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### Key Wins



VINAMILK

**Vinamilk APJ (\$300K):** Business Problem: Vinamilk’s VMA storage solution was running out of capacity and the Vietnam-based company was looking to expand their capacity and move to new storage technology.

Services Provided: The GSE team designed and implemented a zero-downtime migration solution and demonstrated the same through a PoC to Vinamilk on HPE 3PAR. HPE won the business against competition like Pure, EMC, IBM etc. The

GSE team also enabled the local technical sales team to deliver the migration during the implementation stage.

Winning Team: Joshy PJ, Jayasheel Harugop, and Nagaraju Hanchanahal.



**ERICSSON**

**Telefon/Vimplecom & Ericsson Georgia LTD EMEA (\$2M):**

**Business Problem:** Ericsson's HPE team bid for a complex hardware platform and support services contract for the VimpelCom Digital BSS program in eleven eastern countries. In order to ensure success, the customer needed project management leadership to orchestrate the activities associated with the joint "HPE Partner-Led Model for Hardware Sale and Delivery" and "HPE Direct Model for Installation, Operational, and On-Site Break Fix Services" proposed delivery model.

**Services Provided:** HPE GSE managed the creation of the bid plan, monitored and documented the actions, facilitated the daily meetings, organized the created documents, and documented the final response from the bid team inputs. In addition we offloaded the bid team by owning the process and interactions to retrieve quotations from partners in eleven countries and aggregated all the offers into one offer that can be used in the final proposal.

Winning Team: Stephane Lechner.



**HSBC**

**Hong Kong and Shanghai Banking Corporation EMEA (\$2.9M):**

**Business Problem:** Hong Kong and Shanghai Banking Corporation (HSBC) experienced challenges with firmware management on a large fleet of HPE DL380 rack-mounted servers. These servers reside in three large data centers in both APJ and EMEA. The GSE team was engaged by the account team to assist with understanding issues and to build a solution around HPE OneView. Managing a large set of servers under HPE OneView can be a challenge.

**Services Provided:** The GSE team built a solution which eventually became the HPE OneView Global Dashboard. In addition to engineering this product, GSE also assisted with several onsite PoCs and built custom automation tools to efficiently manage a large set of HPE servers. HPE is now engaged with HSBC as a trusted advisor for rolling out the solution to their data centers.

Winning Team: Vikram Fernandes, Prakash Mirji, Robert Wardell, and Dave Olker.



**J.P. Morgan Chase AMS (\$5.6m):**

**Business Problem:** J.P. Morgan Chase (JPMC) needed to gain certification of additional HPE platforms to host VMware ESXi workloads using their proprietary certification matrix.

Services Provided: GSE provided consultancy services at the JPMC offices in New Jersey for the VMware ESXi Stateless Certification PoC while working with the Apollo core team members and their JPMC counterparts for Apollo 2K servers. Initially GSE consulted during the VMware ESXi Certification effort on DL380, which resulted in the DL380 being utilized as the preferred backup server platform across JPMC. This engagement has “paved the road” for successful future HPE server business with JPMC because of the VMware certification now complete on DL380. Prior to this effort the JPMC contracts were being fulfilled by HPE’s competitors Dell and Cisco. GSE also introduced REDFISH programming for the JPMC staff for ILO4 automation.

Winning Team: Suresh Kancherla and Vikram Fernandes.



**The Home Depot AMS (\$2.5M):** Business Problem: During a 3PAR Proof of Concept (PoC) in an Oracle RAC configuration at The Home Depot, high I/O latencies were observed from the host to the 3PAR when running an Oracle workload. The high I/O service times threatened the sale of the 3PAR equipment to Home Depot.

Services Provided: HPE GSE provided deep analysis of the workload and I/O patterns and identified issues which caused higher than expected I/O service times. While the service times were higher than initially expected, they were normal based on the workload from the Oracle environment. Home Depot accepted the explanation and proceeded to purchase the 3PAR equipment.

Winning Team: Mark Ray.



**Intel AMS (\$2.6M):** Business Problem: Intel needed a technical partner during testing of their fabrication software that they could count on to advise them and troubleshoot performance issues uncovered during testing.

Services Provided: GSE collaborated closely with Intel over the course of the 3 month testing period. Numerous performance issues were identified and actions taken to ensure Intel’s expectations for the progression and improvements in the performance benchmarks were met and exceeded.

Winning Team: Mark Ray and Mark Brown.



**Nestlé WW (\$1.98M):** Business Problem: Nestlé, who had been an IBM customer for SAP, is progressing with its migration to an in-memory database SAP global rollout. Nestlé placed several orders in Q1, including \$2.1M for Switzerland, \$3.1M for the United States, and \$0.4M

for Singapore. We are expecting \$6M in orders over the next couple of weeks.

This win is a strategic opportunity as it strengthens the relationship between Nestlé & HPE and reinforces HPE as the strategic partner. Our commitment to quality, our relationship with the client at all levels, and our strong portfolio of products and services made the difference in the competition against IBM and SAP. GSE provided project management (supply chain, integration center, and on-site implementation) and technical consulting throughout the planning and implementation in order to ensure success- especially regarding the introduction of new Broadwell processors.

If you have a Key Win you'd like to submit for a future newsletter, please send the details to: [PDL-GSE-Internal-Newsletter@hpe.com](mailto:PDL-GSE-Internal-Newsletter@hpe.com).

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## Key Engagements



**Telekom Malaysia APJ:** Telekom Malaysia (TM), the second largest telco in Malaysia, was looking to consolidate their database environment to reduce provisioning time and achieve optimal utilization of their hardware resources. TM has predominantly Oracle databases followed by MS SQL Server and Postgress SQL. TM would like to utilize Database as a Service (DBaaS) and is looking for a single vendor to provide compute, storage, and backup. TM has evaluated other vendors but prefer not to be locked-in with appliance-based vendors who do not, or cannot, support multiple databases. HPE's Telekom Malaysia account team engaged GSE to help with DBaaS solution and PoC. The GSE team built customer use cases involving database lifecycle management for both Oracle and MS SQL server. The GSE team travelled to Malaysia during the PoC and the TM team visited the HPE offices and successfully tested all the PoC scenarios.

Telekom Malaysia feedback on the PoC: *“Only HPE has demonstrated an end-to-end DBaaS solution with multiple databases that met our expectations. We rate the PoC as ‘A’ star”.*

Team: Joshy PJ, Nagaraju Hanchanahal, and Jayachandra K.



**National Bank of Pakistan APJ:** National Bank of Pakistan needed a mechanism to minimize their server downtime by detecting hardware failures and automatically provisioning a new server from the resource pool to move the workloads. The GSE team defined use cases based on high-level requirements, designed a solution based on HPE OneView, implemented and delivered all customer use cases, demonstrated the

solution to the HPE account team and partners, and assisted partners with setup in their environment for the final customer demonstration.

Team: Prakash Mirji, Sheetal R, and Varsha A.



**Control-S APJ:** Control-S asked HPE to design a public cloud by following their 4C (copy) architecture. One of the key requirement for Control-S was VM cost had to be lower than that of other popular public cloud providers (AWS, Azure). The GSE team designed an infrastructure layer for the public cloud based on the initial requirements and presented it to the customer on the proposed architecture. The team also demonstrated a 3PAR peer persistence-based solution for a Control-S 2C requirement. Currently the GSE team is leading the PoC at the Control-S Mumbai datacenter. HPE was selected for the PoC against Redhat/Cisco and Mirantis. This business relationship with Control-S could yield a first reference customer for a public cloud solution in the APJ.

Team: Sunitha K, Arun NR, Bhaskar N, Subrangshu Sarkar, Soibam Singh, and Vishwanath Gowda.



**Bank of America AMS (\$1.68M):** Business Problem: Bank of America needs a refresh of their current Trader Dell desktop infrastructure. HPE resources are currently assisting the customer to develop a deployment and certification strategy to validate the Trader Work Station (TWS) solution use case with 10-15 Users. HPE resources will demonstrate the value of accessibility from anywhere without performance limitations. GSE is using Citrix on Moonshot infrastructure to enable VDI from the Datacenter.

GSE is on-site executing the deployment, doing product demonstrations, and discussing architecture best practices with Bank of America. Strategy planning meetings with Bank of America and account teams are ongoing. GSE is also delivering the technical solutions engineering and customer interfacing for this engagement.

Team: Mohammed Qureshi, Michael Cantu, Karthik Rajagopal, and Rick Johnson.



**Samsung Life APJ:** Samsung purchased three HP-UX Superdome 2 systems for \$2.6M to be used for a 3-node Oracle RAC Global ERP solution. During their final phase of integrated testing, they wanted HPE resources on-site to review performance of the new solution and make recommendations before the system was placed into production. GSE provided on-site performance analysis of G-ERP pre-production systems, analyzed benchmark workload, made recommendations for improvements, and conducted a two hour presentation and question and answer session with the customer's technical team.

Team: Mark Ray.



**PepsiCo AMS:** HPE BEST GS&T team and the Edgeline team worked with PepsiCo to conduct a successful field trial of the IIoT solution in the customer's Frito Lay plant in Fayetteville, Tennessee in November of 2016. The teams then replicated the field trial in the customer's lab environment in their TPC plant in Duncanville, Texas. All goals of the field trials were successfully met, which has led to customer satisfaction and a decision by the customer to move forward with their engagement and relationship with HPE. The customer has asked HPE to start planning for a limited commercial deployment of the HPE IIoT solution as developed in the PoC and field trials. This commercial deployment will involve two actual PepsiCo factories which will implement the solution as proven in the field trials and will progress toward the installation of a data lake in one of the customer's data centers using HPE Big Data Reference Architecture (BDRA).

Team: Rajesh Vijayarajan, David Joy, Jeff Oxenberg, Aaron Smith, Michael Cantu, Nathan Lin, Sidney Taylor, and Muhammad Balagamwala.



**Texmark AMS:** GSE and Texmark kicked off the Refinery of the Future (ROTF), an IIoT co-innovation program partnering HPE and Texmark to define the Refinery of the Future. HPE conducted an Innovation Day on-site at Texmark in December. The project includes the installation of a Field Communications Mesh (FCM) network using indoor and outdoor Aruba access points at Texmark's Galena Park, Texas chemical plant.

HPE Edgeline compute infrastructure is soon to be installed at the plant, which together with the communications mesh network will provide an infrastructure on which to build IIoT solutions for the customer. Applications for the HPE technology and infrastructure at Texmark include production throughput and efficiency improvements using predictive maintenance, pump analytics, personnel location tracking, and video-based situational awareness and security improvements.

Team: David Joy and Aaron Smith.



**State Bank of India APJ:** State Bank of India (SBI) had recently implemented Superdome2 HP-UX servers using Oracle in a 3-node RAC cluster with their core banking solution (CBS). With over 500 million accounts already, SBI was concerned that the infrastructure would not be able to handle the 2 billion user accounts they expect over the next several years. The projected times for the end-of-day (EOD), end-of-month (EOM) and end-of-year (EOY) jobs for 2 billion accounts would exceed the allowable times for the batch jobs. GSE analyzed performance during benchmarking

effort spanning several months to identify key performance bottlenecks. EOD jobs were improved by 38%, EOM jobs by 45%, and EOY jobs by nearly 70% in order to meet the service level agreements for 2 billion accounts.

Team: Danny Britto and Mark Ray.



**UBS London EMEA:** The UBS forecast for Moonshot acquisitions in FY17 is really encouraging. GSE is working closely with the APJ UBS account team to leverage the work done at UBS in London, which is influencing additional APJ forecasts for UBS Moonshot acquisitions in Tokyo, Hong Kong, Singapore, and Sydney. We continue to support UBS in order to convert the forecasts into revenue and increase the forecast.

Team: Phil Symms and Karthik Rajagopal.



**Citrix TCS triangulation:** Announcing the launch of Virtual Desktop Infrastructure as a Service (VDaaS) solution, a unique triangulation offer from HPE, TCS and Citrix. VDaaS is built with multiple reference architectures addressing the need for different types of workloads for clients. The solution is available on Moonshot, Blades, and Hyper-Converged options on the Citrix XenDesktop platform. VDaaS is a complete TCS hosted solution, available from their Cloud data centers. The solution allows access to applications and data in a secure way, from any network, and on any device- thus improving end-user productivity. VDaaS has been implemented at PROGNYTE (the HPE CoE at TCS, Chennai) where TCS & HPE CoE teams can help set up PoC environments for interested clients. With the launch of this solution, HPE and Citrix have now become TCS' preferred platform partners on VDaaS. GSE was involved in taking the inputs from the Citrix team for the configuration and design of the entire solution based on Moonshot, Blade and Hyper-Converged servers along with MSA and 3PAR for storage - both SAN and NFS. The GSE team has also captured all the details in a technical document and has produced a placard highlighting the VDaaS solution and the HPE offerings provided for servers and storage.

Team: Karthik Rajagopal, Danny Britto, and GS Murthy.



**Booking.com EMEA:** Booking.com is a tech-savvy customer and takes pride in their adoption of open source technologies for management. Booking.com likes the openness and flexibility/control provided by Puppet for their data center equipment management. They intend to go with HPE 3PAR as one of their dual-vendor platforms for future deployments provided HPE furnishes an officially supported Puppet module for their management operations on 3PAR storage. Currently Booking.com uses predominantly NetApp storage as NetApp enjoys a big mindshare

when it comes to Puppet-based provisioning of storage. Puppet automates the datacenter provisioning work by using what is known as a manifest file. The manifest file describes the state of the entire data center. Puppet reads the manifest file created by administrators and goes on to provision it. After provisioning it, Puppet can detect modifications in the manifest file and apply any changes requested. Challenges facing the GSE team are that the customer would want to use open-source technologies rather than proprietary ones, that a quick turnaround for problems as and when Booking.com experiences them is a requirement, that this is a challenge with proprietary technologies involved, and Booking.com wants to reduce time to provision and also errors by automation. The GSE team went through the customer's requirements for Puppet-based automation and was able to implement the set of operations requested by Booking.com in less than three weeks. The demonstration of the use cases was very well received by the customer. The Puppet modules will be delivered as part of the deal exception request raised by the Booking.com account team and will be enhanced later by the 3PAR team.

Team: Jayasheel Harugop, Bhaskar N, Avinash Jalumuru, Prakash Mirji, Govind Avireddi, Varsha A.



**CenturyLink AMS:** SAP HANA support for virtualized platforms like VMWare is gaining popularity very quickly- especially with HANA service providers. A critical piece in supporting scale-out of HANA TDI systems on VMWare with storage vendors is the storage connector, which is typically provided by the storage vendors. Currently EMC provides a storage connector for HANA on VMWare for use with EMC storage platforms like VNX and ScaleIO. However, HPE does not have a storage connector for our primary storage (3PAR) which is inhibiting sales of 3PAR into vHANA deals. Scale-out HANA TDI requires storage volumes to be attached and detached dynamically as failovers occur from worker nodes to standby nodes for data integrity purposes. This requires a specialized module (storage connector) which does the job of attach/detach storage volumes by first shutting down and restarting the failing worker node (VM) and mounting the volumes on a selected standby node (VM) to make it operational as the new worked node. The storage connector achieves this by implementing a set of callback functions provided by SAP HANA scale out cluster framework. CenturyLink is one major HANA service provider interested in hosting vHANA on 3PAR- provided HPE would produce a compatible storage connector. GSE went about investigating possible solutions and an appropriate software stack to develop a vHANA connector for 3PAR. GSE was able to comprehend the complexities involved in the vHANA scale-out cluster storage connector and develop a prototype in less than three weeks and deliver it for independent qualification. The prototype was demonstrated to CenturyLink. Now the 3PAR team is looking to productize this work for use by vHANA customers.

Team: Jayasheel Harugop, Bhaskar N, and Veerendra Alla.





**Cardinal Health AMS:** Cardinal Health requested HPE provide a PoC for an integration between OneView (and Synergy Composers) and ServiceNow for automated ticket creation for hardware issues.

The GSE team gave a demo of the PoC that monitors OneView appliances for hardware issues, alerts and creates new ServiceNow incident tickets, and improves the incident tickets with data received from the OneView alert. Additional functionality is being added to this integration along with other integrations for ServiceNow CMDB synchronization and ServiceNow Service Catalog support for automated bare metal provisioning of Synergy Compute Modules. This solution requires an integration application, code named *Project Arrow*, for allowing secure and scalable integration between ServiceNow and multiple OneView or Synergy Composer appliances. *Project Arrow* will be a single solution for all types of integration requirements between ServiceNow and OneView (or Synergy Composers).

Team: Vikram Fernandes, Govind Avireddi, and Prakash Mirji.



**Charoen Pokphand Foods Thailand APJ:** Charoen Pokphand Foods (CPF) is a multi-billion dollar agro-industrial and food conglomerate in Thailand. The company's core businesses are livestock and aquaculture. The CPF swine business is seeking a partner to deliver an IoT solution to be used to maintain the quality of fresh butchered food products. The

primary concern of the business is freshness and quality of the pork at the front of the shop. GSE has been working with the local account team to design and develop the use case for the condition monitoring of the refrigerated product. GSE is working with the Singapore Lab to set up the software stack and develop use cases for the PoC. The PoC involves the design and development of an information portal and dashboard indicating the data coming from sensors as well as real-time alerts/notifications of outage (high temperature) information.

Team: Sunil Saggur, Subba Rao Bheema, Prakash Mirji, and Vikas Aravabhumi.



**Nokia EMEA:** Nokia's cloud OEM platform/appliance is currently running on EMC storage. HPE's account team provided a 3PAR test unit that Nokia can use to test their cloud appliance. The first PoC is for Nokia's VMWare cloud appliance. The second PoC will be for their Openstack cloud appliance. GSE is providing project management and technical support as well as engineering and lab validation testing.

Team: Stephane Lechner, Jayasheel Harugop, Vishwanath Gowda, and Prakash Mirji.



**Capgemini APJ:** Capgemini was evaluating hyper-converged infrastructure platforms to provide solutions to their end customer. HPE was one of the selected vendors along with other competitors. The objective of the PoC was to demonstrate key features, functionalities and capabilities of hyper-converged infrastructure products and solutions as per defined test criteria. The high-level uses cases included green field implementation experience, code upgrades and updates (such as BIOS, firmware, and patches) for the hyper-converged system stack, capacity management and upgrades, automation of full-lifecycle, monitoring, and management and integration with CapGemini tools, workload feasibility, and total cost of ownership. HPE rolled out 5 VMs to understand the out-of-box experience, performed the stack code upgrade, removed one unit, and then added one new unit. After the removed unit was redeployed a sample integration test was performed. GSE and APJ are working together to meet the PoC objectives and coordinating with the business unit to make the PoC successful.

Team: Prakash Mirji, Sunitha K, Joshy PJ, Bhaskar N, Subba Rao Bheema, Soibam Singh, Yalla Rishikesh, Hemant Kumar, Karthik Rajaopal, and Suresh Kancherla.



**AT&T AMS:** The HPE AT&T Account team is pioneering an innovative sales approach which deals with pre-qualification of a select set of HPE open compute (Cloud line) platforms based on AT&T test and certification criteria in order to expedite the sale of these platform to the customer. HPE GSE and the account team have created the necessary holistic plan to pre-qualify and certify current and upcoming HPE platforms to the exact specifications provided by AT&T. The plan takes into consideration equipment BOMs, HPE locations, required skilled personnel, and the necessary investments required by HP management to pioneer this innovative new sales approach.

Team: Vikram Fernandes and Robert Wardell.

If you have a Key Engagement you'd like to submit for a future newsletter, please send the details to: [PDL-GSE-Internal-Newsletter@hpe.com](mailto:PDL-GSE-Internal-Newsletter@hpe.com).

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## Solution Development

**Transformation Deliverables Update:** The Hybrid IT, Data and Insights, and Intelligent Core Solution Engineering teams have published several Solution Definition documents, technical presentations, RAs, and provided inputs into collateral for the

HPE presales and sales teams. The Solution Engineering deliverables and documents are posted on the GSE SharePoint [here](#).

The chart below indicates current status of the Solutions Engineering projects.

## Wave 1 Transformation Solutions: Engineering Deliverables

Solution Names / Deliverables	Solution Definition	Solution Testing	RA Published	Solution Demo	Technical Presentation	Tek Talk
Private Cloud Express						
Enterprise Private Cloud						
Enterprise Hybrid Cloud						
Rapid Provisioning Compute						
Rapid Provisioning Database						
Infrastructure Consolidation & Virtualization	TSC	TSC	TSC	TSC	TSC	TSC
Enterprise-grade Hadoop						
Empower with SAP HANA		DCIG	DCIG	DCIG	DCIG	DCIG
Skype for Business						
Secure Virtual Workstation						
Mobile-first Campus						
Intelligent Spaces Workplace	TSC	TSC	TSC	TSC	TSC	TSC

Target completion date for engineering deliverables is March 31st 2017

Hybrid IT	Data and Insights	Intelligent Edge
Not Started	On Track	Complete

**EMEA Presales HIT Cloud Use Cases Development and Maintenance:** The GSE team is collaborating with the EMEA HIT PreSales team to build, define, maintain, and support Cloud use cases. GSE is providing project management expertise along with engineering resources.

If you have a Solution in Development you'd like to submit for a future newsletter, please send the details to: [PDL-GSE-Internal-Newsletter@hpe.com](mailto:PDL-GSE-Internal-Newsletter@hpe.com).

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## Key Projects



**Hewlett Packard**  
Enterprise

**HPE Synergy Image Streamer:** Today, physical server deployment is a slow and lengthy process. Customers are looking for solutions similar to VMs for management of their physical server to address some of their pain points, such as central image administration, control and compliance, stateless operation, fast provisioning and rapid updates, capital expenditure savings, and operating expense efficiency. The solution to these pain points is HPE Synergy Image Streamer. HPE Synergy Image Steamer is a new approach to deployment and updates for configurable infrastructure.

The GSE team designed and developed various artifact bundles and use cases and supported the business unit to fast-track the release of product features in a timely manner. Use cases include the ability to personalize RHEL, SLES and HPE Linux operating systems that include user management, host and network configuration, compliance and file system management, and workload provisioning and configuration like Docker containers and web server. Customers can leverage these solutions and deploy truly stateless Synergy servers.

Team: Prakash Mirji, Raju Ingalagondi, Pooja S, Vikram Fernandes, and Robert Wardell.



**NASA AMS:** HPE successfully completed the project to certify IPv6/USGv6 required to qualify multiple ProLiant/Apollo servers for purchase by the National Aeronautics and Space Administration (NASA). Federal mandate requires networked IT purchases to be IPv6 compliant.

NASA's CIO curtailed all HPE orders until we provided contractual data stating that we would validate our compliance within 6 months. HPE requested and received a 6-month waiver, and then submitted a ProLiant server to UNH-IOL for IPv6 certification. During a multi-month test of IPv6 functionality, UNH-IOL verified compliance with IPv6 standard, provided HPE with "IPv6 Ready Logo", and published our certification on the UNH-IOL "Tested Device Site." HPE fulfilled the IPv6 certification requirement NASA placed on us. It should be noted that IPv6 certification is also showing up in multiple other government agency bids requests.

Team: Robert Wardell.

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## Technology Corner



**Automated AWR Analysis Tool:** The AWR Analysis tool provides insight into customers' Oracle database workloads and helps to determine the benefits of using all-flash 3PAR Storage or consolidating the workload to reduce the cost. The GSE team collaborated with the APJ BEST team during the development of the tool. With this tool it is possible to identify DB instances that can benefit from all-flash 3PAR storage, identify the opportunities for consolidating Oracle database instances, and consolidated reporting of multiple AWRs to identify bottlenecks (CPU, I/O) or peak utilizations.

Team: Jayasheel Harugop, Sunil Saggar, Hemant Kumar, and Nidhi Raj.



**Azure Stack Offering:** GSE is in discussions with the HPE Software Defined & Cloud Group (SDCG) team to support the Azure stack appliance build-out and Docker Container RA development engagements. We are engaged with the SDCG product management team to assist them in building the management and operations capability for the Azure Stack offering from HPE. GSE is investigating and designing the Hardware Lifecycle Host (HLH) which runs the "Lego" blocks for managing the Azure stack appliance. This is to be implemented on a DL360 Gen9. It is expected to run OneView 3.0, Intelligent Management Center (version 7.3 Standard) and Insight Remote Support (version 7.7) which covers the firmware management, monitoring the nodes and switches and remote support through TSS for break/fix and FRU processes.

The appliance is scheduled to NPI on 5th June and the early adopter program begins early March. We are expected to hand-hold Microsoft in these early deployments. Wells Fargo and Walmart are among the identified customers who are participating in this program. Similarly, we are in conversations with the SDCG product marketing team to help them develop technical RA's demonstrating the benefits of Docker Container, Kubernetes container management platform, and Mesosphere on HPE platforms.

Team: Rajesh Vijayarajan,

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## Sharing the Knowledge

**Joint Solutions Development Workshop:** GSE facilitated a workshop with Infosys Services Vertical (hospitality, travel, SLED, entertainment) on joint solutions development and GTM.

**IIC Workshop:** GSE facilitated a workshop with Tech Mahindra and RTI to brainstorm on a Test-bed proposal on Real-time Drilling operations for the Industrial Internet Consortium (IIC)

**Data Lakes Workshop:** GSE facilitated a workshop with Hortonworks on designing IoT Data Lakes and implementing a "Universal Schema" for data from disparate sources (machines, trucks, vending machines etc.)

**RA Forum Presentation:** GSE presented in a cross business unit (DCIG, SDCG, HPE Networking, Storage, Channel Partner Technical Enablement) interlock meeting to discuss development of technical RA's and Product RA Roadmaps for FY17. GSE is participating in a cross BU forum to align and exchange information about the solutions and RA development plans for our team. The purpose of this forum is to exchange information, identify overlaps and opportunities for collaboration across BU's, and align on roadmaps. In the last meeting we provided an update on our solutions development activities and the technical whitepapers that were under development in the team.

**Solutions Depot / Solution Demo Portal Merge:** Solutions Depot and Solution Demo Portal are planned to merge to come out with a first release having the same functionality but with an enhanced user interface. A follow on NexGen release is also planned with additional functionality. Further details will be made available in the next issue of the GSE newsletter.

### Solutions Depot Q1 Submissions:

Reference Architecture: *Mobile-First Client Virtualization (Application Virtualization) All-Wireless VDI.*

Author: Marc Schmidt.

Technical White Paper: *IoT Kepware to ThingWorx connectivity on EL10 / 20 / 1000.*

Author: Michael Cantu.

Reference Architecture: *Rapid Provisioning – Compute (Rapid Provisioning).*

Author: Praphul Menon.

Reference Architecture: *Rapid Provisioning – Databases (Rapid Provisioning)*.  
Authors: Nagaraju Hanchanahal and Joshy PJ.

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## Recognition

### Vinamilk Data Migration



*"Thanks so much for the amazing work. Migrating ~ 6TB of data from VMA to 3PAR All Flash without any down time. Customer was really impressed for all the work we have done. They system is performing very stable on 3PAR All Flash Storage now. Really appreciated the support from you and the GSE Team"*

- Vietnam country Presales team, SEATH Storage BU and APJ BEST

### Pepsico IIoT Proof of Concept



*"We now have successfully completed the **Data Acquisition, Verification and Edge Analytics** portions of the PepsiCo Pilot testing (Phase I)...our solutions have all been successfully verified!!!...thanks to all for the exceptional support!"*

- Michael Damena, Account CT, PepsiCo

If you have team member(s) you think should be recognized in a future newsletter, please send the details to: [PDL-GSE-Internal-Newsletter@hpe.com](mailto:PDL-GSE-Internal-Newsletter@hpe.com).

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## Welcome to GSE!



**Vivekanandan B.** (Enterprise Architect- Bangalore India) has worked with HP and HPE on HP Helion OS, HP Storage Essentials, and HP OVSAM in the Quality Engineering team for 12 years. Prior to joining HP he worked at SCM Microsystems in Chennai for 2 years. He is a subject matter expert in storage and the Cloud. Vivek is married and has a 6 year old son who keeps him on his toes. Spare time is time for badminton and watching TV.



**Harsh Bhandari** (Enterprise Architect- Delhi India) has worked at or with HP/HPE for more than five years in Presales on multiple product lines with total experience of 12 years. He earned his BA in Computer Science from Pune University and is pursuing Executive MBA from SPJAIN. Prior to working in HP/HPE Harsh worked with IBM and EMC. In his spare time Harsh enjoys travelling, trekking and mountain biking.



**Shaswat Kar** (Enterprise Architect- Bangalore India) has been with HP & HPE for 4 years in the Strategic Alliance technical team. He works closely with the SIs' Solution & delivery teams at their HQ as well as HPE in-country technical team supporting global bid activity, joint go-to market strategy and the enablement program. Shaswat has BA and MBA degrees and has 18 years of in client facing roles, specializing in Compute and Storage platforms. His interests include history, World War II, nature, "the beautiful game of football" and he is a huge Sherlock Holmes fan. Shaswat is married and has an 11 year old daughter.



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