HP Integrity servers are the right choice to replace legacy Sun systems.

Transform your data center to synchronize business and IT.

A transition to HP Integrity servers is simple, smart—and cost-effective.

Based on information technology trends and typical infrastructure needs, HP Integrity servers hold several clear advantages for your enterprise. Let us explain why HP Integrity servers are the most sensible, intelligent, and forward-thinking choice for your IT investment dollars.

As a Sun customer, you're undoubtedly preparing for your next steps by analyzing how Sun's plans tie in with your current and long-range needs. You want your systems to deliver high-performance computing at a highly competitive price point. Those systems must be highly reliable, available, and scalable, with a low total cost of ownership (TCO) to satisfy ever-tightening budget concerns. As your business grows and your needs change, you want to be sure that the technology you buy today won't be obsolete in a few years and that upgrades will be easy and seamless, providing good investment protection.

It's also important that any new hardware will integrate well with your legacy systems so you can continue to run the operating systems, software, and applications you're most comfortable with. Plus, if you can partner with a financially stable solutions vendor that is genuinely interested in your business, fiscal, and IT health—an innovative industry leader with a committed strategy and vision of the future—then you'll be well on your way toward fulfilling the IT and business needs of your enterprise now and for years to come.

HP Integrity servers provide a way for you to meet all of these requirements—and more. HP delivers high-performance, lower-cost computing to your enterprise with its broad and deep portfolio of HP Integrity servers, from entry-level 2-way systems to the record-setting, 128-way HP Integrity Superdome. HP Integrity servers deliver simplicity, agility, and value to your environment and lay the foundation for an Adaptive Enterprise, in which business and IT are synchronized to capitalize on change.

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"Our old Sun server couldn't adequately support our core application and our enterprise database. Although the [Intel®] Itanium® architecture was at the beginning of its lifecycle, the performance of the HP Integrity rx8620 Server outpaced all of the other vendors and offered superior price/performance. We were aiming for at least a four-fold increase in performance, but in many situations processing is now eight to ten times faster than before. In the past, it would take us three days to complete our end-of-year accounts, but now they are done overnight."
Wolfgang Grech, Head of IT, Allgemeine Bausparkasse (ABV)

HP Integrity servers are built to meet your needs today and tomorrow.
These are among the many benefits that HP Integrity servers provide:

- Low operating costs
- High levels of performance and agility
- Fast, flexible responses to business needs
- Vast scalability and headroom to handle increasing demands

You can trust HP Integrity servers for your most demanding workloads. They are the best choice for your IT infrastructure.

Choose the product line with a strong future.

HP has a reputation for leadership in innovative technology—to deliver outstanding value today with increasing value for the future. Our forward-thinking approach gives you superior choice, with cost-efficient architectures that are built with modular components for your every computing need.

Our innovation and standards-based approach set us apart. As a result, HP Integrity servers—which are powered by standards-based Intel® Itanium® processors—have the capability to run UNIX® (HP-UX), Microsoft® Windows®, Linux®, and OpenVMS. They require a small number of CPUs to deliver industry-leading performance. They also support PCI with multiple slots and include such necessities as virtual partitioning and goal-based global workload management with HP-UX 11i. In addition, the Integrity platform has definite industry acceptance and market momentum. The world's leading independent software vendors (ISVs) have developed thousands of applications for the HP Integrity platform, and that number is growing rapidly.

If you currently use Sun's Ultra Enterprise or Sun Fire servers, then you've probably thought about upgrading your systems. Many Sun customers might naturally look to upgrade their current systems to the UltraSPARC IIIi- or IV-based Sun Fire servers. However, after the introduction of the UltraSPARC IIIi+ and IV+ processors, legacy SPARC-based systems are traveling down three different paths. One of those directions is dedicated to the Chip Multi-Threading (CMT) approach. As of August 2005, Sun has yet to release these systems—and Sun has acknowledged that risk[1] exists in its CMT strategy. A major issue is that applications must be optimized to work well within the CMT architecture—which Sun has admitted[2]. The other two options are AMD Opteron™ processor-powered servers and SPARC64-based Advanced Product Line (APL) systems based on Fujitsu technology. Most important for customers and ISVs is that Solaris SPARC binary applications are not compatible with AMD Opteron

[1] "Sun gambles big on future chip design"—Infoworld.com, April 2004 (see full Q&A with David Yen, Sun Microsystems Executive Vice President, Scalable Systems Group: "So is there a risk? You bet there's a risk."…)

[2] "Sun burnishes next-gen SPARC chips"—CNET, February 2005 (see comment attributed to Yen: "Today's software will work on CMT chips, but must be optimized to work well.")

processor-based Solaris binary applications[3]. How many ISVs will justify another effort to port, qualify, and support their applications for Solaris on x86 when the Linux volume on industry-standard systems is so large and constantly growing? As for the APL platform, Sun has entered into an alliance with Fujitsu. Yet Fujitsu has also stated its intent to generate $2 billion in revenue over the next three years (starting in 2005) from the sales of 10,000 Itanium 2–based PRIMEQUEST systems[4].

HP delivers outstanding value today with increasing value for the future.

The benefits of HP Integrity servers

Of course, you probably have questions in mind about HP and HP Integrity servers, too.

First of all, HP Integrity servers deliver leading price/performance and they are designed to grow—seamlessly and cost-effectively—as your needs grow.

In a comparison of 8-way servers using SAP SD as a yardstick, the research firm Illuminata concluded that HP Integrity servers based on the Intel Itanium 2 processor offer superior price/performance than comparable Fujitsu SPARC64 servers[5]. And because Integrity servers don't need a large number of CPUs, licensing costs drop dramatically when it comes to purchasing expensive software licenses on a per-CPU basis. These licensing savings can produce significant decreases in your support and maintenance outlays.

Through design, Integrity servers contain outstanding capacity for scaling up and scaling out. They can run the industry's leading operating systems, including HP-UX 11i, Linux, Microsoft Windows Server 2003, and OpenVMS—and even run them simultaneously on the same system, through partitioning. So you can deploy new solutions quickly, reliably, and cost-effectively while consolidating workloads across multiple operating environments. A further benefit is that, as your business requirements change in the future, you can easily redeploy Integrity servers to run a different IT solution on a different operating system. This means you can move your most mission-critical applications to HP-UX 11i—and other applications to Linux—for deeper savings and better performance.

Since HP Integrity servers are standards-based, you will not be locked into proprietary technologies. Integrity servers are not only easily upgradable over time—providing outstanding investment protection—but with a duty cycle ranging from 5 to 10 years, they're built to last as well. It all adds up to a low and budget-pleasing TCO for you.

HP Integrity servers and HP-UX 11i: a winning combination

It makes sense to move your mission-critical and most demanding workloads from Solaris to HP-UX as a way to further strengthen your IT infrastructure—helping you control costs while getting the most out of your assets.

When it comes to achieving higher levels of business agility and more business value, HP-UX—which has been supported on PA-RISC processors for years—provides UNIX leadership on Integrity servers in three critical areas: virtualization, systems management, and return on investment (ROI).

Virtualization

HP's innovative virtualization solutions allow you to pool and share IT resources to optimize utilization so that supply automatically meets demand. As a leader in virtualization, HP-UX 11i allows you to quickly and cost-effectively allocate or re-allocate resources as business needs require. HP-UX 11i supports hardware partitions (nPars) and software-defined virtual partitions (vPars). HP Virtual Server Environment (VSE) for HP-UX 11i is an integrated server virtualization offering that consists of a pool of dynamically sizeable virtual servers. Each virtual server can grow and shrink based on service-level objectives and business priorities, allowing you to consolidate multiple applications on a single server. This flexibility can lower your TCO. VSE also has the ability to increase resource allocation in a clustered environment, such as when one application moves from one server or partition to another—whether in a single data center or across a global, disaster-tolerant environment.

[3] Sun Opteron FAQ #25, Sun Web site ("You will need to recompile your Solaris SPARC code to make it run on the AMD Opteron processor-based systems from Sun.")

[4] "Fujitsu Chases $2 Billion with PrimeQuest Itanium Boxes"—ITJungle, April 2005

[5] Illuminata, Inc.: "Epic Battle: Itanium vs. RISC," December 2004

"We found [HP] very easy to do business with. There is always a flexibility in the way they deliver to their customers, and it's very noticeable when you compare them to other vendors. They have a very strong support culture." Lee Chong Leong, Regional MIS Manager, Schneider Electric

VSE is built around HP-UX Workload Manager—the first automated, goal-based policy engine available for UNIX systems. HP-UX Workload Manager, HP Process Resource Manager, and HP Systems Insight Manager (HP SIM) comprise a broad set of management tools that work with HP-UX 11i to provide a comprehensive view of your entire IT environment. These advanced management features—which are unmatched by Sun—deliver more flexibility by allowing workloads to move to available resources.

System management

In addition, HP SIM is the cornerstone of HP's systems management portfolio. SIM can discover and centrally manage Windows, Linux, and HP-UX servers, Fibre Channel and SAN-based storage devices, and NAS devices. HP SIM is the only tool that can manage servers and storage from one console—a single pane of glass—and it leverages industry standards to enable management of non-HP platforms. HP SIM can manage virtually all HP hardware, including clients, storage, printers, network switches, racks, and power products.

You can already separate applications from each other within a single instance of HP-UX 11i, which further increases server utilization. The introduction of HP Integrity Virtual Machines in late 2005 provides the ability to create sub-CPU partitions. In addition, HP-UX supports Java™ and .NET, enabling the construction of end-to-end applications that link multiple servers over the network.

Return on investment

Although the virtualization, management, and TCO features of HP-UX 11i are solid differentiators and offer clear HP benefits, it's important to note that HP-UX's many similarities with Solaris make the transition to HP smooth and easy. HP provides a simple transition or "delta" course to train your system administrators and get them quickly up to speed. And to demonstrate how implementing virtualization on HP-UX 11i lowers your TCO and speeds ROI, HP offers an online software tool to help you understand the financial benefits of such a move[6].

HP Integrity servers and Linux: proven 64-bit leadership

As an industry leader in Linux, x86 systems, and Itanium 2–based servers, HP is the logical solutions provider for your Linux needs. You can move your most demanding Linux workloads from Solaris to Linux on HP Integrity servers—and migrate your remaining Linux applications to Linux on HP ProLiant servers and HP BladeSystem servers. The broad HP server portfolio enables you to match your application needs to the right server with the right performance and at the right price.

As a globally recognized leader in focused innovation, HP was one of the first technology solutions providers to commit to both the Itanium-based platform and open source/Linux environments. As a result, HP is a leading provider of both Itanium-based platforms and Linux solutions worldwide. Not only are HP Integrity servers a powerhouse Linux platform for your data center, technical computing, and mission-critical applications—they are designed to work seamlessly with x86 HP ProLiant servers and HP BladeSystem servers as well.

Linux is widely deployed on HP Integrity servers because it is an extremely effective environment for deploying flexible, stable, and increasingly robust applications in a UNIX-like environment—and because acquisition, maintenance, and associated costs are far lower than for other operating environments.

[6] Please contact your HP representative for a customized ROI analysis.

HP Linux Reference Architectures
To further increase the reliability of Linux implementations, HP has created a set of Linux Reference Architectures (LRA), consisting of a complete and tested configuration guide and middleware stack, plus HP consulting, integration, and support services. These reference architectures simplify your decision-making, accelerate solution deployment, reduce risk and cost, and validate results with proof-of-concept testing. The LRA provides everything you need for a successful Linux implementation. Specifically, HP has developed Linux Reference Architectures for Oracle® and BEA Systems applications. So if you're currently running Oracle or BEA applications on Solaris, HP can help you achieve quick implementation, increased performance, rock-solid reliability, and low TCO.

More on why you should switch to HP Integrity servers

Hundreds of Sun customers are already reaping the benefits of their switch to HP. Likewise, you can experience the breakthrough value—within and beyond the system—that HP's world-class portfolio of storage, management, services, and support solutions provide. We've been helping enterprises transition to HP Adaptive Enterprise solutions for years, and you'd be hard-pressed to find a total solutions provider that does it better than HP.

Transitioning to HP Integrity servers from Sun systems is easy. HP offers a comprehensive portfolio of services and incentives to move from Solaris to Integrity servers, including:

- Proof-of-concept tools
- Migration assistance to Linux or HP-UX (planning, porting, and deployment tools)
- Migration and agility assessments
- Education and training for existing Solaris administrators
- Financial incentives and system trade-ins

HP even helps with rapid removal and environmentally safe recycling of your legacy Sun servers.

In keeping with our reputation as a one-stop solutions shop, HP can manage support—including break/fix—for your Sun Solaris environment during the migration. In addition, with the configured, customized, and integrated factory solutions and deployment services of HP Factory Express, you can specify the details of how your systems are built, tested, integrated, shipped, and deployed.

HP makes transitioning from aging Sun platforms to new Integrity servers quick and easy.

Evolve confidently with a services partner that stands accountable

HP Services professionals take a collaborative approach to help you reduce IT complexity and better control the impact of change on your business. And when it comes to moving from your legacy Sun systems to industry-standard HP Integrity servers, we go the extra mile to help make your transition as pain-free and seamless as possible.

HP has the expertise to design, build, integrate, manage, and evolve IT environments that will grow and last. Our global portfolio—from basic services to a complete suite of mission-critical services—can provide greater flexibility and business value. Overall, better alignment between your business and your IT needs helps to reduce risk, contain costs, and deliver more predictability and improved service levels—all while significantly increasing the value of your IT investments. HP prides itself on being a full-service company, with a comprehensive suite of end-to-end solutions to enable your Adaptive Enterprise. That's a crucial differentiator when comparing HP's capabilities with Sun's.

For more information on these services, please contact your HP sales representative or visit:
www.hp.com/hps/portfolio/index.html

HP Financial Services: the smartest way to invest in IT

In addition to having a strong portfolio of products, services, people, tools, methodologies, and world-class partnerships, HP makes a transition easy on your balance sheet by putting the power of the HP portfolio to work for you through HP Financial Services.

No matter which combination of reliably innovative HP solutions you need, HP Financial Services can help reduce your costs even further with our full range of services, helping you to:

- Transition from legacy equipment
- Acquire new HP Adaptive Enterprise solutions
- Manage your solution cost-effectively
- Dispose of equipment safely at the end of its lifecycle

For more information on how HP Financial Services can help you to reduce your costs, please visit:
www.hp.com/go/hpfinancialservices

To learn more

For more information on how HP Integrity servers help you do more with less, how our solutions work better together, and how you can move from Sun to HP, please contact your sales representative or visit:

www.hp.com/go/maketheswitch
www.hp.com/go/therealstory
www.hp.com/go/integrity
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