



Claim Substantiations

Claim: Get business services up and running in weeks versus months

Substantiation: Third-party analysis by ESG comparing the HPE ConvergedSystem 700 (CS700) to both a composite alternative integrated system and a customer-built and integrated virtual infrastructure, conducted in December 2014.

Source: ESG white paper, “Analyzing the Economic Value of HPE ConvergedSystem 700 for Virtualization in an Enterprise Environment,” December 2014.

Claim: The CS700 can improve user productivity by up to 197%

Acceptable variations:

- The HPE ConvergedSystem 700 can nearly double staff productivity
- The CS700 nearly doubles staff productivity versus comparable systems built by customer PMO

Substantiation: Third-party analysis by ESG comparing the ConvergedSystem 700 (CS700) to both a composite alternative integrated system and a customer-built and integrated virtual infrastructure system, conducted in December 2014.

Calculation: Three-year staff and application cost savings for converged infrastructure built by customer PMO is \$666,483. The three-year savings for a CS700 is estimated at \$1,315,509; this



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equals a savings of 197% more than the savings from a system built by customer PMO.

Source: ESG white paper, “Analyzing the Economic Value of HPE ConvergedSystem 700 for Virtualization in an Enterprise Environment,” Table 3, December 2014.

Claim: Generate 315% ROI

Claim: Payback period of about eight months

Claim: Significantly lower TCO than alternatives

Substantiation: Third-party analysis by ESG comparing the HPE ConvergedSystem 700 to both a composite alternative integrated system and a customer-built and integrated virtual infrastructure system conducted in December 2014. The detailed calculations are provided in Table 2 of the source document.

Source: ESG white paper, “Analyzing the Economic Value of HPE ConvergedSystem 700 for Virtualization in an Enterprise Environment,” Table 2, December 2014.

Claim: HPE converged infrastructure requires only one management tool compared to three tools for the competition.

Acceptable variation: HPE converged systems require one-third the number of tools it takes to manage VCE® or FlexPod systems.

Substantiation: Based on internal analysis conducted in November 2014 of the functionality provided by HPE OneView version 1.10 in comparison to the current versions of Cisco® UCS Manager, UCS Central, and UCS Director.



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Claim: Hewlett Packard Enterprise recently used its own HPE ConvergedSystem 700 to deploy a powerful cloud environment in just hours.

Substantiation: HPE case study, “Empowering HPE R&D community to deliver better products faster: Pre-built HPE ConvergedSystem 700 goes from crate-to-connect in seven hours.” [Click here for full case study.](#)