



# Innovating at Scale



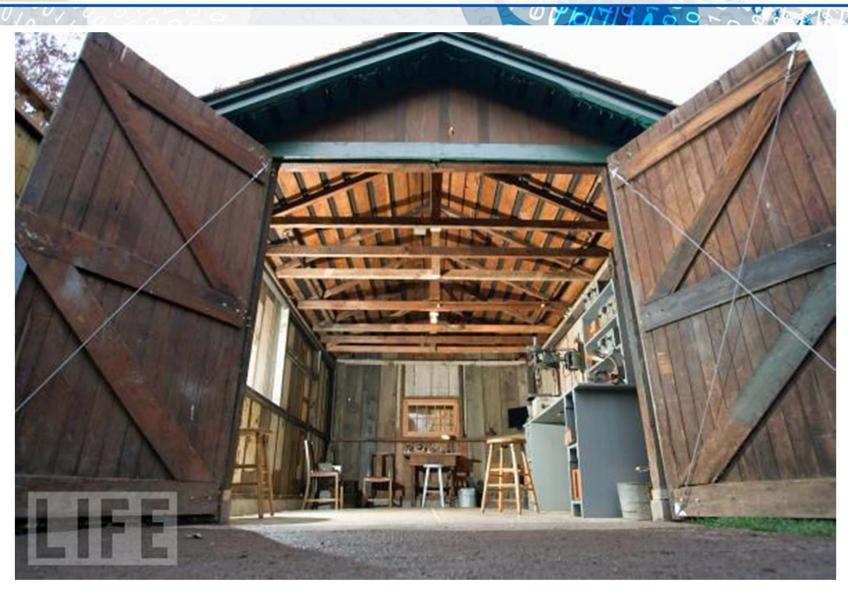
### Phil Robb

Director, Open Source Program Office Office of Strategy & Technology

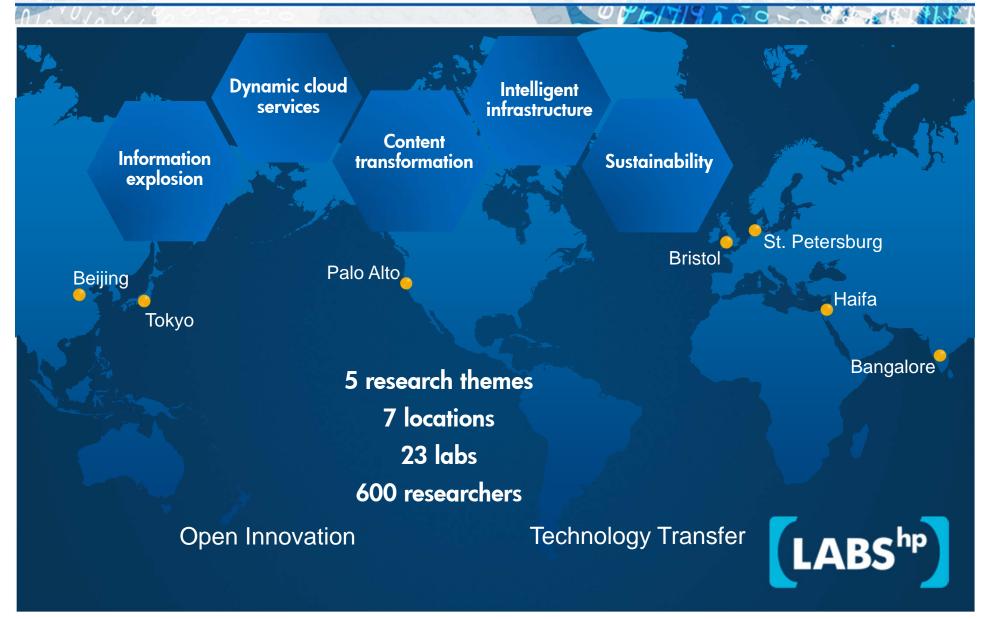
### Vin Sharma

Manager, Open Source Business Strategy Industry Standard Servers & Software











HP has been helping businesses innovate by providing technology solutions that combine HP intellectual property, standards-based hardware, and open source software.

- 37,000+ patents worldwide
- Top-ranked IT company in patent quality (past year)
- Fourth most valuable patent portfolio worldwide

- ~40% share of Linux & virtualization server market
- Top-ranked server vendor for Linux and virtualization since 1998
- Infrastructure provider to 9 out of top 10 cloud service providers worldwide

- Founding member of Linux Foundation
- Sponsor Apache
   Software Foundation
- Contribute to ~200
   open source projects
- Initiated Fossology





HP is a trusted solution provider to enterprises using open source because we have consistently advocated the use of open source development models to drive innovation.



















### HP helps open source software get ready for the enterprise



### Commercial Linux Community Linux

- Tests commercial Linux distribution early and often (with beta OS, proto hardware)
- Enables commercial distribution near launch date of new ProLiant hardware
- Obtains Linux vendor certification for representative ProLiant servers
- Provides support for ProLiant Support Pack

- Performs sanity tests of community Linux distributions with several ProLiant servers
- Supports ProLiant server hardware
- Offers the ProLiant Support Pack "as is"
- Directs software issues to community resources and supports the community

Validates reference configurations, publishes best practices,-supports industry events, and contributes to open source projects





### HP helps enterprises get ready for open source software



- Forum to facilitate study of FOSS via free data analysis tools
- Original FOSSology tool-set developed and contributed by HP



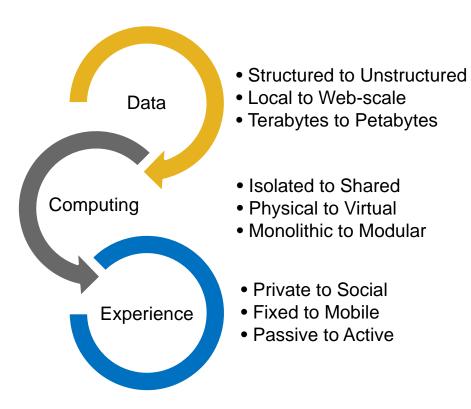
- Community for free and open source software governance
- Conduit for developing and sharing information and best practices
- Founded by HP and partners

http://www.fossbazaar.org





HP is now helping enterprises, service providers, and web-scale startups tackle the challenges of big data, cloud computing, and "consumerization of IT".







### **Big Data**

Structured to Unstructured

**COMPLIANCE** 

Sarbanes-Oxley

**HIPPA** 

Basel II

- Local to Planetary
- Terabytes to Exabytes

#### **ENTERPRISE**

ERP

Products CRM Suppliers

Customers Partners

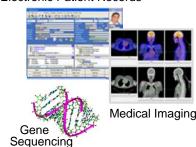
FINANCIAL SERVICES
Algorithmic Trading



High-frequency Trading

#### **HEALTHCARE**

**Electronic Patient Records** 



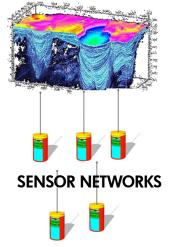
**MOBILITY** 

#### **COMMUNICATIONS**



Call Detail Records

### GEOPHYSICAL EXPLORATION







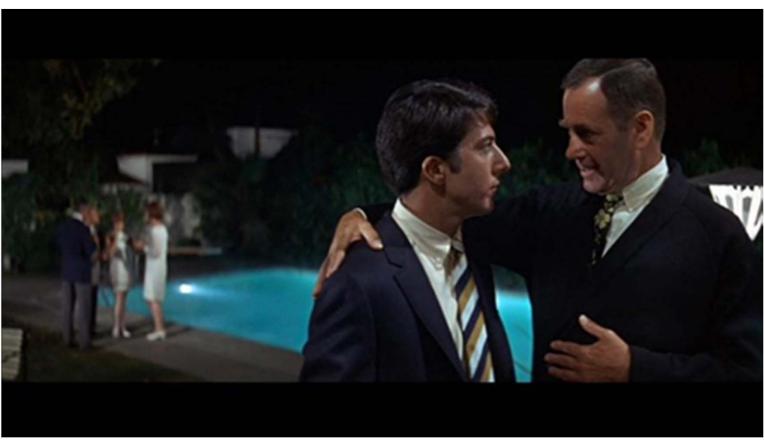








### "One Word... Analytics"









### **HP Vertica Analytics System**

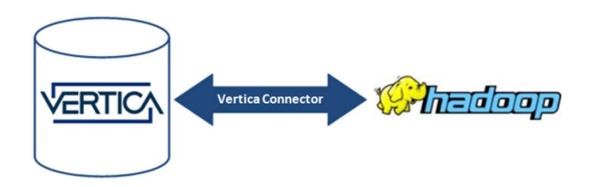
- Low-latency "in-time" analytics
- Up to 10x better load performance
- 50–1000x faster query performance than traditional row-stores
- Hybrid in-memory/on-disk architecture
- Keep data close to the processor/core
- Large scale, multi-use workloads
- Simple install/use with auto setup and tuning
- High scalability and full parallelism
- Runs on Red Hat Enterprise Linux
- Industry-standard ProLiant x86 hardware
- Hadoop Connector









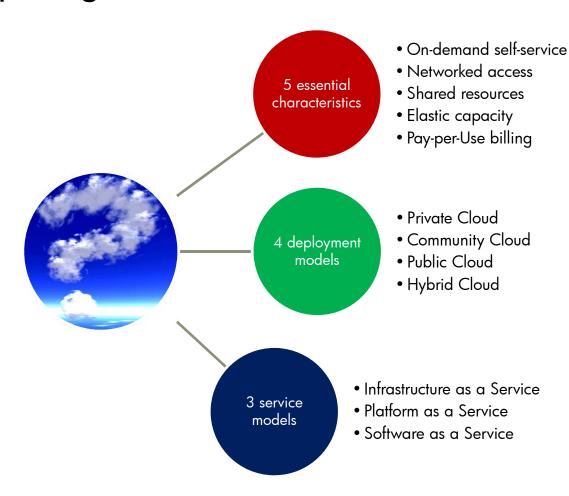


- First analytic DB company to deliver parallel connector for Hadoop
- ~25 customers currently using Vertica with Hadoop
- Flexibility and speed in loading data from Hadoop to Vertica
- Query data from Vertica in Hadoop as part of a MapReduce job
- Enables job scheduling between both environments
- Open Source, supported by HP/Vertica
- http://www.vertica.com/the-analytics-platform/native-bi-etl-andhadoop-mapreduce-integration/



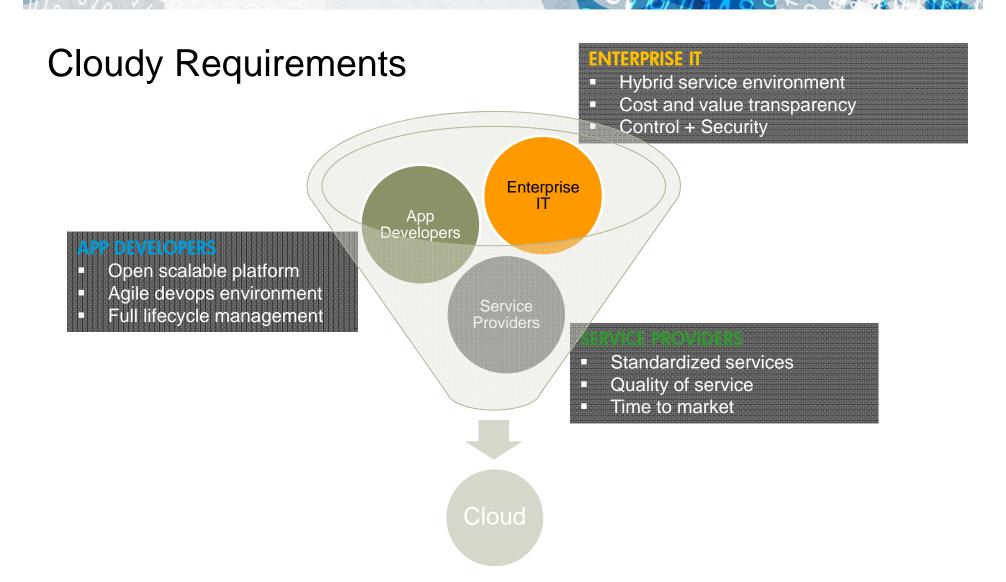


### **Cloud Computing**



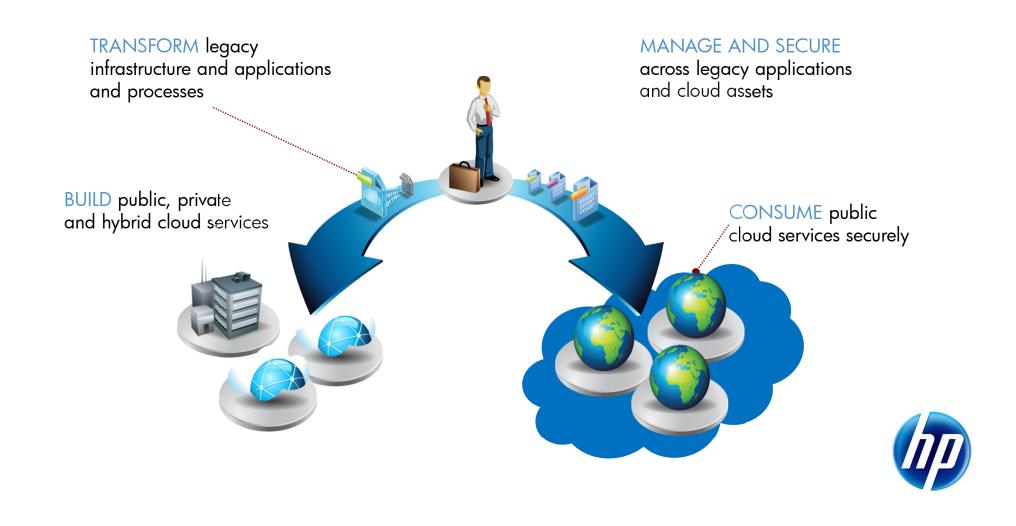








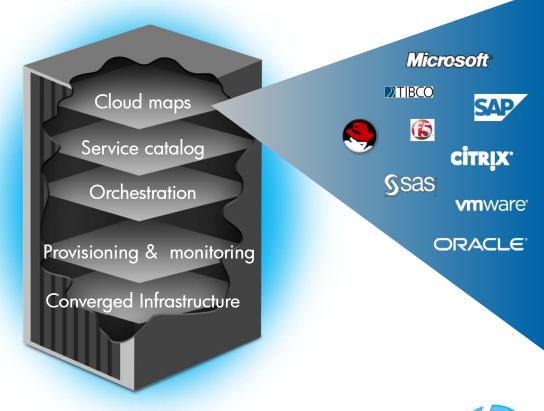
### Enterprise CIOs need to bridge legacy with cloud





### HP CloudSystem

- Single services view across hybrid cloud
- Multi-hypervisor, multi-OS, heterogeneous infrastructure
- Intelligent automation & orchestration
- Rapid application & infrastructure deployment
- Converged Infrastructure built for the cloud
- Agility for the enterprise, revenue growth for service providers



HP CLOUDSYSTEM



























Trinity Mirror plc





















