As A Service With Purpose

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NOVIPRO **Hewlett Packard Enterprise**

SIMPLIFY OPERATIONS AND MOVE FASTER WITH A CLOUD EXPERIENCE EVERYWHERE

"Security, data gravity, latency, application dependencies, availability, and regulatory compliance requirements for certain workloads demand non-public cloud based deployment options. In meeting these requirements, though, enterprises do not want to give up the "cloud experience."

NOVIPRO

Pay for what you use

- Cost aligned with actual usage
- Metering generated invoices

Scale Up & Down

- The ability to increase or reduce based on the needs of the business

Agility & Speed

- Respond quickly to business demands
- Improve time to value

Automation

- Leverage tools to provision quickly
- Less involvement in base service management of infrastructure

Cost Optimization

- Drive cost improvements across the estate

Visibility
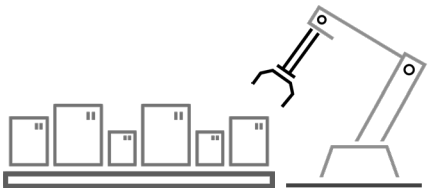
- Data driven decisions about usage and efficiency

The world is hybrid
but the true cloud experience
has not been everywhere

NOVIPRO

70%

Multi-gen IT | Data sovereignty | Security & Compliance
| Data costs and control | Latency, real-time decision making

Edge locations

Private data center

Colocation facilities

30%

Speed | Agility | Self-serve | Pay-per use

Public clouds

aws

Microsoft Azure

Google Cloud

Complete your hybrid strategy with

HPE GreenLake
Cloud that comes to you
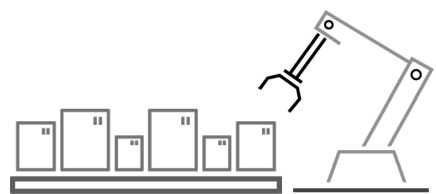
Delivers a **catalogue of services** from HPE and partners	**+**	Through a secure, open edge to cloud **platform**	**+**	Modernizes IT and operations for your **apps and data**

← Self-serve **|** Pay-per use[1] **|** Scale up and down **|** Managed your way →

Edge locations

Private data center

Colocation facilities

Public clouds

aws

Microsoft Azure

Google Cloud

Our Managed Services

Ensure the availability of your resources:

- → Servers
- → Personal workplaces
- → Data base
- → Storage
- → Backups
- → Network

With remote monitoring and proactive maintenance

- → Customized and flexible offer
- → 7/24, receive support whenever you need
- → Get the expertise you need
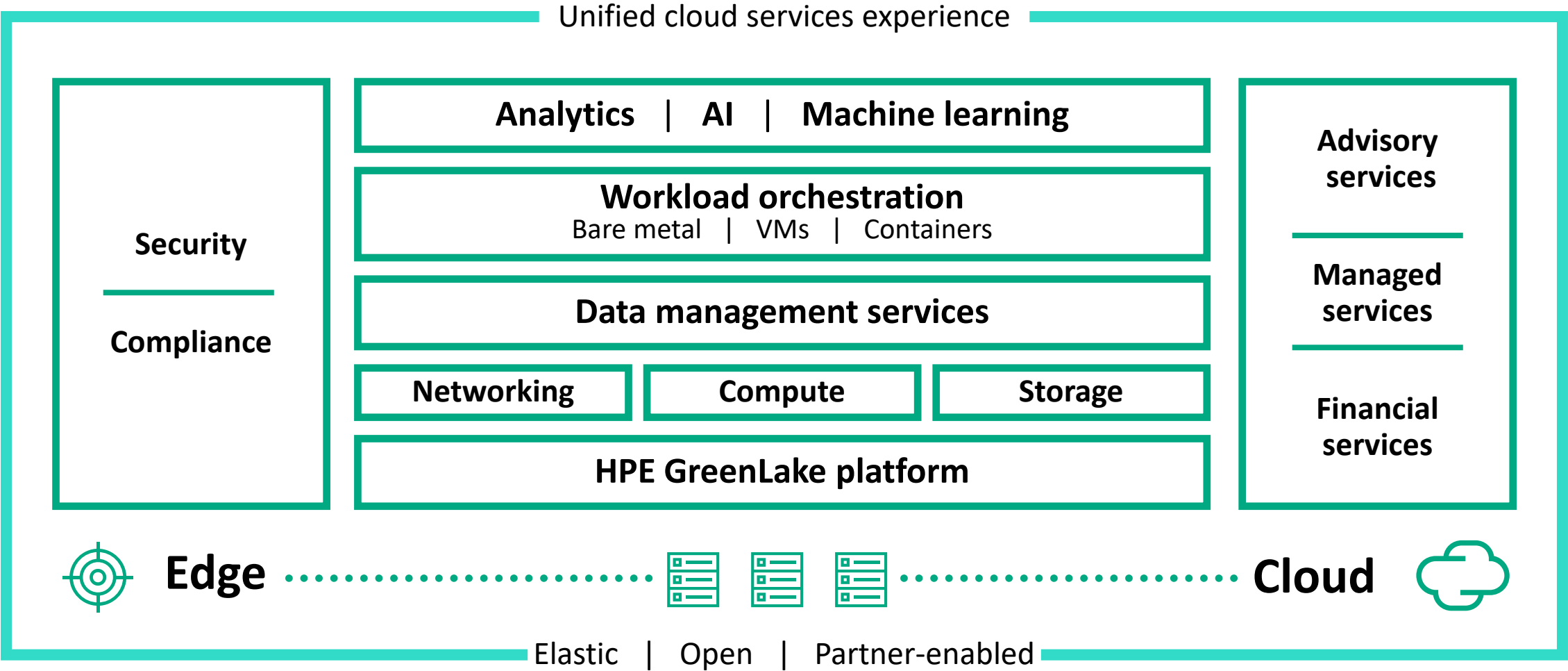- → Ensured that the data remains on Canadian soil

Our Process

- → Efficient and personalized solution.
- → Professional teams dedicated to your infrastructure.
- → Guaranteed data security.
- → Stored data in Canada.
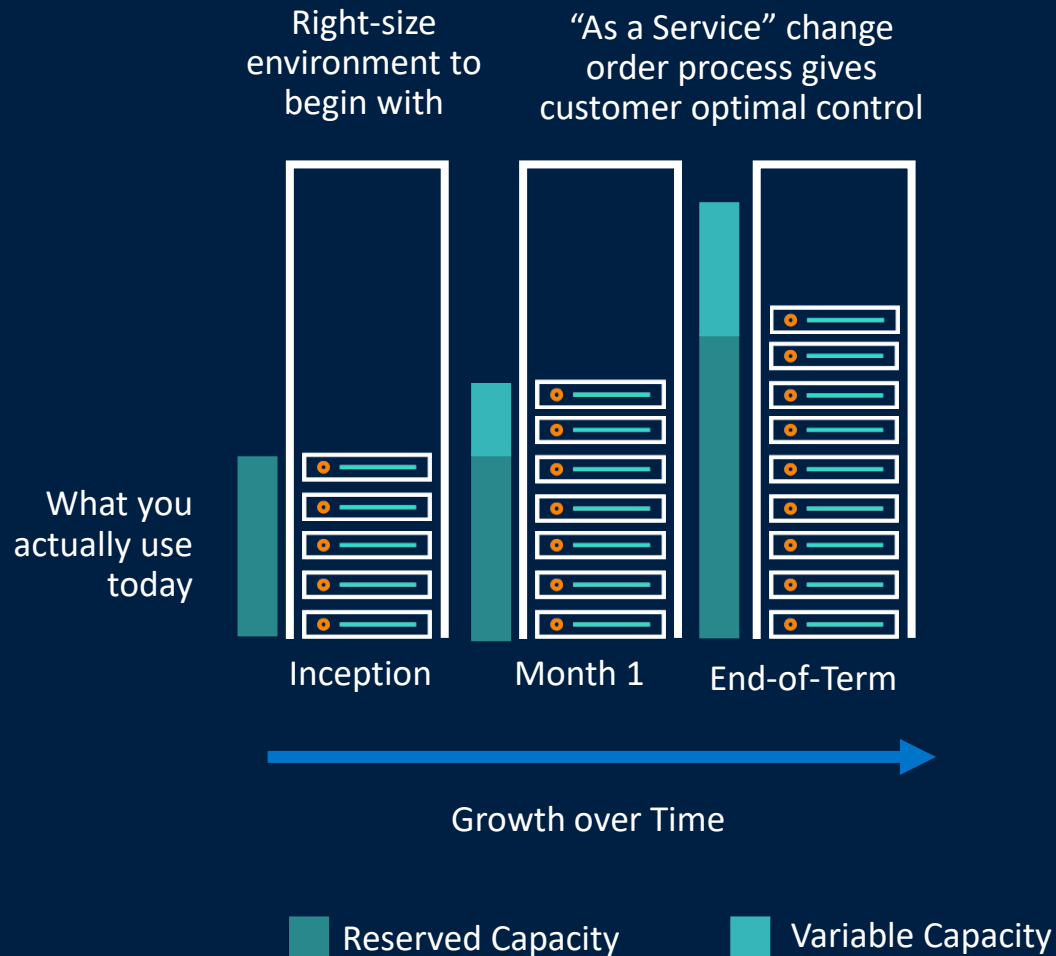- → Process under ITIL and SOC2 type 2 control

HPE GREENLAKE

→ What is it

→ How does it work

The HPE GreenLake edge-to-cloud platform - uniquely meets hybrid needs

NOVIPRO

Unified cloud services experience

Security
___
Compliance

Analytics | AI | Machine learning

Workload orchestration
Bare metal | VMs | Containers

Data management services

Networking | **Compute** | **Storage**

HPE GreenLake platform

Advisory services
___
Managed services
___
Financial services

Edge .... **Cloud**

Elastic | Open | Partner-enabled

8

How does it work

Right-size environment to begin with

"As a Service" change order process gives customer optimal control

What you actually use today

Inception

Month 1

End-of-Term

Growth over Time

Reserved Capacity

Variable Capacity

Run by your team, or managed for you

Self-manage your infrastructure your way or free up resources by including managed services in your agreement.

Grow as required to meet demand

Scale with ease by expanding as needed within the original design, or leverage the change request process to introduce additional infrastructure to your environment.

Monitor usage and set budgets

Scale into pre-installed variable capacity while paying monthly for only what you use with advanced "unit of measure" metering, monitoring, and forecasting by HPE.

HPE GREENLAKE CLOUD PLATFORM

02

What you get with the platform
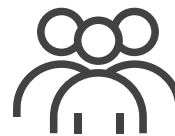
Drive everything from one place
With a single unified experience
on HPE GreenLake

Make better decisions
driven by real-time analysis and
data-powered insights

Gain financial agility
Make informed decisions
and be empowered by
self-service purchasing

HPE GreenLake
Edge-to-Cloud
Platform

Automate routine tasks
with integrations propelled by
APIs and CLIs

Be well protected
with built-in security at all
levels and integrated data
protection

Save time & money
by preventing problems
instead of fixing them

Easy Access to complete Hybrid environments, assets and applications

→ Networking
→ Data Services
→ Compute Ops
→ InfoSight

Featured Applications

Aruba Central

Network management system designed to simplify the deployment and maintenance of Aruba wired and wireless infrastructure at scale

Get Started

View Networking Products

Data Services Cloud Console

Data Services Cloud Console

Launch

View Storage Products

Compute Ops Management

Securely manage your compute infrastructure, wherever it lives.

Get Started

View Compute Products

HPE GreenLake Central

Manage your cloud services and view usage, cost, and more.

Launch ↗

View Cloud Products

HPE GreenLake Central
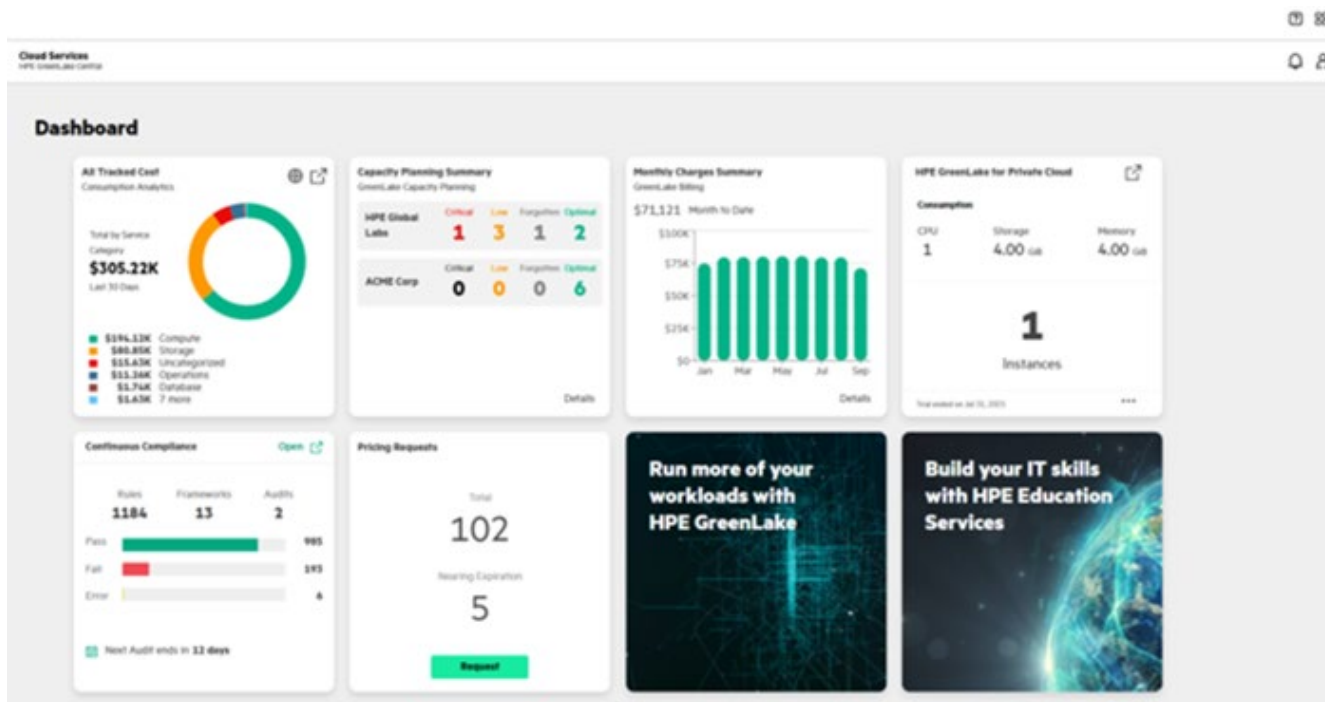
Visibility
Provides detailed visibility into usage and costs with personalized dashboards and self-service reporting

Control
Helps manage costs and usage via budgets, alerts, and customizable Insights

Capacity Planning
Ensures you always have the capacity you need for your workloads

Optimization
Delivers Insights to optimize usage and costs based on rules-based thresholds

03

HPE GREENLAKE

Business and Operations Relevance

Accelerating Value

WHAT'S INCLUDED IN A "CLOUD EXPERIENCE"

NOVIPRO

Preserve Cash

Avoid upfront cost of traditional purchase.

Reduce Cost

Better utilization of IT – Footprint; Licences; Support & Maintenance.

Quicker TTM

Respond to business demand in minutes, creating new cash flows quicker

Budget

Fixed unit price over the term of the contract, which decreases with the more capacity that you use.

Efficiency

Free up IT resources through aligned HPE Account Team, with industry leading proactive support & capacity management to reduce downtime.

Enhanced Operating Model
Eliminating Inefficiencies experienced in traditional procurement

NOVIPRO

FROM

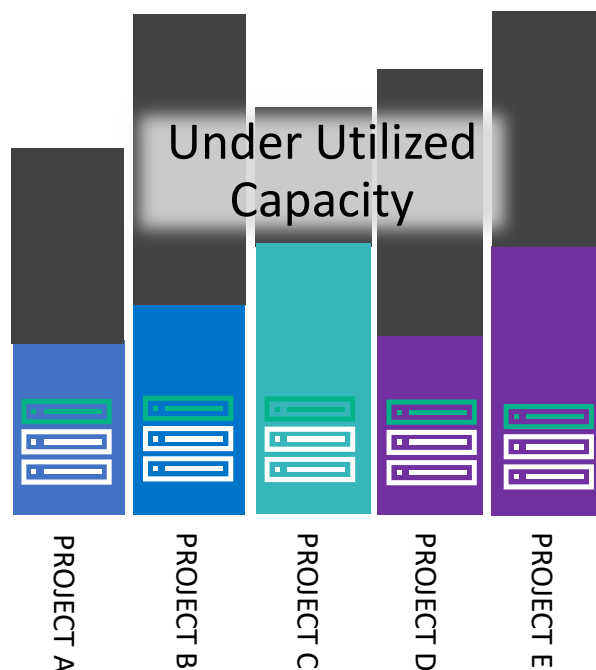## TRADITIONAL MODE OF OPERATION

- Long procurement cycle
- Opaque cost structure, slow
- Slow, extended deployment
- Designed via multiple Projects
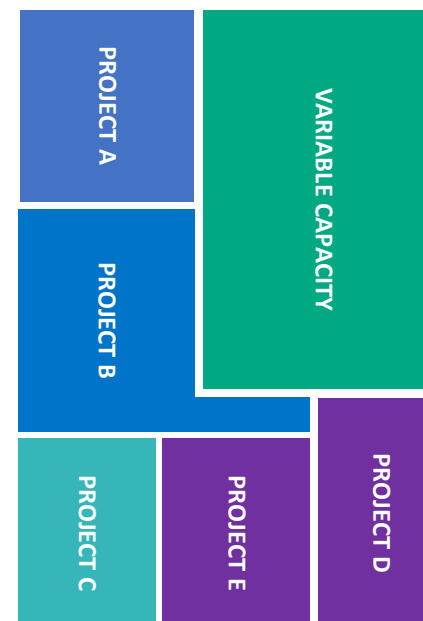- Demand for multi-skilled Workforce
- Over engineered & provisioned

Under Utilized Capacity

PROJECT A
PROJECT B
PROJECT C
PROJECT D
PROJECT E

TO

CLOUD OPERATING MODEL

HPE GREENLAKE

PROJECT A
PROJECT B
PROJECT C
PROJECT E
PROJECT D
VARIABLE CAPACITY

- Consumption Model, Improved planning
- Transparent cost model
- Capacity ahead of demand
- Simplified Procurement
- Analytics
- Agility

NOVIPRO

Tailored, organizational solutions

Full range of personalized services for all your IT needs

We are your single point of contact Dedicated to your business!

MANAGED SERVICES
- Equipment management
- 24/7/365 Support
- IT- Technology scanning
- Monitoring and proactive action
- On-Prem, Hybrib or Cloud
- New or Legacy infrastructure including
- Linux, IBM i, IBM z, IBM Aix and Windows

MANAGED SERVICES - SECURITY
- Proofpoint Cybersecurity Awareness Program
- Proofpoint Email protection
- Tenable Vulnerability Assessment
- Arctic Wolf Managed Rick
- Keeper of Vault Security Password
- Fortinet Fabric

SOC - AAS
- Arctic Wolf MDR
- Sentinel One EDR
- Carbon Black EDR

INFRASTRUCTURE as a SERVICE — IaaS
- Guaranteed dedicated resources
- CPU / Memory / Disks
- SLA service level of 99.95%,
- Adaptability to needs

BACKUP as a SERVICE — BaaS
- Backup management
- Fast and reliable recovery
- Increased security and warranty
- Implementation of restoration strategies
- Monitoring of current backups
- Architecture and strategic advice
- Creation of retention policies
- Personalized services

COMPUTER RECOVERY (DRaaS)
- Protection against internal and external incidents
- Recovery times that meet customer requirements
- Support creating IT recovery plans
- Impact-free recovery plan testing

SOFTWARE AS A SERVICE — SaaS
- Complete range of software in SaaS
- Office 365 / Messaging
- High level of security
- Simplified cost management

INDIVIDUAL CONFIGURATION
- Tailored solutions for Midrange, Main frame, Cloud and EUS
- Cross-platform
- Extensive expertise

HPE GREENLAKE SUCCESS STORIES

Trinchero Family Estates

A wine empire built on inspiration and innovation

Western Canada Lottery

Insights for enhanced gaming, stronger communities

Asante

Building healthy communities with a private cloud

Auckland Transport

Using advanced analytics to promote public safety

Efficiency meets sustainability with HPE GreenLake

NOVIPRO

Efficiency

30%
TCO savings[1]

30%
energy cost savings[2]

85%
of tech returned to HPE is upcycled and put back into active use[3]

Increase utilization with capacity planning

————

Eliminate overprovisioning, unused equipment

Optimize server refresh cycles

Lower energy consumption and footprint

Host your workloads in

Sustainability

50%
of renewable electricity sourced in our operations on our way to 100% by 2030[4]

6000+
patents for transformational low-carbon technologies filed since 2000[5]

>500
Social and Environmental Responsibility audits conducted with suppliers[6]

1   Forrester, Total Economic Impact of HPE GreenLake, May 2022
2   Energy Cost Savings of HPE GreenLake versus Traditional CAPEX Purchase Methodology reference guide
3   HPE Financial Services Technology Renewal Center information

4   HPE Living Progress Report, 2021
5   Based on HPE internal records
6   2021 Living Progress Data Summary, 2022

THE HPE technology partner ECOSYSTEM

Technology partners

System integrator / Hosting

Cloud services for your workloads

AI, ML, & Analytics

- ML Ops
- HPE Ezmeral Unified Analytics
- AI and HPC infrastructure
- Data fabric
- Big data
- Qumulo
- Scality RING

Business Applications

- Payments (Lusis)
- Electronic health records (Epic)
- 5G core stack
- Customer engagement (FIS Ethos)

Compute

- Compute Ops Management
- Composable compute
- General purpose compute
- High availability compute
- Storage optimized compute

Containers

- HPE Ezmeral Runtime Enterprise on VMs
- Google Anthos

Database

- EDB Postgres
- Microsoft SQL Server
- Nutanix Era for Databases
- SAP HANA

Data Protection

- Backup & recovery
- Zerto
- Disaster recovery
- Backup infrastructure
- Managed backup
- Managed disaster recovery
- Veeam
- Commvault
- Cohesity

Edge

- Aruba
- General purpose and Edge HCI
- Ruggedized infrastructure

High Performance Computing

- HPC
- AI and HPC infrastructure

Hybrid & Multicloud

- HCI hybrid cloud VMs
- Managed services for cloud
- Microsoft Azure Stack Hub
- VMware Cloud Foundation
- Google Anthos
- Microsoft Azure Stack HCI

Hyperconverged

- HCI hybrid cloud VMs
- Disaggregated HCI
- General purpose and Edge HCI
- Hyperconverged VM infrastructure
- Nutanix HCI
- Microsoft Azure Stack HCI

Migration

- Application migration
- Data migration
- Mainframe migration
- Financial migration

Networking

- Indoor wireless
- Outdoor wireless
- Remote wireless
- Wired access
- Wired aggregation
- Wired core
- SD branch
- UXI
- EdgeConnect
- HPE Aruba Central

Private Cloud

- Private Cloud Enterprise (bare metal, VMs, containers, storage)

SAP

- SAP HANA
- SAP S/4HANA Cloud, Private Edition

Storage

- Block storage
- File storage
- Object storage
- Data fabric
- Backup and recovery

Security, Risk, & Compliance

- Continuous compliance
- Managed backup
- Managed disaster recovery
- Managed security
- Zerto
- Continuous cost control
- Software license and asset management

Virtual Desktop

- Virtual desktop infrastructure

Virtualization

- HCI hybrid cloud VMs
- Virtual machines
- General purpose VM infrastructure
- Hyperconverged VM infrastructure

NOVIPRO

$10B
TCV booked

65,000
customers

900+
partners

12+
years of IT as-a-service
on-premises

96%
customer
retention rate

1+ Exabyte
data under management

80%
of largest customers
using HPE GreenLake

2M
connected
devices

600 data centers in **30** countries
HPE colo partners

Total Contract Value (TCV) represents the total value of one-time and recurring revenue for the period defined by the contract.

NOVIPRO

Bilingual Expertise

Proven infrastructure expertise and project success

Ecosystem of select Business Partners

Self funding services yielding meaningful ROI

Expertise fulfilling and managing day-to-day client IT Operations & tasks

Increased security & control

Improved productivity through rapid problem resolution

Existing IT resources freed up to pursue other business projects

THANK YOU!