

HPE Store More Guarantee

For HPE Nimble Storage All Flash Arrays

Store more data per terabyte of **flash storage** than other all-flash arrays—guaranteed

Less is more

Address growing capacity requirements with less flash storage. Store more application data for the same flash budget. Pack more production data per terabyte of raw flash storage than other competitive all-flash arrays.

Save money, space, and power

Extracting the most capacity from your all-flash array lowers costs while also lowering space and power requirements.

Why we can make this guarantee

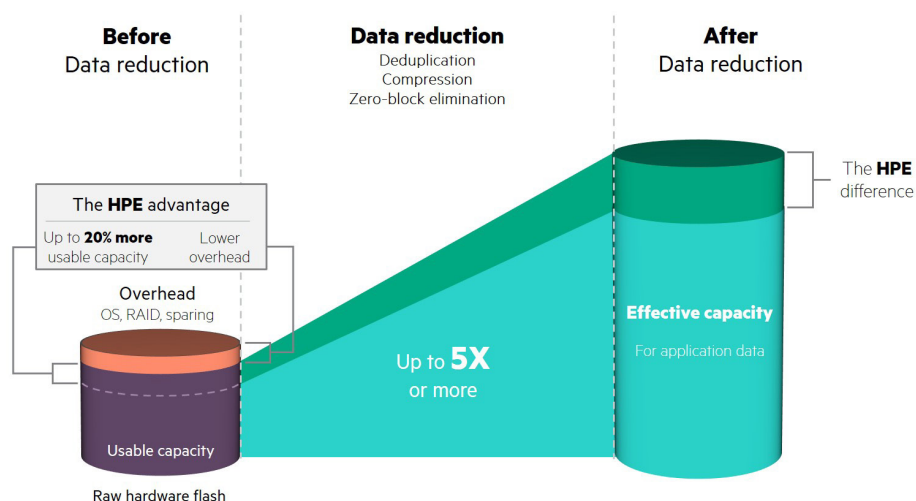
Imagine giving an Olympic sprinter a 20-meter head-start in a 100-meter race. Can anyone win against such a large advantage? Similarly, **HPE Nimble Storage All Flash Arrays** provides an advantage by delivering up to 20% more usable capacity before advanced data reduction is applied. After data deduplication, data compression,

zero-block elimination, and more—

Hewlett Packard Enterprise easily delivers more effective capacity for each terabyte of raw flash.

In simple terms

The HPE Store More Guarantee for HPE Nimble Storage **All Flash Arrays** provides the assurance that you are receiving the highest all-flash capacity efficiency when compared to other all-flash arrays. HPE Nimble Storage All Flash Arrays store more production data per terabyte of raw flash capacity without compromising resiliency. While many competitors only offer single or double-parity RAID, we provide Triple+ Parity RAID for exceptional resiliency while offering greater capacity efficiency. Additionally, we guarantee **99.9999% availability** for HPE Nimble Storage flash arrays.



Results taken from tests conducted by HPE Nimble Storage competitive team, March 2018.

Figure 1. Effective capacity

How does it work?

- Prior to purchase, the prospective buyer configures the competitive (non-HPE) all-flash array and the HPE Nimble Storage All Flash Array as desired for their production environment. HPE will assist the prospective buyer to calculate the effective capacity ratio for each array. A higher effective capacity ratio means more effective capacity per terabyte of raw flash.
- If the effective capacity ratio of the competitive all-flash product is greater than the effective capacity ratio of the HPE Nimble Storage All Flash Array, HPE will include additional storage on purchase at no additional cost. The additional storage will make up any capacity shortfall reflected by the effective capacity ratio.
- To calculate the effective capacity ratio, you must first copy identical environment-representative production data to the competitive all-flash array and the HPE Nimble Storage All Flash Array. At least 10 TB of data should be copied or half of the stated raw capacity of the selected HPE Nimble Storage array, whichever is less.

Contact your HPE account representative for HPE guidelines in calculating the effective capacity ratio.

The guarantee program is only valid during the presales stage so that we can address any additionally required storage prior to invoicing and include it in the appropriate support and warranty packages. The guarantee program is not available after the invoice has occurred. This program only applies to current and generally available all-flash HPE Nimble Storage products and technologies.



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- Follow HPE guidelines to calculate the effective capacity ratio. The ratio takes into account the amount of production data written versus the total raw flash capacity consumed by the copied data and all other sources (including, but not limited to OS, RAID, sparing, and garbage collection). Calculate the ratio for the competitive all-flash array and the HPE Nimble Storage All Flash Array (for example, if 10 TB of production data requires 2 TB of raw hardware flash capacity, the effective capacity ratio is 5:1).

HPE Store More Guarantee details

- The guarantee program is available to prospective buyers of HPE Nimble Storage All Flash Arrays worldwide.
- Customer must engage in an HPE proof of concept (demo) of a qualified HPE Nimble Storage All Flash Array product.
- Customer must work with HPE to calculate the effective capacity ratio for the qualified HPE Nimble Storage All Flash Array product and the competitive all-flash array product.
- Customer must present effective capacity ratio results and relevant data to HPE. The results and data are subject to verification by HPE.
- If the qualified competitive all-flash array delivers a higher effective capacity ratio, as validated by HPE, an adjusted quote will be provided for the HPE Nimble Storage All Flash Array. The quote will reflect additional storage at no extra cost to address any effective capacity deficiency. For example, if a competitive all-flash array delivers 10% more effective capacity per terabyte of raw storage, HPE will provide an adjusted quote with a discount that represents at least 10% additional flash capacity.

- If an adjusted quote expires, HPE may, at its option, require that the guarantee program process be started from the beginning in order for the prospective buyer to make a claim against the guarantee.

The HPE Store More Guarantee for HPE Nimble Storage All Flash Arrays does not apply in the following circumstances:

- If the competitive all-flash array is not qualified. For example, if it is not permissible or practical to accurately calculate the total amount of raw capacity consumed in the competitive all-flash array.
- When any impact from snapshots or thin provisioning is considered in the effective capacity ratio calculation of the competitive all-flash array or the HPE Nimble Storage All Flash Array (Note: It is ok to configure arrays for deduplication, compression, and clones.).
- At any time after HPE Nimble Storage All Flash Arrays have been purchased.
- Effective capacity comparison against other HPE storage products.
- For previous HPE Nimble Storage All Flash Arrays (such as AF1000, AF3000, AF5000, AF7000, or AF9000 All Flash Arrays).

HPE Nimble Storage reserves the right to modify, cancel, or update this program at any time for any reason, in its sole discretion.

Learn more at
hpe.com/us/en/storage/nimble.html