HPE Storage Substantiation

**Primary Claim:** HPE delivers the world’s most intelligent storage

**Substantiation:** 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.

h20195.www2.hpe.com/v2/Getdocument.aspx?docname=A00043401ENW

**Supporting Claim:** 86% issues automatically opened and resolved

**Substantiation:** HPE Business White paper: “Redefining the standard for system availability,” August 2017

h20195.www2.hpe.com/v2/Getdocument.aspx?docname=a00018503ENW

**Supporting Claim:** 99.9999% guaranteed availability

**Substantiation:** Brochure: “HPE Get 6-Nines Guarantee,” September 2017

h20195.www2.hpe.com/v2/Getdocument.aspx?docname=a00026086enw

**Supporting Claim:** 79% lower storage operational expenses

**Substantiation:** Analyst White paper by ESG: “Assessing the financial impact of HPE InfoSight predictive analytics,” September 2017


**Supporting Claim:** 54% of problems resolved are outside of storage

**Substantiation:** Based on an internal study of HPE Nimble Storage’s installed base, August 2017

h20195.www2.hpe.com/v2/Getdocument.aspx?docname=a00018503ENW

**Supporting Claim:** No Level 1 or 2 support; Level 3 response in < 1 minute on average

**Substantiation:** Based on an internal study of HPE Nimble Storage’s installed base, August 2017

**Supporting Claim:** Infrastructure gets smarter and self-improves with increased installed base and decrease in customer-involved cases

**Substantiations:**

- “More Than 10,000 Enterprises Adopt Nimble Storage Predictive Flash Platform, Nimble Storage (now Hewlett Packard Enterprise),” Marketwired, February 2017
  marketwired.com/press-release/more-than-10000-enterprises-adopt-nimble-storage-predictive-flash-platform-2193593.htm

**Supporting Claim:** AI-driven automation delivers up to 85% improvement in IT efficiency

**Substantiation:** Analyst White paper by ESG: “Assessing the financial impact of HPE InfoSight predictive analytics,” September 2017


**Supporting Claims:**

- 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

**Substantiation:** Analyst White paper by ESG: “Assessing the financial impact of HPE InfoSight predictive analytics,” September 2017


Learn more at

hpe.com/intelligentstorage