# HPE STORAGE SUBSTANTIATION

## Primary claim for HPE Primera

*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

- **Up to 93% reduction in time spent to deploy, manage, and scale storage**
  
  Based on HPE internal testing of HPE 3PAR vs. HPE Primera.

- **100% availability guaranteed**
  
  HPE Brochure: HPE 100% Availability Guarantee, June 2019.

- **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 vs. HPE Primera.

- **Up to 122% faster performance**
  
  Based on HPE internal testing in an Oracle environment at baseline 346K using pre-release firmware, compared to HPE 3PAR, April 2019.

- **Up to 233% change in throughput**
  
  Based on HPE internal testing of HPE 3PAR vs. 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

*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.

## Supporting claims for HPE 3PAR and HPE Nimble Storage

- **Most advanced AI for infrastructure**
  
  HPE Technical White Paper: HPE InfoSight for HPE 3PAR StoreServ, August 2018.

- **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**
  

- **86% issues automatically opened and resolved**
  

- **99.9999% guaranteed availability**
  
## Claim substantiation

### Supporting claims for HPE 3PAR and HPE Nimble Storage

<table>
<thead>
<tr>
<th>Claim</th>
<th>Substantiation</th>
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<tbody>
<tr>
<td>54% of problems resolved are outside of storage</td>
<td>Based on an internal study of HPE Nimble Storage installed base, August 2017.</td>
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<tr>
<td>No Level 1 or 2 support; Level 3 response in &lt; 1 minute on average</td>
<td>Analyst White Paper by ESG: Assessing the Financial Impact of HPE Nimble Storage Powered by HPE InfoSight, May 2019.</td>
</tr>
</tbody>
</table>

### Supporting claims

| Infrastructure gets smarter and self-improves with increased installed base and decrease in customer-involved cases | More Than 10,000 Enterprises Adopt Nimble Storage Predictive Flash Platform, Nimble Storage (now Hewlett Packard Enterprise), Marketwired, February 2017. |

- 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

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