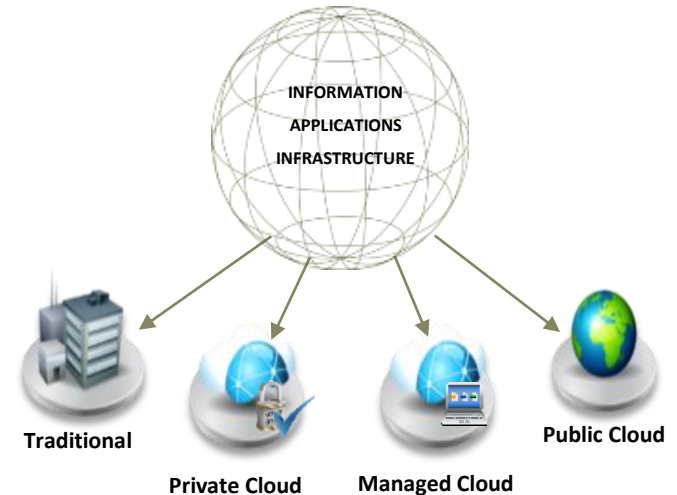
Dedicated
Physical
Homogenous
Inflexible

Evolving Current State



Disparate Architectures
Different Management & Security
Inconsistent Development Environments
Increased Complexity

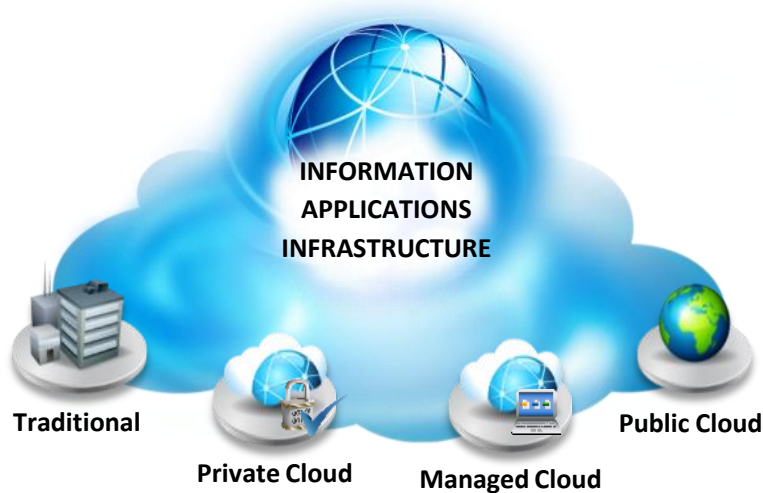
Future



Common Architecture
Converged Management & Security
Open & Standards Based
Develop Once, Run Anywhere
Flexibility & Portability

HP Converged Cloud

Hybrid delivery based on common architecture across traditional & all cloud models



Choice

- **Open**...standards-based across all delivery models
- **Heterogeneous**...hypervisors, development, infrastructure
- **Extensible**...partner ecosystem

Confidence

- **Security**...across info, apps, infrastructure, delivery models
- **Management** ...end to end
- **Automation**...for cloud based architectures & processes

Consistency

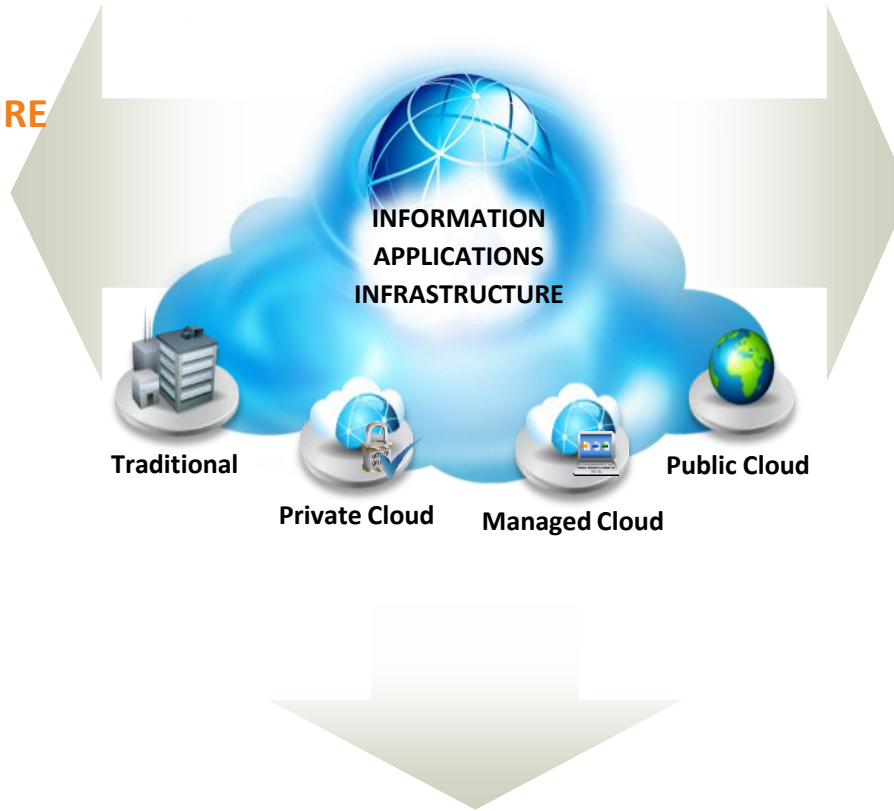
- **Common architecture**...across all delivery models
- **Portability**...for flexibility & optimization
- **Consumption experience**...one simple model

HP Converged Cloud Portfolio

BUILD, MANAGE & SECURE

(across all models)

- CloudSystem
- IT Performance Suite
- Converged Infrastructure



CONSUME

Off-premise services

Managed Cloud

- Enterprise Cloud Services
- IT Performance Suite Services
- Autonomy Protect & Promote Services

Public Cloud

- HP Cloud Services

PROFESSIONAL SERVICES

Consulting & implementation

Financing

Education

Analyst insight on HP Cloud offerings

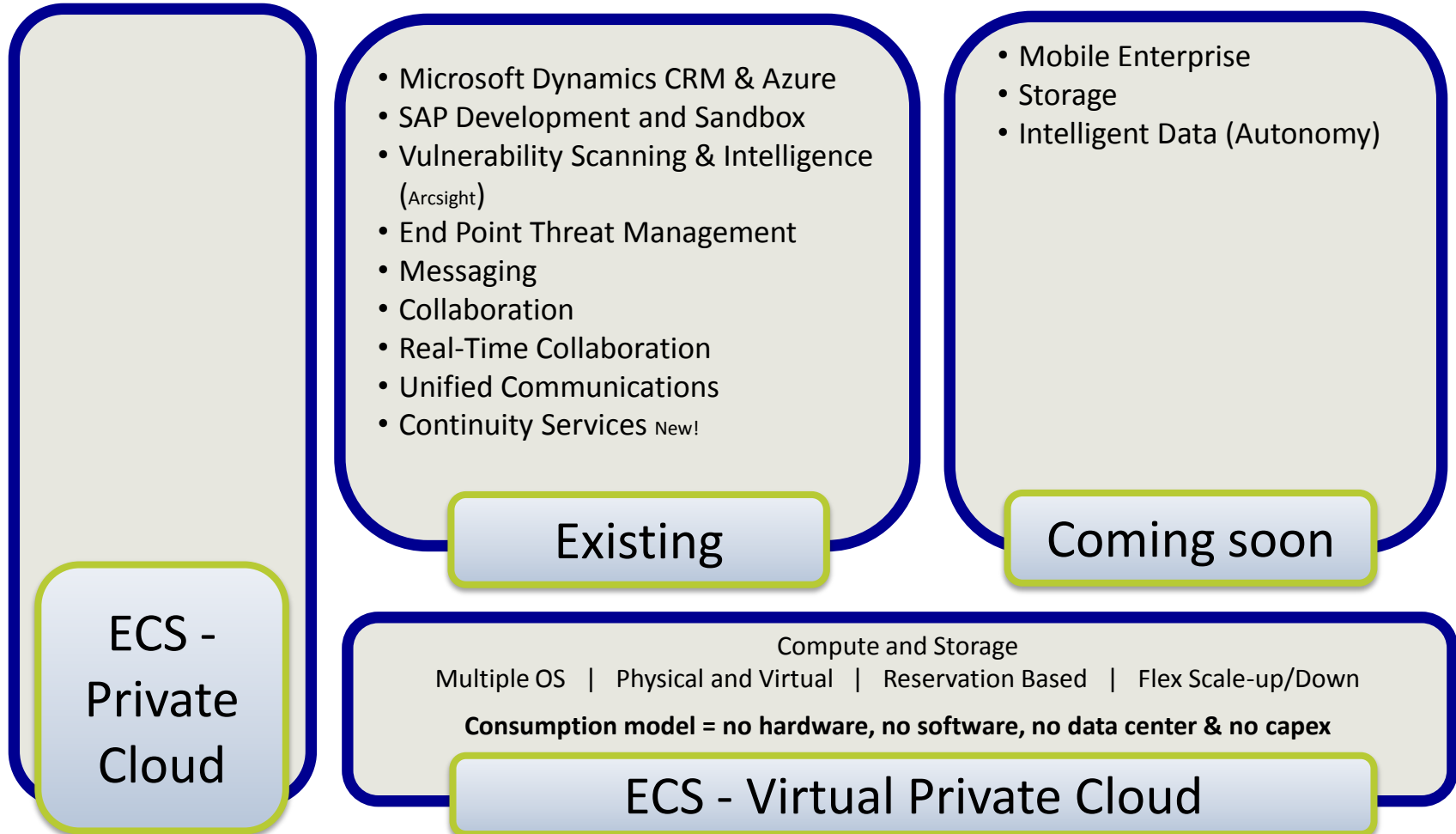
*“HP has among the **broadest range** (of cloud offerings) of any supplier in the marketplace, with offerings spanning across both **private and public** cloud domains with an emphasis on serving **hybrid cloud** environments.”*

- *Bill Martorelli*, Cloud Strategies of the Leading IT Global Service Providers, Forrester Research, Inc., January 18, 2012

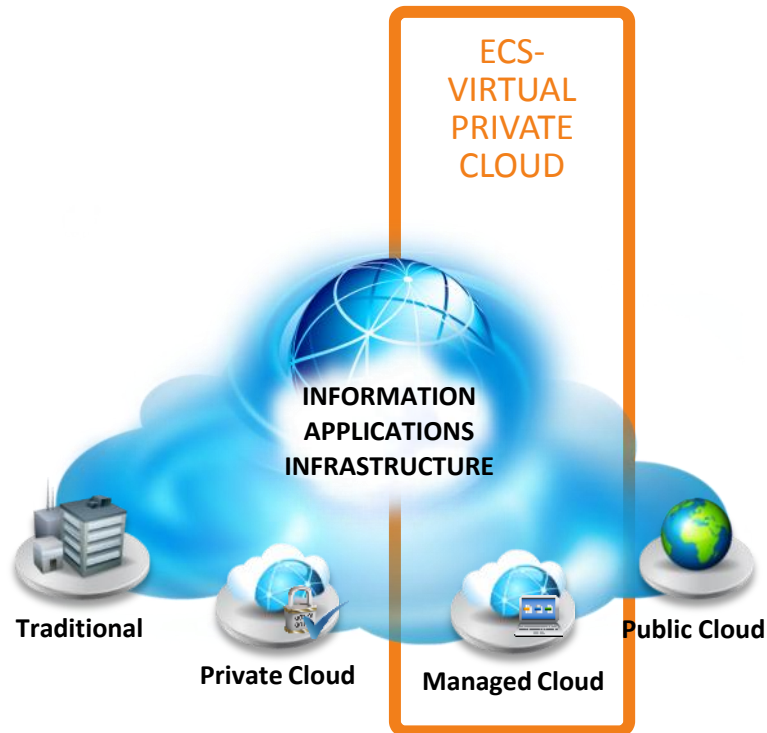
Virtual Private Cloud: Bringing the cloud to you

Enterprise Cloud Services

Enterprise-grade, managed, secure



Enterprise Cloud Services defined



Bring the cloud to today's Enterprise

What we offer

- Enterprise class
 - Secure Architecture Multi-tenant Cloud
 - 7x24 Incident Management
- Architected from the ground up
 - Isolated Secured Network Compartments
 - Physical or Virtual Compute Resources
 - Multiple Storage Resources
 - Client Managed Servers option
- Designed around lifecycle management
 - Universal Client Portal
 - HP Managed Service
- HP as the Enterprise Trusted partner
 - Multiple OS platforms
 - Geo diverse/Global Locations

Enabling today's Enterprise IT

HP ECS is leading the transformation of the Enterprise to the cloud through new economics, improved business agility and comprehensive architecture

HP ECS is designed to integrate into traditional Enterprise IT Financial and Reporting Models:

- Aggregated, Organizational, and Individual approvals
- Service are based on 'PO Amounts'
- Multiple PO's, CC per Customer
- Integrated Service Authorization Workflow
- Aggregated, Regional, Application or User views
- Provisioning
- Commercials
- Operations
- Service Levels
- Security, Regulatory and Compliance Auditable
- Operations Control Framework
- ITIL v3 reporting
- SAS 70 / ISO 27001 DC Audit

HP ECS is Architected to extend your Enterprise IT Security perimeter:

- Firewall
- Load Balance options
- Virtual Compartment
- Multiple vLANs
- Directory Services
- Full Logging options
- Secure Multi-tenant
- Physical vs. Virtual Servers
- Client Managed option
- DBA Support
- VPNs and Physical Connections
- Customer or HP IP Addressing

The big 3: Security, Compliance, Auditability

Our approach

HP has a meld of the best from our Cloud Strategy and Enterprise Security Strategy

...Proven “Enterprise Grade” Security Program and Framework

applied in the context of emerging Cloud Services

...What Security Approaches do we want to apply in this context?

...Building upon an evolution of...

utility, grid, cloud computing business models

IN DEVELOPMENT





Thank you!

Clinton France

clinton.france@hp.com

+1 425 531 0864

Copyright © 2012 Symantec Corporation. All rights reserved. Symantec and the Symantec Logo are trademarks or registered trademarks of Symantec Corporation or its affiliates in the U.S. and other countries. Other names may be trademarks of their respective owners.

This document is provided for informational purposes only and is not intended as advertising. All warranties relating to the information in this document, either express or implied, are disclaimed to the maximum extent allowed by law. The information in this document is subject to change without notice.