Hewlett Packard
Enterprise
Compute ATM
Live from Taipei
Welcome!
Confidential | Authorized

# Agenda

Welcome
Financial update
FY22 accomplishments
Gen 11 announcement
VOW results and engagement plan
Quality in action recognition
FY23 Looking ahead
FY23 bold goals
Q&A
Wrap

# Finance

# Compute finished FY22 with a record breaking Q4!

**Revenue**

**Profit rate expansion**

**Services Orders[1]**

Compute continues to be a pillar of HPE

[1]Excluding Russia and Belarus [2]Percent of HPE net revenue Q422 ($8B) [3] Percent of HPE operating profit Q422 ($1B)

# Compute Delivered Stellar Performance in Q4...Again!

**Revenue**

**$x,xxx million**

y/y, ↑ ↑ q/q

**Operating profit**

**$xxx million**

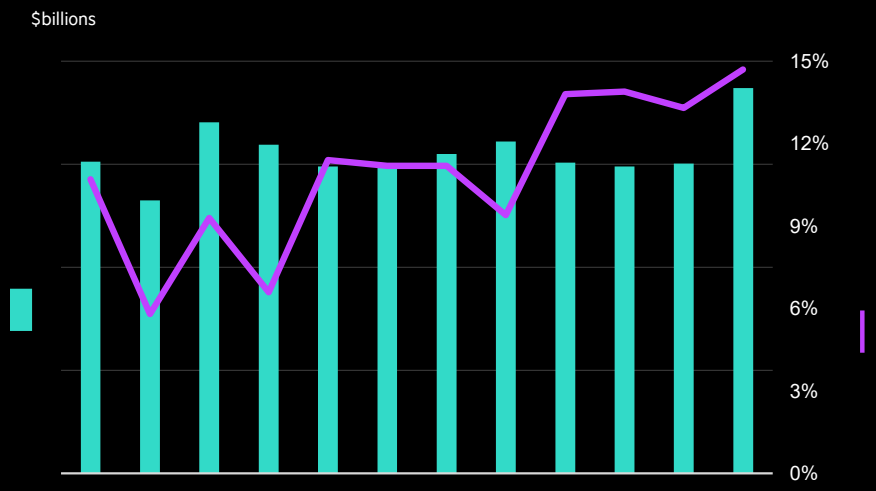
% of revenue pts y/y

**Revenue**

- Americas xx%
- EMEA xx%
- Asia Pacific xx%

## Overview

- Revenue xx due to improved supply, disciplined pricing, and double-digit revenue growth across all product categories
- Operating profit margins of xx, up xx pts y/y due to strategic pricing actions and favorable product volume impact
- Services xx pts y/y margin rate expansion driven by lower cost of delivery as a percentage of revenue
- GreenLake orders xx% y/y in Q4




1. Services excluding Russia and Belarus impact

# Compute Delivered Revenue Growth & Profit Expansion in FY22

**Revenue**

**$XX billion**

↑ % y/y

**Operating profit**

**$XX billion**

x% of revenue ↑ pts y/y

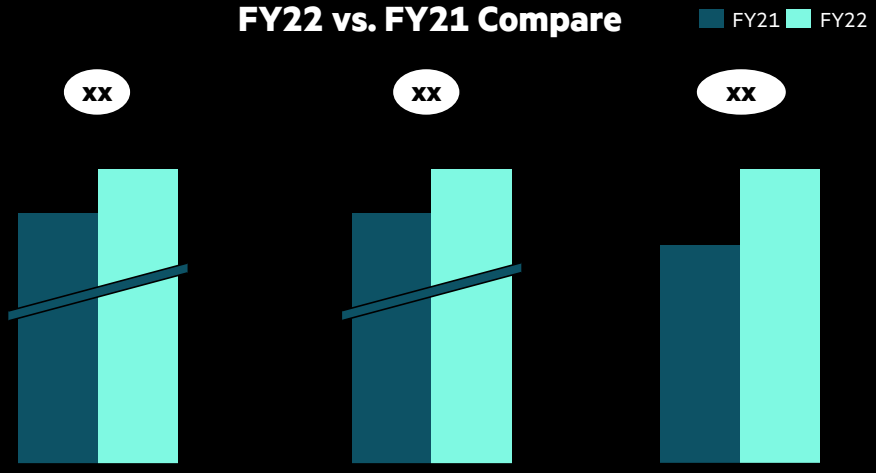
**Revenue**

| | |
|---|---|
| Americas | 35% |
| EMEA | 38% |
| Asia Pacific | 26% |

## Overview

- Revenue growth of xx% y/y (A$) with positive signs of supply improvement reflecting a strong year-end (Q4) close
- Backlog continues to be at an elevated level
- Operating profit margin of xx%, up xx pts y/y despite supply constraints and the Russia/Ukraine conflict
- GreenLake orders xx% y/y

**FY22 vs. FY21 Compare**



# FY22 Accomplishments

Neil MacDonald

Thank YOU!

# FY22 Annual Bonus Pool Funding

| Bonus Plan | FY22 Bonus Funding |
|---|---|
| **Pan-HPE Organizations** [1] | |
| **Edge** | |
| **Compute** | |
| **Storage** | |
| **HPC & AI** | |
| **CTG** [2] | |
| **CTO** [2] | |
| **GreenLake** [2] **(Including GLCSS)** | |
| A&PS | |
| **Software (Ezmeral)** | |
| **Pointnext OS** [3] | |
| **HPEFS** [4] | |

**Video**
**https://vimeo.com/756217531**
**pw hpe**

# Gen 11

Krista Satterthwaite

Accelerate data-first modernization

# HPE ProLiant
# **compute engineered for *your* hybrid world**

Announcement video drop

Global press release

Technical deep dive videos

Social activation and amplification

Paid media amplification

New hpe.com experience

New sales, partner, customer content

HPE Insider takeover

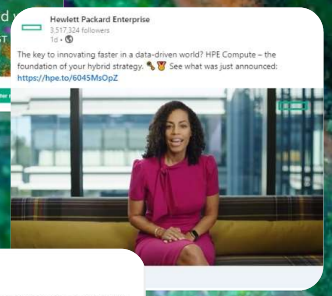
Disti and channel activation kits

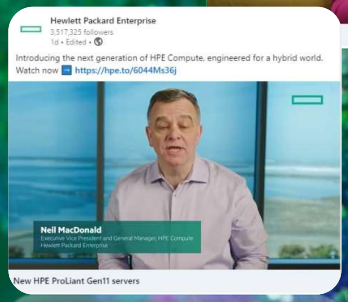
eDMs and OFTs

TECHZINE
Nieuws
Infrastructure
HPE vernieuwt zijn best verkochte servers voor het eerst in vijf jaar tijd. De ProLiant Gen11-serie bestaat aanvankelijk uit vijf nieuwe modellen. Het eerste model is nu beschikbaar.
TECHTARGET NETWORK
NEWS
FEATURES
TIPS
WEBINARS
MORE CONTENT
LINUX DATA CENTERS
TechTarget
SearchDataCenter
CEO of Broadsuite Media Group Dan Newman: "These
meeting users' workload, security and consumption re
into the company's long-term strategy of delivering ev
TechTarget
MCPRO
NOTICIAS
A FONDO
ENTREVISTAS
OPINIÓN
EVENTOS
RECURSOS
TODOS LOS ARTÍCULOS
DESCARGAR GUÍA TRANSFORMACIÓN DIGITAL
NOTICIAS
HPE ProLiant Gen11, la nueva solución de Hewlett Packard Enterprise para la potencialización de ambientes híbridos
LO ÚLTIMO
+LEÍDO
+COMENTADO
HPE ProLiant Gen11, la nueva solución de Hewlett Packard Enterprise para la potencialización de ambientes híbridos
Channel Futures
Leading Channel Partners Forward
"On the servers, an HPE GreenLake for Compute Ops Management subscription provides a cloud-native management console. This increases operational efficiency by securely automating the process to access, monitor and manage servers. This is regardless of where the compute environment lives." Claudia Adrien, Channel Futures
THE CHANNEL CO.
CRN
CELEBRATING 40 YEARS
Computing News
'Big Breakthrough': HPE Unleashes P
Gen11 With GreenLake Compute Ops
Management
BY STEVEN BURKE
NOVEMBER 01, 2022, 08:00 AM EDT
HPC wire
Since 1987 - Covering the Fastest Computers
HPE Introduces New HPE ProLiant Gen11 Servers
November 1, 2022
HOUSTON, Nov. 1, 2022 — Hewlett Packard Enterprise today announced a
compute portfolio that delivers a cloud operating experience
StorageReview
HPE ProLiant Gen11 Servers with AMD Genoa
Announced
written by Harold Fritts | November 1, 2022
HPE introduced a new ProLiant Gen11 server portfolio that delivers a cloud experience designed to power hybrid environments and digital transformation. The next-generation HPE ProLiant servers are designed to provide
In the news!

# Social Media

Data as of 11/2/22




**Antonio Neri** @AntonioNeri_HPE · Nov 2
Transformation begins with a solid foundation. Congratulations, @NMacDonald_HPE and team, on building the next **compute** foundation, engineered specifically for the hybrid cloud: @HPE ProLiant Gen11.

**Chris Neumeyer** @StorageNinja
'The new **HPE ProLiant** Gen11 servers provide organizations with intuitive, trusted, and optimized compute resources, ideally suited for a range of modern workl

**Doug Brown, DBA** @dougbrownDBA · Nov 2
'Big Breakthrough': **HPE** Unleashes **ProLiant** Gen11 With GreenLake Compute Ops Management dlvr.it/Sc3DJz

**TechNative** @TechNative · 3h
. @HPE_Compute partners @AMDServer, @SUSE, @nvidia and @Microsoft share their congratulations on the launch of the new #HPEProLiant range.

**Mickey Hackett** @mhack71 · 1h
Computing continues to evolve towards hybrid. HI
performance breakthroughs and advanced hybrid

**theCUBE** @theCUBE · 3h
**ProLiant** is putting servers at the center of @HPE's hybrid compute conversation. Learn more as @SiliconANGLE interviews @MattKimball_MIS for insight. #HPESecuringCompute #theCUBE #HPE #ProLiant #MarketInsights
siliconangle.com/2022/11/01/pro...

**NCN Magazine** @ncnmagazine · 10h
HPE Introduces Next-Generation **Compute** Engineered for a Hybrid World

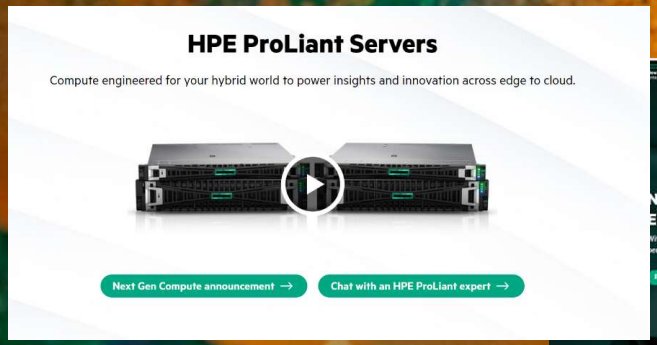
**Intel HPC**
@intelhpc
Congratulations to @HPE for the new #HPE ProLiant Gen11 with built-in 4th Gen Intel #XeonScalable Processors with our latest hardware and software-assisted security technologies.

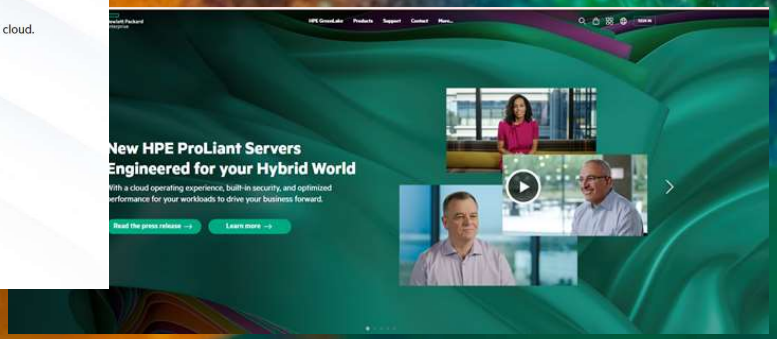
**IANS** @ians_india · Nov 2
Enterprise #IT company Hewlett Packard Enterprise (#HPE) announced a next-generation **compute** portfolio that aims to deliver a #cloud operating experience designed to power hybrid environments and digital transformation.

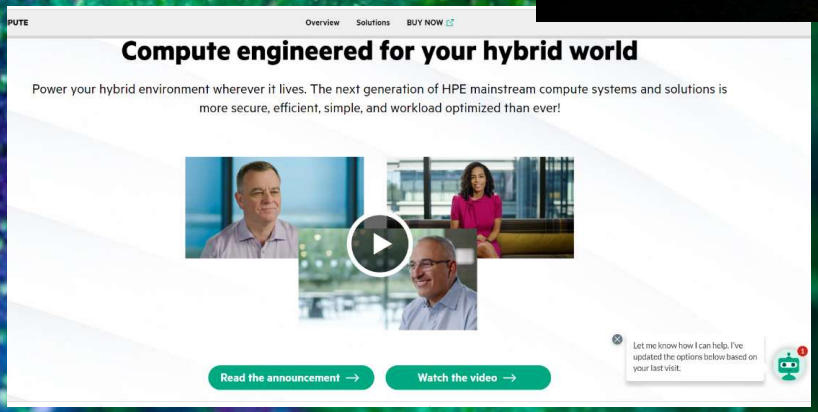
**Source**: Sprinklr
Date of Extract: 11/2/2022 at 08:00 AM CST
Metrics excluding Paid Media

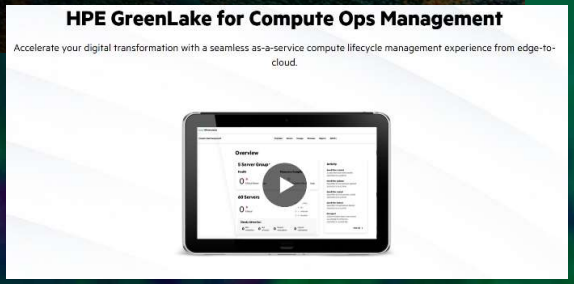
# hpe.com

**Home Page takeover**
**HPE Compute**
**HPE GreenLake for Compute Ops Management**
**HPE Compute Security**
**HPE ProLiant Solutions & Ecosystem**
**HPE ProLiant**





# 43 World Records

**with 28 new world records for HPE ProLiant Gen11**

**#1**
World record for SAP's SD 2-Tier 2P benchmark

**#1**
World record for 256 total cores on VMware VMmark benchmark

**#1**
World record for DSS on Microsoft SQL Server 2022 Enterprise Edition

**#1**
World record for price/performance on Microsoft SQL Server 2022 Enterprise Edition

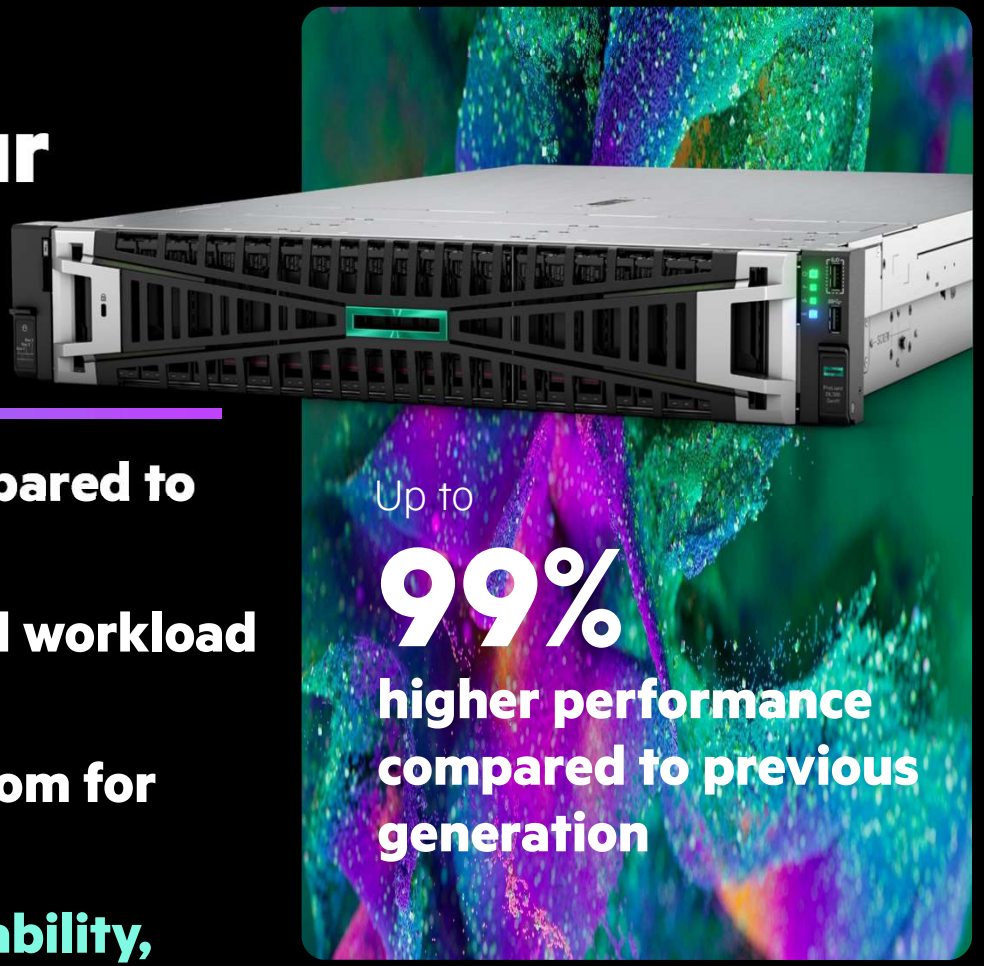
**#1**
World records for Java Server 1P performance

**#1**
World record for Video rendering (CPU-based) 1P & 2P

**#1**
World record for 2P 2-node on VMware VMmark benchmark

## Undisputed performance leadership

# Expect more from your infrastructure




- Up to **43% more energy efficient** compared to previous generation
- **50% more cores per CPU** for improved workload consolidation
- **2X more I/O bandwidth** with more room for data and graphics acceleration
- Future proof your business with **scalability, efficiency and greater performance**

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# Voice of the workforce

Janet Etlinger

# FY22 Voice of the Workforce survey results – Neil MacDonald

Conducted Aug. 22 – Sept. 16

Results highlights

Comparison to benchmarks

Strengths and most improved

Opportunities and most declined

**Leader VOW shout outs**
Direct report or overall organization results

## VoW SUPER STARS

**Joseph Allen, Brian Baker, Pavel Bares, Chris Bradley, Phillip Cutrone, Lou Gagliardi, Peter Groth, Shah Habib, Rex Hung, Tony Kuo, Michael Li, Panzer Lu, Michael Miller, Satish Kumar Mulagapati, Deepak Panambur, Jerry Paul, Bino Joseph Polackal, Sandhya Ranganathan, Abhijith Vamana Rao, Chaya Rao, S, Jagadish, S, Vijayakumar, Ajeya Simha, Brad Stanley, Doug Strain, Vijay Suryanarayana, Vineeth Unniyambath, Linda Vassil, Praveen Veettil, James Yang**

# Voice of the Workforce: actions

# Quality in action

Leadership team

# COMPUTE

## QUALITY IN ACTION AWARD

**VLAD CATOI, COLE VAGTBORG, ELIDA BRUNER GOMEZ AND PATRICK SCHEEL**

We before I

Enabled world-wide L10 system factories to recover from a vendor mistake to minimize business impact on 4Q. 2,500 P416ie-m PCAs had incorrect programmed FRU and SeeProm images. This team executed the re-programming of these PCAs in the L10 locations. They defined the tools and procedures for programming, and the documentation for the local factory personnel. A 3-D printed ICT-like fixture was designed for both components and sent to the L10 locations to update the affected PCAs on time.

# COMPUTE

## QUALITY IN ACTION AWARD

**JAY CANLAS, ANDREW ELISAVETSKY, JULIA FISHER AND CHRIS POWELL AND CHRIS BRADLEY**

### Thinking Differently

Developed innovative strategy for delivering virtual Gen11 training for Pointnext Masters to ensure launch readiness. Coordinated, recorded and broadcast over 40 independent sessions focused on technologies and platforms as part of the Gen11 programs. Delivered live virtual training to over 200 attendees across three geographies.

# COMPUTE

## QUALITY IN ACTION AWARD

## FEROZ M. ITAGI

Push for Better

Championed Automation across the iLO Test Organization through FY22 enabling  effort and cycle time reduction across iLO 4, 5, 6 and RL 300 releases, an efficiency increase of over 80%. He drove ‘SHIFT LEFT’ effort for Factory through Automation. His efforts increased test coverage and effectiveness of the Build Acceptance Automation suite by 50%.

# COMPUTE

## QUALITY IN ACTION AWARD

**P, CHANDRASEKHAR**

Accelerating what's next

Yes, we can!

Led iLO7 software architecture with many firsts such as Embedded Linux Kernel, Yocto, Nginix with innovation, proof of concepts and a modular approach. The entire iLO7 stack is built with completely new Uboot, Linux kernel, Drivers to run on the new ASIC for next generation server platform. iLO7 (Cornerstone) successfully booted on Trinity Gen11 AMD server with BIOS→ Reduces Gen12 HW dependency for functional validation.

# FY23 Looking forward

Jim Kuo

# Taipei Compute Engineering Leadership Team

## Looking forward to FY23

# FY23 bold goals

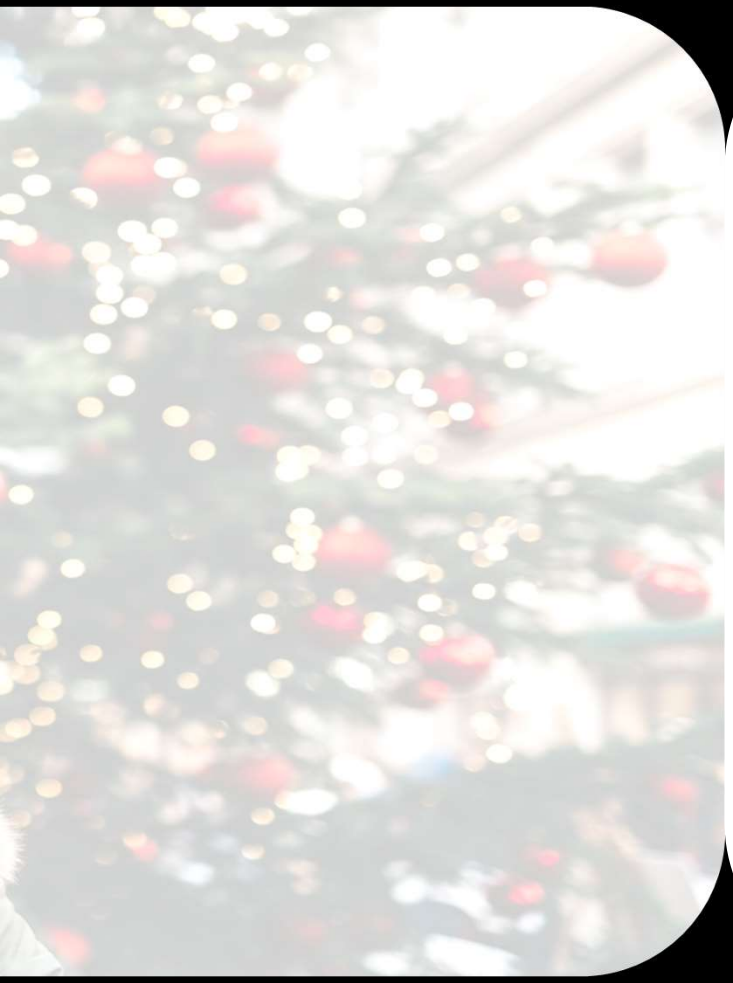
# Q&A

# My ask of you

COMMIT AND GO

COURAGE OVER COMFORT

PUSH FOR BETTER



Happy Holidays!

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