

June 2007

Technical Information for the Partner Community in EMEA

InfoCenter PreSales Technical Bulletin



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- HP Software Technology Briefing 2007 - 26th to 28th June - Berlin, Germany
- HP Software Universe 2007, November 27th-30th, Barcelona, Spain - Mark your calendar!
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- SAP Continues to Empower Our Partners with New and Updated Playbooks
- Act Now: Partner Information Update Opportunity
- SAP NetWeaver MDM: New Customer Video Testimonial!
- The May Partner Community Webinar Replay is Now Available!
- Save the Date for the Upcoming SAP TechEd '07 Conferences in Your Region!
- From Creation throughout the Life Cycle
- World's Leading Event for Professionals in Business Processes. Berlin, Germany, June 13-15
- One Stop Shop for all Enterprise SOA Information available for Partners on the Partner Portal
- Are you looking for a low-cost, no-maintenance, highly flexible SAP test system landscape?
- SAP Services Marketplace Quick Link / ILM Replaces Quick Link / Data-Archiving
- Available Soon! SAP Supplier Relationship Management 6.0
- Find out why Software Solution Partners should become integrated
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- Enhancement Packages, the new way SAP provides our Partners with additional innovation
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- SAP Ramp-Up Knowledge Transfer training program is a crucial element of the SAP ...
- Drive greater efficiency in application management!
- The first comprehensive publication on sizing SAP systems was published by SAP PRESS
- A two-days training on hardware sizing for SAP systems (ADM115) is scheduled
- Paper discusses two stages of BI development.
- Energy company finds new resources on SDN and BPX
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- Accelerate deployment and configuration with updated tool
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ORACLE Update

- Oracle® Database Standard Edition One and Oracle Enterprise Linux on HP
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- HP Introduces Secure Advantage Portfolio to Strengthen Security from Desktop to Data Center
- HP Cuts Power and Cooling Costs in Half with New Storage Offerings
- HP Helps Enterprises Accelerate Delivery of IT Projects with New Software, Services
- HP Enhances Blade PC Solution to Deliver True Desktop Experience for Business Customers
- HP Retakes No. 1 Position in Total Disk Storage Systems
- HP Speeds Adoption of Virtualization with New Software, Partner Program
- BT, HP Expand Alliance with Enhanced Offerings to Help Customers Transform IT Environments
- HP Business Desktop PC First to Earn EPEAT-Gold Status
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8. COMPETITIVE UPDATE

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- Thermal Logic vs. IBM Customer Leave-behind Brochure
- The Real Story about Sun and Virtualization
- What fits better in YOUR datacenter?
- Rapid Application Migrations from Solaris to Linux and HP-UX
- The Real Story about Dell and Blades
- NetApp Exchange Total Cost Comparison Study: Competitive Response
- EMC's ECC 6.0 Announcement: Competitive Response

1. Frequently Asked Questions at InfoCenter

BCS

Customer has been running the rx2660 for a year and know he would like to add P400 controller to it. Is it possible? What would be the PN?

It is possible to buy the P400 separately for rx2660 - AD397A - HP Integrity Int SA SAS P400 Card

Please confirm if MS EXCHANGE is running (in native mode) with our dual-core Itanium processors?

The Exchange is not supported under Itanium architecture.

See the microsoft for their [product supportability](#).

rx2660 HP-UX server to be converted to Windows server: For the rx2660 customer didn't purchase the AD248A --- HP Internal HDD Controller nor the AD247A --- HP rx2660 PCI-e/x Combo Cage Option which according to the ordering guide, are mandatory with rx2660 windows based servers.

One can not order those two products as standalone since they targeted for factory integrated only. How should this conversion be performed?

The AD248A can be ordered as upgrade product number:

8-port SAS Smart Array P400 Controller Card (for use in dedicated 'private' slot) - AD397A

AB419-69003 - spare part for the combo I/O cage. Can't be ordered as regular product number.

Is it possible to mix A9733A and AD139A or AD268A cpu's in the same VMS system?

The rx4640 does not support the mixing of dual-core and single-core processors. Only like processors can be configured together in the same system.

AB202A and AB202A OD1: Please advise on replacement

This product is an sx1000 based rx7620. The sx1000 rx7620/8620 systems were made obsolete April 1, 2007. Add-ons are planned to be available until April 1, 2008. There is no replacement product (other than an sx2000 based rx7640).

If one is available from the remarketing, it could be ordered with P/N AB202AR.

Rx8640 has 1 Linux partition, is it possible to use the solution of iCAP on Linux ? or iCAP is running JUST AND ONLY on HP-UX ?

Instant Capacity (iCAP is for HP-UX and OpenVMS only. iCAP is not supported on Linux.

Customer wants to upgrade rp3410 to rp3440 as single CPU. Can they enable 2nd CPU of rp3410, upgrade to rp3440 and then disable 2nd CPU again so they have a rp3440 single CPU server?

No, this is not possible. Activating the second CPU core is a pre-requisite of the upgrade, and once activated, the core cannot be de-activated. I guess from the part numbers you sent that the reason for the upgrade is to allow more memory, but unfortunately the customer will still have to activate the core.

Storage

Can you explain what versions support asynchronous CA replication and what version is synchronous?

The EVA CA relationship is such, Note that XCS 6.0 can only support synchronous replication to any earlier version of XCS (or VCS). XCS 6.0 only supports advanced (not standard) asynchronous and

only to another EVA XCS 6. Otherwise the only possible method of replication (from XCS 6 to XCS5 or VCS 3.x or 4.x) is synchronous

What is the difference between these two available similar parts, I am not sure which to order now

397079-B21 -- HP MSA1000 SAN Starter Kit HA Bundle

397079-B22 -- HP MSA1K SAN Strt Kit HA Bundle ALL

The change in HBAs that are included in the SAN Starter Kits is necessitated by Proliant's and the server industry as a whole move to exclusively PCI-E slots in lieu of today's PCI-X. Most of today's models being sold have both technologies but this will change rapidly to PCI-E only.

Could you please tell me the power consumption of an individual M5314 FC shelf?

Also for the same shelf filled with 550GB FATA disks

The only way to approach this query is to consider a 2C1D EVA as this is the only way to achieve one fully loaded shelf ... Looking at the Quick Spec you will see these values at the bottom section, the values reflect a fully loaded configurations.

We have a Reseller with an old MSA 1000 with 128MB of Cache they are wanting to increase the Cache to 512MB are they able to remove the old Cache modules and replace with the 256MB Modules 254786-B21.

No issues with that - and even though it's clearly what the customer is planning, just to be clear - you can't mix the 128 and 156 modules on the same controller, and if 2 x 256 is installed on one controller, the same must be installed on any second controller. The standard instructions for the process are [here](#).

Does the MSA Array support VMware ESX V3 in active/active mode?

Both the MSA1000 and MSA15000 now support dual active controllers with the version 7 firmware (previously this was only the MSA1500 with v. ESX 3 with dual active firmware 7, on either the MSA1000 or MSA1500 is a homogenous connection, so no other operating systems can attach. (With active/passive firmware, MSA1000 is supported for heterogeneous OS, but MSA1500 is still homogenous.)

With an Active/Active MSA1500 it supports both Windows and HP-UX but does it support them in heterogeneous environment?

The new Active/Active firmware for MSA1000/MSA1500 (V7) which has just been released you can have heterogeneous operating system access from Windows/Linux/HPUX hosts to single (as stated in Point 3 below).

Can you take the entire enclosure from one EVA and attach it to another without losing the data?

No! The issue is that even if an entire disk group was on the enclosure, the metadata on the disks has an EVA 'identity' which the controllers on the other EVA would discover, then there would be a message along the lines of 'dual identity discovered, continue?' and continuing wipes the data on the added enclosure

I need information about HP Openview Storage Mirroring with Oracle 9.2 in an SAP-R3-Environment. Does Storage Mirroring support Oracle Databases and where can I find Information about it?

Yes - OVSM (now re-branded Storageworks Storage Mirroring) supports Oracle databases in an SAP environment. You can see application notes for both 9i and 10g [here](#).

Which Proliants are supported under Debian?

The most recent support matrix that we update frequently is available at the [OS support webpage](#).

How do the mapping to the Interconnect Bays looks like inside the c-class enclosure?

Port mapping differs slightly between full height and half height server blades due to the support for additional Mezzanine cards on the full height version. There is a good diagram available in the "[HP BladeSystem c-Class Interconnect Components](#)" quickspecs that describes this connectivity:.

Is the DL380G5 with the P800 controller connected to an MSA60 supported under VMware?

This is not yet supported, the P800 has not been yet certified under VMware. To check the supported controllers under VMware, please refer to [this site](#).

Can we use the E200 to connect it to the internal drives in the DL360G5?

The DL360G5 comes either with the integrated controller E200i or the P400i. The E200i supports four drives, the P400i support up to six drives. There is no reason to order the E200 for internal drives. If the server was initially purchased with the E200i and more than four drives are required today, then it is possible to replace it with the P400i.

Software**Is OVPI compiled as a 64bit application?**

OVPI is a 32 bit application running on 64bit OS.

Is it possible to use the license of RAMS 3.5 for RAMS 4.5?

RAMS 4.5 uses a newer licensing version and thus previous of RAMS (2.x & 3.x) license keys will need to be migrated (via <http://webware.hp.com>) for use in RAMS 4.5.

I have hundreds of routers, is it necessary to configure each single router to send traffic information to the RAMS Appliance?

You do not need to record routing information from all routers. RAMS can leverage routing information across the entire network traffic with data exported from a small set of routers (netflow sampling).

Which NNM SPIs are currently supported on Itanium?

Current Itanium support (HP-UX 11.23) for NNM 7.51 SPIs:

- Advanced Routing SPI supported
- Cisco IPT SPI, supported
- NNM SPI for SNMPv3 & Secure Polling Agent, Supported
- MPLS 3.2 SPI, supported

An existing NNM customer is running version 7.5x SE on Solaris.**Is it possible to purchase a NNM AE and run both version on the same system?**

The NNM license keys are locked to the IP address, only one of them can be effectively used. If both are installed on the same system, the NNM AE license key takes precedence, independent of the order of installation.

Customer doubts about the license of NNM in HA (High Availability) environment. How does it work? How about VMWare environment?

1) HA Configuration:

NNM supports multiple HA/DR configurations; the licensing requirement varies based on configuration.

NNM can be installed as a cluster application: NNM is tested and supported as a cluster application with HPUX MC Service Guard, Sun Cluster, Veritas Sun Cluster, MSFT Windows Cluster Server, etc... As a cluster application, the customer would purchase the first license only and have the password locked to the IP address of the virtual server. There are a couple of whitepapers describing NNM cluster configuration available through the NSM Virtual Team community:

<http://techportal.bbn.hp.com/vc/nmc.htm>

Alternatively, NNM can be installed on multiple systems and configured for either cold-start or warm-start failover. In this configuration, the customer would require a second license for the back-up system. The HP Field maintains a regional marketing promotion (M07 Discount code) to provide the second license for HA/DR at a very attractive discount.

Finally – for NNM Starter Edition only – a customer can configure the distributed NNM architecture allowing the management station to take over management responsibilities for collection stations (effective application level failover). In this configuration, the customer would need to purchase sufficient licenses for both the collection stations and management stations.

2) Virtual Partition:

NNM supports multiple virtual partition configurations, including HPUX NPAR; HPUX VPAR; and Sun Containers.

While HP uses VMWare partitions internally in the development and testing of NNM; NNM is not officially tested and certified. HP plans to certify NNM support for VMWare ESX 3 partitions with the upcoming NNM 7.53 release scheduled for 2H2007.

In the SC6.2 to SC6.2.1 upgrade do you have to do a full upgrade or can you just deploy the RTE components only?

The labs are still checking this one out.

When will ServiceCenter go end of support?

HP ServiceCenter 5.1.x, 6.1.x and 6.2.x will go on End of Support at the end of calendar year 2009.

Customer has Oracle as a backend DB. What type of connectors licenses do we need to include and how can we license the connectors?

SI Connectors are licensed per resource-type. You need to order 1x T3904AA which covers unlimited instances of Oracle DB.

Are there plans to release an OVOU HTTPS agent for OpenVMS?

The development team does have plans to port an HTTPS agent over to OpenVMS in the future. The plan is to have the HTTPS V8 support on OpenVMS (Alpha) versions 8.2 onwards, and on OpenVMS (Itanium) versions 8.2-1 onwards, by late 2007. This will include OpenVMS 8.3 on Itanium. The development team hopes to have something to customers before OVO stops supporting the DCE/RCP V7 agents.

Which reporting solutions should one choose for Applications and HP Operations SPI's?

If the customer currently reports only on systems and SPI's HP Reporter is the recommended solution. Today there are already some SPI's supported with Performance Insight, but not all of them.

To order SCAuto for OVO, what product number needs to be ordered?

SCAuto for OVO is actually provided for free, just as any other connector providing integrating capabilities for HP-to-HP product. This is also the reason why you won't find any part number for it.

When will Exchange 2007 be supported for the Exchange SPI?

There has been a special release of the Exchange SPI in order to provide support for MS Exchange Server 2007.

Are there any integrations supported between SNVP and Active Directory or LDAP?

No, SNVP does not support AD or LDAP and there are no plans for it at this time.

Are there any plans to enable performance monitoring based upon thresholds that are compared to a learned/observed baseline?

Adaptive Baselineing is there in the performance roadmap for year 2008+ but in what form and when will it be delivered is not clear at this moment.

Can we integrate SAP Solution Manager into OVOW?

Yes, there is an integration available for OVOW and SAP Solution Manager. This is delivered via the SAP SPI. How this works is best explained in the SAP SPI Administrator Reference Guide, beginning on page 242 <http://ovweb.external.hp.com/ovnsmdps/pdf/spijun06_SAP1010_AdminRef.pdf>. The following slideset does also provide some valuable information:

<http://ovweb.deu.hp.com/set/hp/SystemMgmt/ApplicationMgmt/SpiforSAP/PositioningOVandSAPSolutionManager_v2.ppt>.

Do we supply a utility to convert an Ops Mgr for UNIX template into an Ops Mgr for Windows policy?

if you wish to do ovou to ovow policy conversion, you could use the importpolicies command which is available with ovow. Please check the online help for details.

Is it possible to use UltraVNC with Client Configuration Manager, rather than using the included TightVNC package?

It is possible to deploy and manage UltraVNC with CCM. However, this integration is not supported.

How can we get internal passwords for Mercury products?

For internal use, HP internal licenses for Mercury products are now available on IPP website.

<<http://sgbus-be.corp.hp.com/MFG/SS&L/IPP.htm>>

When will Dashboard 2.1 be released?

This is planned for MR around the end of August, tentative.

What is the status of the BAC-OVOW integration? Has it been released? Any documentation available?

We have an OVOW/BAC integration with BAC 6.6. It is similar to the OVOU/BAC integration that exists until BAC 6.4. Basically, OVOW will forward events to BAC. It has been released.

HP internal can find details [here](#).

2. Business Critical Servers

Integrity Update

New Video – HP Integrity Solutions: Optimizing Business Outcomes

Be sure to watch the new montage video that demonstrates BCS customers across all regions and target markets who achieved tangible business benefits with HP solutions. This three-minute video: "HP Integrity Solutions: Optimizing Business Outcomes" features Airbus, Chevron, Intrado, Amadeus, Royal London, and TaiFook Securities sharing their insights on how they have accelerated business growth and lowered costs while mitigating risks. The video can be viewed on [HP Enterprise TV](#) or ordered from [CRL](#) in any format that you need using ID # 62360020507

New! HP HPC Solutions Wizard

The new HP On-line HPC Solutions Wizard is an hp.com landing page where prospects can put together a customized solution overview for their HPC requirements. In a "wizard-like" process, the prospect will be asked a series of questions pertaining to their current HPC requirements and future needs. Based on the respondents' answers to the questions, an email will be sent containing a link to the semi-custom solutions overview. The overview also provides links to additional information on hp.com that help simplify the process of searching and finding pertinent information. Within the Wizard, the prospect (or sales rep on behalf of the customer) can include multiple contacts to receive the customized overview as well.

[More information](#)

New OpenVMS Success Story

The server technology of NDR1 Niedersachsen radio Hanover, Germany, was due for replacement. Thanks to the migration of OpenVMS infrastructure to HP Integrity servers, the customer benefits from a dramatic performance boost, shorter access times and lower costs. NDR success story in [English](#) and [German](#)

Customers Achieve Better Business Outcomes with Integrity Systems Solutions

This three-minute video shows customers such as Airbus, Chevron, Intrado, Amadeus, Royal London, and TaiFook Securities sharing their insights on how they have accelerated business growth and lowered costs while mitigating risks. The video may be viewed [online](#) or ordered from the [Creative Resource Library, ID # 62360020507](#).

Linux Update

Rapid application migrations from Solaris to Linux and HP-UX

This competitive sales deliverable (slide set) describes porting process steps and automated application migration tools, known as SLPK (Solaris to Linux Porting Kit) and SHPK (Solaris to HP-UX Porting Kit). These highly automated toolsets help easily transition your installed Sun Solaris customers to HP Linux or HP-UX solutions. [Americas Partner Portal](#), keyword: **c00967368**.

Insight Control Linux Edition (ICLE) White Papers Available

The first whitepaper, [Installing a customized Linux operating system using HP Insight Control Linux Edition](#), provides guidance for deploying a custom (noncommercial) Linux operating system with HP Insight Control Linux Edition (ICLE). Customized Linux operating systems include Red Hat variants (e.g., Fedora, CentOS, ASIANUX, etc.), Debian variants, SuSE variants (e.g., Open SuSE 10), and others such as Slackware and Gentoo. The second whitepaper, [HP Insight Control Linux Edition Management Network Best Practices](#), covers the range of network management protocols supported by HP ICLE and network configurations. Suggestions for network configurations for using HP ICLE are discussed in a variety of network forms: typical, flat, multiple ('tiered'), and production-shared.

SuSE Linux Enterprise Server Benchmark on ProLiant

HP continues to demonstrate the flexibility and power of our new ProLiant Intel Xeon Quad Core product offerings by delivering industry leading results on both Linux and Windows. HP ProLiant servers running SAP on Linux provide similar performance to earlier benchmarks using Windows 2003 Enterprise Edition. The new SuSE Linux two-tier SAP Sales and Distribution (SD) Standard Application Benchmark is the top 2 processor Linux result delivering 9000 SAPS and is the first Linux benchmark published using the required SAP ERP 2005 - ECC Release 6.0. The benchmark was completed on an HP ProLiant DL380 G5, 2 processor, 8 core, 8 thread Quad-Core Intel Xeon Processor X5355 2.66 GHz, 64 KB L1 cache and 4 MB L2 cache server.

[More information](#)

Oracle Enterprise Linux Matrix available for ProLiant and BladeSystem Servers

ISS has introduced a new [Oracle Enterprise Linux Matrix](#), listing the enablement of OEL on select ProLiant and BladeSystem Servers.

Visit [HP and Oracle Enterprise Linux](#) for more information.

Linux on Integrity Distro News

SUSE Linux Enterprise Server (SLES)

- The HP Integrity Superdome (sx2000-based) will be orderable with SLES10 Service Pack 1 (SP1) on June 1. System release is planned for July. SLES10 SP1 will be supporting up to 64-processors/128-cores and 2TB memory on Superdome.
- The rx2660 Integrity server will be orderable with SLES10 Service Pack 1 (SP1) on June 1. System release is planned for July.
- The SUSE Linux Enterprise Server 10 base release has been certified across all other Integrity servers featuring Dual Core Itanium 2 processors.

[Click here](#) for more information.

Red Hat Linux Enterprise (RHEL)

- Support for Red Hat's most recent release of their flagship Linux distribution product line - RHEL 5 and Advanced Platform is planned to be available for the rx6600, rx4640, rx3600, rx2620, rx2660 Integrity servers in June.
- Red Hat Enterprise Linux RHEL 4 is certified across all Integrity servers featuring Dual Core Itanium 2 processors, including Integrity Superdome with up to 64-processors/128-cores and 2TB memory.

[Click here](#) for more information.

NonStop Servers Update

Integrity NonStop NS3000AC server for telecommunications in emerging markets

HP introduces a new entry-class Integrity NonStop server for small and medium telecommunications operators in emerging markets: the Integrity NonStop NS3000AC server. The Integrity NonStop NS3000AC server is a high-performing system that enables multi-national operators to accelerate growth through delivery of new and innovative telecommunications applications such as home location register (HLR), real-time prepaid, value-added services, and messaging. New operators are under intense pressure to remain competitive in the highly saturated telecommunications marketplace. System downtime can lead to service interruptions and negative business consequences such as loss of revenue and customer attrition due to dissatisfaction. The Integrity NonStop NS3000AC server mitigates this risk by providing large-system equivalent performance and functionality at a small to medium business-friendly price. Based on the NonStop Value Architecture (NSVA), the Integrity NonStop NS3000AC server adds a new option in price/performance levels while maintaining high levels of availability and providing industry-standard data integrity through the use of industry-standard components. Like other Integrity NonStop servers based on the NSVA, the new Integrity NonStop NS3000AC server exploits the traditional advantages of NonStop servers, which include fully integrated hardware and software and provide application availability and fault tolerance right out of the box.

Read the Integrity NonStop NS3000AC server [media advisory](#) and the [Integrity NonStop carrier-](#)

[grade server overview.](#)

Performance improvements with new release of NonStop TMF software

The new release of NonStop Transaction Management Facility (NonStop TMF) software can help businesses improve operational efficiencies by improving performance. Users of applications with the highest transaction rates will benefit most by the faster commit time now provided by NonStop TMF 3.5 software, especially for those applications used in environments with HP StorageWorks XP disk arrays. NonStop TMF 3.5 software offers improved performance by providing finer-grained control of the Transaction Monitor Process (TMP) Wait Timer, thus allowing users to tune commit processing performance. NonStop TMF 3.5 software is available now, with the generally available Release Version Update (RVU) H06.10 of the Integrity NonStop operating system, Mission Critical Edition. It is bundled with the base operating system, and customers will receive these new features automatically when they order an RVU H06.10 site update tape (SUT).

[Read more.](#)

HP Visual Inspect, Version 3.4: Support for Microsoft Windows Vista

The latest version of HP Visual Inspect software for Integrity NonStop servers offers support for Microsoft® Windows Vista™ as well as other enhancements and new features. Available immediately, version 3.4 of HP Visual Inspect software offers an open debugging architecture that is flexible, easy to use, and capable of addressing distributed, heterogeneous applications. Users can debug multiprocess applications, where processes may exist on a single machine or may be distributed across a network. Users are also able to perform postmortem debugging, where application-state information is saved for later analysis. HP Visual Inspect software provides debugging support for Explicitly Parallel Instruction Computing (EPIC), RISC, and CISC machine architectures and compilers, and the HP Guardian and Open System Services (OSS) environments.

[See other enhancements in HP Visual Inspect, Version 3.4.](#)

HP Trusted Compliance Solution for Energy (TCS-e)

HP now offers an integrated security appliance for energy customers that provides an additional line of defense against cyber-security threats and helps automate compliance tasks. The HP Trusted Compliance Solution for Energy (TCS-e) helps power and energy companies mitigate security risk by providing robust protection against threats from computer hackers. The automation technology in HP TCS-e also helps energy companies reduce the business risks and costs associated with noncompliance, such as regulatory audits, sanctions, and hefty fines. The solution combines HP compliance automation software and storage technology with event data management security analysis software from SenSage, Inc. It also includes the HP Atalla FIPS 140-2 Level 4-certified hardware-based security subsystem, which provides cryptographic operations-privacy, integrity, authentication, and nonrepudiation-and hosts the security-sensitive portions of the TCS-e applications. HP TCS-e was designed specifically to meet the cyber-security, compliance, and audit requirements of the North American Electric Reliability Corporation Critical Information Protection (NERC-CIP) 002-009 reliability standards mandate. HP TCS-e automates the NERC-CIP compliance management processes and transforms an energy operator's intent to comply with new regulatory standards into actual plans, controls, records, and processes.

Go to [the press release](#) and [the HP Trusted Compliance Solution for Energy page](#).

New Release of HP Pathway/iTS Software Brings Enhanced SCOBOL Functionality to HP Integrity NonStop Servers

With this release, Pathway/iTS software now provides new SCOBOL application programming interfaces (APIs), so that users can start dialog sessions between SCOBOL requesters and Pathway servers, exchanging multiple messages for the duration of the dialog, all within the context of the same HP NonStop Transaction Management Facility (NonStop TMF) transaction.

[More information](#)

Explosive video shows "Disaster Proof" HP Integrity NonStop systems

Although rare, a truly catastrophic disaster can occur at a computer site at any time. Whether it be a fire, an earthquake, an explosion, or simply a flood from a broken pipe, a disastrous event can take an entire computer system - or even all the systems at a data center - down. Unless carefully planned for, a disastrous event can severely impact the ability of businesses to serve customers.

[Read more](#)

HP Trusted Compliance Solution for Energy (TCS-e): cyber-security threat defense and compliance automation

HP now offers an integrated security appliance for energy customers that provides an additional line of defense against cyber-security threats and helps automate compliance tasks. The HP Trusted Compliance Solution for Energy (TCS-e) helps power and energy companies mitigate security risk by providing robust protection against threats from computer hackers. The automation technology in HP TCS-e also helps energy companies reduce the business risks and costs associated with noncompliance, such as regulatory audits, sanctions, and hefty fines.

[Read more](#)

HP Integrity NonStop Support Notes, May 2007

HP Integrity NonStop Support Notes released during May 2007 are available.

[More details](#)

HP advances telecommunications in emerging markets with new Integrity NonStop NS3000AC servers

HP now offers a new entry-class Integrity NonStop server for small and medium telecommunications operators in emerging markets: the HP Integrity NonStop NS3000AC server. The HP Integrity NonStop NS3000AC server is a high-performing system that enables multinational operators to accelerate growth through delivery of new and innovative telecommunications applications such as home location register (HLR), real-time prepaid, value added services, and messaging.

[More information](#)

HP 9000 Evolution Program and the Value of HP Solutions to Customers Transitioning to Integrity

This 12-page paper on the HP 9000 Evolution Program is a must-read for HP 9000 customers as they begin their plans to transition to newer platforms. With Integrity system transition, customers will have the benefit of HP's knowledge base, sophisticated tools, and a platform that offers higher levels of performance and availability at significantly lower costs.

[More information](#)

3. StorageWorks

Green Storage

HP has introduced "green" storage technology that can cut storage array power and cooling costs in data centers by 50 percent.

[Read more](#)

Storage Technology Blog – Now Live!

The Storage Technology Watch by Ash Ashutosh is now live on hp.com. The purpose of this blog is to discuss technical aspects of the storage industry and to create thought leadership and community discussion.

Read now: [Build it \(the value chain\) and they will come](#) and [The Emergence of Convergence](#).

StorageWorks Division Customer Collateral

Replication of data on the HP StorageWorks Windows Unified Data Storage Server white paper, [4AA1-2166ENW](#).

HP LTO3 Ultrium data cartridges comparative brand testing white paper, [4AA1-2143ENW](#).

Hospital Improves Medical Imaging System and Patient Care with HP StorageWorks MAS

The HP StorageWorks Medical Archive Solution (MAS) dramatically sped up the display of medical images, ensured always-on availability of medical images, increased storage capacity, improved the management of medical image data, and improved patient care. Masaryk Hospital will gain a projected, cumulative five-year net benefit of \$862K from the project, driven by increased efficiency, increased medical staff productivity, and increased IT staff productivity. The project has an ROI of 184% and a payback period of 14 months.

[More information](#)

Investment Management Firm Reaps Dividends with HP Storage System, Freeing IT Staff to Focus on Strategic Mission

The customer needed an easy-to-manage centralized storage resource for multiple groups and applications. They chose to deploy the HP StorageWorks All-in-One (AiO) Storage System to consolidate storage resources and to use as an on-line archive, resulting in simplified data backup, reduces storage management time from hours to minutes, and reduces total cost of ownership (TCO) and overhead.

[More information](#)

HP Lowers Cost and Risk of Data Storage for Enterprise Customers with New High-end Array

The HP StorageWorks XP24000 Disk Array integrates with HP's families of servers, storage networking products and services to provide a complete disaster-tolerant solution for enterprise computing environments that require 24x7 business continuity. The XP24000's new processor and provisioning technology offer increased performance and lower power consumption than previous XP arrays, making it ideal for enterprises looking for environmentally responsible technology that will consolidate workloads and lower overall data center management costs.

[More information](#)

4. Industry Standard Servers

HP BladeSystem c-Class Site Planning Guide

This document helps facilities and IT staff plan for the receipt and installation of HP BladeSystem c-Class products in a dedicated computer facility.

[More information](#)

HP ProLiant ML370 G5 with Quad-core Processors Achieves #1 2-socket Performance on TPC-H @ 100GB Benchmark

HP, a market leader for industry-standard servers, recently announced a new result for the TPC-H @ 100 GB decision support benchmark that demonstrates the ultimate performance leadership of the HP ProLiant ML370 G5 in the 2-socket space.

[More information](#)

ISS Product Announcement

Helping customers build the best-run server infrastructure, HP announces several key additions and upgrades to its Unified Infrastructure Management and HP BladeSystem portfolio. Today, HP delivers total remote control without compromise for routine and emergency situations. With HP ProLiant Essentials Integrated Lights-Out 2 (iLO 2) v1.30, customers can take advantage of the shared remote console, allowing up to four users to collaborate, resulting in greater IT efficiency and system availability. HP also announces a new versatile data protection and disaster recovery solution. The HP StorageWorks Ultrium 448c Tape Blade is the first direct attach tape blade for the HP BladeSystem c-Class providing networking backup capabilities for all data in the enclosure or back-up for a single server blade.

[More information](#)

HP Introduces On-site Service to Help Customers Optimize Blade Technology

HP recently announced a new blade-specific service, available worldwide through HP Sales and HP channel partners. The HP Proactive BladeSystem Service pairs customers with on-site technical experts who provide HP expertise and best practices for blade environments and data center needs such as power and cooling, IT infrastructure library (ITIL) process improvements and security.

[More information](#)

HP Offers Helping Hand with Blades

HP recently announced the Proactive BladeSystem service that links customers with HP experts. For \$33,000 a year, customers can have their own onsite account manager as well as a direct line to HP and its resources.

[More information](#)

The Systems Selling Guide (SSG) is now updated with June NPI products

The Systems Selling Guide (SSG) is a guided selling tool for HP's sales force and Partners that quickly provides over 300 HP ProLiant server and StorageWorks solutions, with up sell offerings, based on the customer's intent and requirements. Go see the new version today: [Internal Users](#), Partners: The SSG is available to download on your HP Partner Portal site. Contact [Ameeta Ahuja](#) (HP and Channel Partner Only).

From bulletproof to disaster-proof: HP systems keep on working

Be prepared to be blown away upon viewing this ultimate business continuity and availability test! A new video simulates a natural gas explosion, using real explosives on running HP Integrity, Integrity NonStop, and ProLiant systems in five operating environments with HP StorageWorks XP disk arrays. The HP systems fail over flawlessly, resuming services after 13 to 113 seconds. Our disaster tolerant solutions work and here's the proof.

Please click [here](#) for the video and complete information library.

Seeing Starz: HP BladeSystem c-Class Powers On-demand Video for Leading Cable Network

Starz Entertainment turned to HP when size and bandwidth requirements of video streaming and broadcasting in HD quality started to place unmanageable demand on the company's IT assets. HP BladeSystem c-Class provided the steadfast reliability and performance Starz requires to support its Video on Demand services.

[Learn more](#) about how c-Class server blades played a vital role in the Total HP Solution customized to meet Starz's rapidly changing business.

Fueling the Energy Industry with Windows CCS

Since the energy industry relies heavily on Windows management infrastructure, significant cost savings can be realized with Windows CCS. Offer HP and Windows CCS for a great fit to Energy Industry.

[More information](#)

A New Algorithm for the Financial Services Industry

For financial, insurance and banking firms, speeding computational processing and reducing technology complexity can lead to increased profit.

[Read](#) how HP and Microsoft Windows CCS is a great solution for the Financial Solutions Industry.

HP Expand High-Performance Computing Offering with InfiniBand Solutions

HP may now resell Cisco double data rate (DDR) InfiniBand-based Server Fabric Switches (SFS) as part of the HP Cluster Platform and a Cisco InfiniBand Solution for HP BladeSystem c-Class. Cluster computing - used for projects requiring millions of calculations running simultaneously - is one of the drivers of the HPC market because of its flexibility and price-performance advantages. The combined HP/Cisco offerings accelerate business growth by providing high bandwidth, low latency, fabric stability and scalability.

[More information](#)

What is best for VMware – Blades or Boxes?

See what [VMware users had to say](#) in their online community discussion.

What's New on the Support and Update Model for Insight Control and ProLiant Essentials

HP will introduce important changes to the HP Insight Control management software suites and HP ProLiant Essentials packaged products, which will take effect on July 9, 2007. It is important for us to proactively communicate these changes to our customers and channel partners as soon as possible, so that they can accommodate them with minimum process disruption. Visit our internal webpage to access the latest tools and information, including presentations and communication templates for customers.

[Internal site](#), [External site](#).

5. HP Software

AVAILABILITY

Announcing General Availability of HP SOA Systinet Software 2.50

This solution delivers new capabilities around the User experience and platform support. For more on the announcement, HP internal may visit [here](#).

ServiceCenter 6.2.1 now available: Here's what's new!

Version 6.2.1 of ServiceCenter has recently been made available, providing a number of new features and enhancements. The most notable of these are:

- Configuration Item Visualization: CI Visualization now enables you to manage and visualize relationships between CIs. Visual indicators and tooltips allow a variety of configurable information to be displayed relating to CI status, relationship types and additional information such as tickets, changes etc open against that CI.
- Software and documentation now available in Localized Chinese (simplified), French, German, Italian, Japanese, and Spanish.
- Improvements to the Change Calendar.
- Improvements to Knowledge Management, including multilingual searching and viewing of knowledge, Get-Answers role migration and Get-Answers data import and export.

HP's TSG Announces New Point Of View Representing Direct Alignment with HP Software's BTO

On April 24, HP announced that it is turning IT on its head. There is a fundamental shift in how IT is viewed in the marketplace and HP is changing the dialogue we have with our customers, and our partners to lead this industry trend.

HP's message, *Technology for Better Business Outcomes*, reflects an industry trend and the very specific business outcomes that our customers are looking to achieve - lower costs, increased revenues and mitigated risks.

Business Technology Optimization is a critical component of this strategy. With your expertise in BTO services and our product portfolio, together we can help our joint customers achieve the superior business outcomes that directly impact their top and bottom line.

To learn more about Business Technology [click here](#).

HP Unveils Do-it-Yourself Toolkit to Create and Share Mobile, Interactive Experiences

HP's prototype software suite and website enables customers to design, create and share location-based experiences, games and tours with anyone worldwide. The [site](#) uses "mescape," that overlays digital sight, sounds and interactions on the physical world to create mediascapes. Users with a GPS-enabled mobile device running the mescape player can move through the physical world, triggering digital media in response to physical events such as location, proximity, time and movement.

[More information](#)

Announcing HP Quality Center 9.2 and HP Performance Center 9.0.

There are numerous key features in this release which will create significant opportunity for customers - and for the field in your accounts - but two are worth a special mention. First, there is the sophisticated Requirements Management capability in Quality Center and second is the new LoadRunner support of Rich Internet Applications (Web 2.0).

For more on the announcement, HP internal can visit [here](#).

Vivit Introduces Updated and Expanded Services

As the independent, global, customer-driven HP Software users group, Vivit provides a broad set of valued services ranging from education to networking opportunities, to coordinated feedback to HP

Software. HP supports these activities which enable customers, partners, and HP to share and exchange all things HP Management Software and which complement HP Software's own programs. This is an exciting time for HP's customers and partners, as Vivit has greatly updated and expanded services. Explore the new [Vivit website](#), which is packed with great features and functionality and includes a new user experience and powerful online connection tools to accelerate your management software expertise.

New Westbury product releases and updates

HP partner Westbury leading provider of Service Management Optimization software and services for the [HP IT Service Management \(ITSM\) solution](#). They play an important role in helping our customers' transition from Service Desk to Service Center. Just in time for Software Universe 2007 they are announcing new product releases and updates.

NEW! Context Manager 2.5 for HP ServiceCenter software

Coming in early June is Context Manager 2.5, the brand new major release of Westbury's intelligent information retrieval solution. The previous versions of Context Manager were fully compatible with HP Service Desk, and with Context Manager 2.5. Westbury now has established the ability to provide world class IT Service Management information and consolidated contextual knowledge to HP ServiceCenter customers.

[More ...](#)

NEW! Self Service Portal 5.1

The first implementations are already in progress, and with the first Service Pack planned for early June, Westbury will enable existing Self Service Portal 4.1.3 customers to upgrade to this version shortly.

[More ...](#)

NEW! Dashboard Manager module Service Desk Intelligence

During Software Universe, Westbury will present an updated Service Desk Intelligence solution, specifically related to the Dashboard Manager module. Current customers of Service Desk Intelligence will greatly benefit from the improvements that have been developed.

[More ...](#)

UPDATE! Report Manager module Service Desk Intelligence

Recently, Business Objects decided to migrate their current BO solutions to a new platform, BO XI R2. Please inform your accounts that this BO migration will affect their Report Manager module.

[More ...](#)

Report Manager for HP ServiceCenter software

Report Manager is a brand new software application that makes it easier to consult data within HP ServiceCenter. There are no complicated figures and customers do not need years of knowledge and experience to find and analyze relevant information. Westbury bridges the gap between highly cryptic databases and clear and easy reports. Report Manager will simplify report processes. The amazing results enable a quick ROI for companies around the world.

Contact HP Software Alliance Manager Michael.bame@hp.com for more information.

TECHNICAL UPDATE

HP enhances Service Management Portfolio with ITIL v3

HP has announced enhancements to our Service Management portfolio in line with the recently released ITIL v3. These enhanced practices are a landmark in the evolution of service management. They take a service-centric approach and will help our customers align IT with business needs, in contrast to the more process-oriented ITIL v2.

More information on the HP Service Management portfolio also is available [here](#).

HP Identity Center launched

Identity Management is an emerging, high-growth market that is rapidly becoming a top priority for IT leaders. As such, it represents a tremendous opportunity for HP Software. To ensure and accelerate our success in this market, we are launching our newest software center - HP Identity Center. Our goal is to promote Identity Center as a critical set of solutions in our Business Technology Optimization

(BTO) portfolio to meet the growing demand among our customers. Creating Identity Center will also help us target investments and set priorities that will enable the field to succeed in this very competitive space.

Announcing HP AssetCenter software update

With the release of the ITIL v3 books, AssetCenter becomes the cornerstone for helping quantify, in financial terms, the value of IT service to the business. With the upcoming AC release, our product team has taken into account best practices and enhanced our Financial Management capabilities based on ITIL terms.

More details for HP internal [here](#).

What's New in Change and Configuration Center

Vista is here! 40% of companies will begin their Vista migration within the first year of release. Let's demonstrate our leadership in client manageability and seize this opportunity! Highlights include Change Control Management 3.0, Configuration Management 5.0 and Enterprise Discovery 2.2.

More details for HP internal available [here](#).

HP Software promotion number 03-072/ESG-OV replaced by two new promotions

Please be aware that promotion number 03-072/ESG-OV is no longer available and has been replaced by two new promotions as follows:

Promotion name: HP Software Promotion for Stand-by systems

Promotion number: 07-004/TSG-OV

Start date: May 1, 2007

Expiry date: August 31, 2007

Promotion name: HP Software Promotion for test and development (non-production licenses)

Promotion number: 07-003/TSG-OV

Start date: May 1, 2007

Expiry date: August 31, 2007

Further details about these two new promotions can be found the Promotions and Programs link on the EMEA Channel web at <http://www.hpsoftware-europe.com/channel/promos/>.

HP Enhances Video Experience for Mobile Users

The HP OpenCall Mobile Video Solutions portfolio includes three flexible, standards-based offerings that can be deployed in high-speed 3G networks, so that users may send and receive video messages as easily as voice messages, create animated call response messages, and enjoy a wide range of video services, such as video blogging.

[More information](#)

'Best Business Software Solution' Awarded to HP Business Process Testing Software

HP Business Process Testing software enables collaboration between quality assurance teams and business analysts by allowing them to play an active role in the application quality process. It is a complete system for functional test case design for both automated and manual testing. Share this award with customers to show them that industry insiders and knowledgeable analysts value HP Business Process Testing software.

[More information](#)

Combining the best of both worlds - Agents and Agentless

Now, your customers can choose the combination of agent-based and agentless monitoring that best fits their management needs. Enabled by a new SiteScope Adapter for Operations Manager, HP provides the best of both worlds - depth and richness of the agent data and the ease of deploying and low cost of the agentless based monitoring.

[Read More](#)

Introducing DecisionCenter - the hottest IT Scorecard on the Market!

Great up sell to ServiceCenter & AssetCenter Installed Base!

The Customer Problem?

- IT cost reductions are becoming more difficult.
- Much more difficult to reduce spending without impacting service quality & responsiveness.
- Intelligent IT resource decision making is a multi-dimensional problem.
- Balance investment levels, IT staff levels/deployment and service level objectives against quantified business impact.
- Today, service levels are negotiated one application at a time!
- Without knowing if that service level is attainable with the current staff complement.
- How that business service should be prioritized against existing important services.
- What the resulting impact would be on the delivery quality of other key services.
- While tools exist to help manage IT's project portfolio, there are no tools that provide decision support for management decisions regarding service levels & the IT staff mix across the entire IT service portfolio.

What is DecisionCenter?

An IT Scorecard, A Business Impact Analysis tool, An Optimization and Planning tool!

- Optimization - Scenario Planning /Decision Analysis
- Business Impact Analysis - Business Impact & Service History
- IT Performance Analytics - IT Metric's & Analysis
- Foundation - IT Data Warehousing/IT reporting

[Read More](#)

EMEA IT Asset Management Campaign

The need for transparency of the IT infrastructure, its cost and, most importantly, its benefits is a given for professional IT organizations. IT Asset Management is now of even greater importance to companies in the light of ITIL V3 with its aspects of compliance and financial management of IT.

IT Asset Management today is an integral part of strategic IT initiatives, integrating and automating processes, managing change effectively, ensuring compliance, delivering total visibility and decision support, increasing efficiency and effectiveness across the entire organization.

The HP AssetCenter portfolio, unmatched in depth and breadth, embedded in the ITSM strategy, offers a seamless, integrated evolutionary approach to IT asset management excellence. By establishing auditable and systematic processes for IT asset management, AssetCenter helps businesses to prove compliance with a growing number of regulations and directives - including Sarbanes-Oxley, HIPPA and software license compliance.

HP launches an Asset Management campaign, specifically for partners consisting of:

- marketing material (pocket guide, posters, e/DM, landing page)
- thought leadership material - whitepapers
- self-assessment tool on status of ITAM
- promotion bundle Asset Tracking (basic inventory and portfolio management bundle - Enterprise Discovery, AssetCenter Base, AssetCenter Portfolio) to offer their customers transparency over their IT infrastructure within 15 days.

For any further information, please contact software.partner@hp.com.

TRAININGS, EVENTS & WEBINARS

HP Software Technology Briefing 2007 - 26th to 28th June - Berlin, Germany

Registration is now open to all HP and Partner technical consultants for the annual European HP Software Technology Briefing. The event takes place 26-28 June in Berlin, Germany.

This technical event is designed for technical consultants and implementers and will focus on the very latest developments to the HP Software Business Technology Optimization (BTO) portfolio.

The event will combine presentations with practical demonstrations and will give delegates a greater insight into the positioning and future direction of a selection of solutions from the HP Software BTO portfolio.

For a detailed agenda, further information and to register please [click here](#).

HP Software Universe 2007, November 27th-30th, Barcelona, Spain - Mark your calendar!

Dates for EMEA HP Software Universe 2007 have been announced - mark your calendar now! The event will take place in Barcelona, Spain from November 27th to 30th.

More details about HP Software Universe will be available over the coming months but partners who are interested in either sponsorship or exhibiting at one of Europe's largest software events can contact christian.heine@hp.com or biancastella.de-angelis@hp.com now.

HP Software Universe offers delegates the opportunity to:

- Get the latest updates at more than 100 demonstration booths featuring HP Software and HP Partner solutions.
- Meet with HP executives responsible for software strategy, products and solutions.

Network with experts and customers and share experience and knowledge about HP's enterprise management solutions.

Archived Webinars available for replay

The following topics have been added to the archive and are now available for replay:

[HLR Series Session 2: Techniques to troubleshoot subscriber issues with your HLR](#)

[How Principal Financial Group achieved Operational Excellence in IT Service Management](#)

[Tips and Tricks of Functional Testing Licenses](#)

[HLR Series Session 3: Benefits of monitoring your HLR system resources and subscriber capacity](#)

[Containers Views in NNM v7.51 Advanced Edition](#)

6. News from our Alliance Partners

HP Solutions Alliances Engineering (SAE)

Engineering, Implementation and Sizing Documents Available for HP Partners

Hewlett-Packard's Solution Alliances Engineering Team provides performance guides, configuration guides, sizing tools, implementation guides (i.e. manageability, security, etc.), and much more to assist partners with their solution needs.

View engineering documents posted over the past month below. You may need a HP Passport ID to access some of these sites.

Title of document	Published AA or other external
Server Based Computing	
Enhancing HP ProLiant server performance to extend the life of 32-bit Microsoft Windows Server 2003 in the HP Server Based Computing space	click here
Using HP ProLiant Essentials Rapid Deployment Pack 3.5 to deploy Citrix Presentation Server 4.5	click here
HP Supported Printers in Citrix Presentation Server Environments	click here
Microsoft	
Configuring HP ProLiant Essentials Rapid Deployment Pack for blade deployments of Microsoft Compute Cluster Server 2003	click here
HP BladeSystem specification for a c-Class enclosure for Windows Server applications	click here
Microsoft Office SharePoint Server 2007 on HP ProLiant servers – performance summary	click here
HP recommended server configurations for Microsoft Internet Security and Acceleration (ISA) Server when protecting a clustered web farm	click here
Microsoft Exchange	
How to use the HP Sizing and Configuration Tool for Microsoft Exchange Server 2007	click here
HP ProLiant DL320s server 1,220 mailbox Clustered Continuous Replication Exchange 2007 storage solution	click here
ESRP storage solution brief for the HP StorageWorks AiO1200 supporting 1,500 Microsoft Exchange users	click here
HP StorageWorks SB40c 1,000 user Exchange 2007 Storage Solution	click here
Best practices for HP BladeSystem and Microsoft Exchange Server 2007	click here
HP StorageWorks 1510i Modular Smart Array (MSA1510i) 4,500 mailbox Exchange 2007 storage solution	click here
Oracle	
HP Platform Transition for PeopleSoft Enterprise service	click here
HP Platform Transition for E-Business Suite service	click here

Title of document	Published AA or other external
HP Reference Architecture for Oracle Real Application Clusters on HP c-Class BladeSystem servers and HP StorageWorks EVA	click here
HP Reference Architecture for Oracle Real Application Clusters on HP ProLiant DL500 series servers and HP StorageWorks EVA	click here
HP Reference Architecture for Oracle Real Application Clusters on HP ProLiant DL300 series servers and HP StorageWorks MSA1500	click here
Performance brief for Hyperion System 9 BI+ Reporting Tools on HP-UX and HP Integrity servers	click here
VMware	
Best practices for deploying VMware ESX Server 2.5.x with HP StorageWorks MSA, EVA, and XP arrays	click here
HP reference configuration for virtualization – HP ProLiant BL480c server and VMware Infrastructure 3	click here
HP reference configuration for virtualization – HP ProLiant BL685c server and VMware Infrastructure 3	click here



Oracle® Database Standard Edition One and Oracle Enterprise Linux on HP

Edition One and Oracle Enterprise Linux on **HP** Set New World Record for Price Performance...result on an **HP** ProLiant ML350

[Read more](#)

Oracle® Database 10g Release 2 Sets the World's First

Oracle has announced the world's first TPC-H 30 Terabyte (TB) benchmark, the largest TPC-H benchmark conducted to date.(1) This accomplishment builds on Oracle's history of world record performance leadership for data warehousing, adding to its long list of TPC-H 300GB,(2) clustered TPC-H One TB,(3) TPC-H Three TB(4) and non-clustered TPC-H 10 TB(5) world records.

[More information](#)

Oracle Unveils Demantra 7.1.1

Oracle has announced the general availability of Oracle's Demantra 7.1.1, expanding on its industry leading demand management functionality Oracle obtained through its acquisition of Demantra. With Release 7.1.1, Demantra also becomes part of the Advanced Planning solution within the Oracle(r) E-Business Suite and Oracle's JD Edwards EnterpriseOne, giving companies the ability to accurately predict demand, shape profitability for their products and proactively manage complex global supply chains.

[More information](#)

EMC AND ORACLE ANNOUNCE EMC INFORMATION INFRASTRUCTURE FOR ORACLE

EMC Corporation (NYSE: EMC) and Oracle (NASDAQ: ORCL) have announced enhanced commitment to customers deploying EMC(r) Information Infrastructure in Oracle environments. Through a broadened level of investment in joint engineering testing and integration and solutions development, Oracle customers can benefit from newly defined reference architectures and services that are cost effective, highly scalable, available and secure.

[More information](#)

Oracle Announces General Availability of Oracle Business Intelligence Standard Edition One

Oracle has announced the general availability of Oracle(r) Business Intelligence Standard Edition One (Oracle Business Intelligence SE One), a complete, integrated business intelligence (BI) and data warehousing system that is packaged, pre-configured, and priced to meet the needs of small to medium-sized organizations and workgroups.

[More information](#)

Oracle Announces Availability of Oracle Governance, Risk, and Compliance

Oracle has announced the availability of Oracle(r) Governance, Risk, and Compliance (Oracle GRC) for Financial Services, an industry-first initiative to comprehensively address key GRC issues specific to the financial services industry, which includes banking, insurance and capital markets.

[More information](#)

Oracle Launches Oracle® Enterprise Taxation Management Solution, Enhancing Leadership in Public Sector

Building on its established leadership in delivering mission-critical software solutions to the public sector, Oracle has announced the launch of its Oracle(r) Enterprise Taxation Management software suite.

[Read more](#)

AMX Unveils Oracle Accelerate Solution

In an effort to provide local governments with industry-tailored solutions that are affordable and quick to deploy, Oracle has announced that AMX, a Certified Partner in the Oracle(r) PartnerNetwork, is delivering AMX Polaris(tm) for Public Sector, an Oracle Accelerate solution that has been reviewed by Oracle. Oracle Accelerate is Oracle's approach to helping partners deliver Oracle products to small and medium sized businesses, local governments and small to mid-sized state and federal agencies (SMGs).

[Read more](#)

Oracle® Database Lite 10g Release 3 Enhances Synchronization of Mobile and Embedded Devices with Enterprise Databases

Oracle has announced the general availability of Oracle® Database Lite 10g Release 3, a comprehensive solution that enables customers and partners to rapidly develop and deploy applications for mobile and embedded environments. With enhanced synchronization and increased support for a broader range of platforms, Oracle Database Lite 10g Release 3 brings unmatched mobile data management capabilities to the enterprise.

[Read more](#)



New Duet Software Demo on Microsoft Office 2007

This demo, which highlights Duet software scenarios in the new Microsoft Office 2007 look and feel, is designed to show your customers the Duet solution in action. The demo includes all Duet 1.0 scenarios (leave management, time management and organization management) as well as a guided tour and training options. [Learn more and download the demo.](#)

First Enterprise SOA Showcases Feature Enterprise Services Bundles at SAP's SAPHIRE events

Enterprise SOA by evolution (the service-enabled Business Suite) was one of the central themes at SAPHIRE Atlanta. Henning Kagermann's keynote emphasized that the roadmap to deliver a service-enabled SAP Business Suite is now complete. Among the many enterprise SOA showcases presented

the successful launch of the showcase customer GISA for has put an improved electronic billing and payment process in place that supports a growing customer base and makes the invoicing and payment process more convenient for its current customers. [Read the Press release for details.](#)

New Whitepaper: CRM Without Compromise

In an environment where many companies have lost sight of the real meaning of customer relationship management (CRM), it's critical to remember what CRM is. It's about acquiring and retaining customers, improving customer loyalty, gaining customer insight and implementing customer-focused strategies. A true customer-centric enterprise helps your company drive new growth, maintain competitive agility and attain operational excellence. We have listened to the needs of our customers, which are rapid adoption and user productivity, quick time to value and seamless, best-practice operations between front- and back-office. Learn about SAP's CRM strategy [CRM without compromise \(PDF, 412KB\)](#).

SAP Continues to Empower Our Partners with New and Updated Playbooks

In a continuing effort, SAP provides you with the knowledge, content and tools necessary to Go-to-Market with SAP solutions. [Leverage the role based Partner Playbooks](#). Drive leads and increase incremental revenue by leveraging SAP marketing campaigns. [Build your own campaign](#).

Act Now: Partner Information Update Opportunity

As part of the initiatives announced at the SAPHIRE events this year, the SAP Global Ecosystem and Partner Group is pleased to introduce our new online SAP Software Solutions Partner Catalog. This online catalog includes the following types of partner solutions - SAP xApp Certified, Powered by SAP NetWeaver, Certified for SAP NetWeaver partners as well as All In One and Business One partners. This catalog was designed to provide a fast and simple way for our SAP customers, SAP Sales and the market to find and quickly contact software solution partners to evaluate certified and qualified solutions that meet their business requirements. For more information and to participate, [read more](#).

SAP has a new service especially designed for software solution partners to create customer success stories in a time and cost-effective manner

The Software Solution Partner team has just launched a new initiative created to help partners highlight their customer successes in a quick, intuitive way and at a discounted price. Partners who participate in this initiative will have the opportunity to showcase their successful solution implementation at a customer site and gain visibility inside and outside of SAP. Customer success stories are a proven method of accelerating your sales cycle, generating awareness as well as expanding your sales pipelines. [Complete the Online Customer Spotlight nomination form](#).

SAP NetWeaver MDM: New Customer Video Testimonial!

We are happy to share a customer video testimonial from Reliance Communications Ltd – the largest information and telecommunications service provider in India. Watch the Reliance Communications Ltd video: [short version](#) (4 min) and [original version](#) (8 min). [Read more](#).

The May Partner Community Webinar Replay is Now Available!

SAP is committed to keeping our partners informed about news, events and updates. View the May Webinar replay now available and learn about the new Partner Playbooks! Explore the partner campaign accelerators and the marketing tools and assets available to help you build your own go-to-market campaigns. [Listen to the replay](#).

Save the Date for the Upcoming SAP TechEd '07 Conferences in Your Region!

SAP TechEd '07 is SAP's premier technical educational conference for 2007, offering multiple days of in-depth lectures, instructor-led hands-on workshops, and unique networking opportunities. Attendees will dive deep into a wide range of topics on enterprise service-oriented architecture and the SAP NetWeaver platform. [Read more](#).

Las Vegas: October 2-5

Munich: October 17-19

Shanghai: November 6-7

Bangalore: November 28-30

Join the next SAP Partner Community Webinar on June 13th where we will highlight details on this exciting conference. Don't miss it! [Register today](#).

From Creation throughout the Life Cycle

After our successful data archiving Webinar series in 2006, we want to invite you, our valued Partners to our next Webinar on information life-cycle management (ILM) to be held on July 11, 2007. [Read more and register today](#).

The World's Leading Event for Professionals in Business Processes. Berlin, Germany, June 13-15

SAP, as a Platinum Sponsor and Reseller of ARIS products, will have a large presence at ARIS ProcessWorld this year and will be presenting business process management and enterprise service-oriented architecture in various sessions during the conference, as well as at our booth. [Learn more](#).

One Stop Shop for all Enterprise SOA Information available for Partners on the Partner Portal

We are pleased to announce a new Partner-focused section, "Enterprise SOA Information for SAP Partners," is now available through the SAP Partner Portal. Here you will find everything surrounding enterprise service-oriented architecture (enterprise SOA) — solution presentations, sales information, demos, contacts, direct link to the SAP Developer Network site and other valuable resources. Read about the first enterprise SOA showcases featured at this year's SAP SAPHIRE conferences and much more. [Check out enterprise SOA](#).

Are you looking for a low-cost, no-maintenance, highly flexible SAP test system landscape?

With the new SAP Remote Access and Connectivity (SAP RAC) service, the [SAP Integration and Certification Center location](#) offers access to a wide variety of SAP systems like the latest SAP NetWeaver components, the SAP ERP application, the SAP Customer Relationship Management application and many more. You are able to subscribe to one or several of these hosted systems for a short-, mid- or long-term use and have a choice between accessing a shared system at very low cost, or test against an exclusive-use system that you can control and configure to suit your needs. [Read more about SAP RAC](#).

SAP Services Marketplace Quick Link / ILM Replaces Quick Link / Data-Archiving

In the SAP Service Marketplace extranet, the quick link /data-archiving has been replaced by the quick link /ilm to reflect the evolution of data archiving to **information life-cycle management (ILM)**. ILM is a combination of processes and technologies whose goal it is to provide the right information at the right time, at the right place with the lowest possible costs. Simply put, ILM means gaining control of one's data. [Learn more](#).

Available Soon! SAP Supplier Relationship Management 6.0

The newest version (6.0) of the SAP Supplier Relationship Management (SAP SRM) application will be released to the market in the second half of July. Our implementation Partners are invited for the ramp-up phase to get to know the latest SAP SRM features and functions, and are asked to encourage your customers to implement SAP SRM 6.0. [Read more](#).

Find out why Software Solution Partners should become integrated

WSAP Solution Manager is a platform that provides the integrated content, tools and methodologies that you need to implement, support, operate and monitor your enterprise's SAP and non-SAP solutions. Starting August 2007, a solution provider offering its software to SAP customers will have

the integration of this software certified for SAP Solution Manager as part of a regular integration certification. [Read more.](#)

Improving User Access and Productivity

SAP is delivering new platform capabilities and enhancements in an incremental manner to supplement the core foundation of the SAP NetWeaver platform and the SAP ERP application. The following functionality is scheduled to be made available starting in 2007. [Read more](#) about the combined SAP NetWeaver Ramp-Up program.

Enhancement Packages, the new way SAP provides our Partners with additional innovation for customers running SAP ERP 6.0

Ramp-up for enhancement package 1 for release 6.0 of the SAP ERP application will be available through July 2007, and SAP plans to deliver enhancement package 2 for ERP 6.0 with 'Release-to-customer' on July 27th. The optional enhancement packages can be configured in a completely modular fashion by enabling customers to activate or "switch on" only the new features and functionalities they want. This enables customers to easily take advantage of continuous innovation without disruption while shielding them from the complexity of multiple upgrades. [Read more.](#)

SAP NetWeaver Composition Environment 7.1 goes to Ramp-Up

The ramp-up of the SAP NetWeaver Composition Environment (SAP NetWeaver CE) offering started on May 9, 2007. Since April 24, our customers and partners have been able to apply to participate in the program. SAP NetWeaver CE provides a lean, standards-based solution that enables our Customers and Partners to experience the business value of enterprise service oriented architecture. A visual, easy-to-use environment to build and run complete composite applications, SAP NetWeaver CE allows them to accelerate business process innovation, adapt quickly to changing market conditions and seize new revenue streams. [Learn more.](#)

SAP Ramp-Up Knowledge Transfer training program is a crucial element of the SAP CRM 2006s ramp-up process

The SAP Ramp-Up Knowledge Transfer training program for the SAP CRM 2006s application delivers early product- and task-related knowledge to experienced SAP and partner consultants in SAP CRM ramp-up projects and to all other roles such as sales and customer's administrators involved in the SAP CRM ramp-up. The knowledge transfer model is based on the holistic approach of learning, doing and supporting. It respects the different needs of the professionals at the customer site to get their job done properly, supported by all the knowledge, documentation and services available and seamlessly integrated into their work processes. Standardized feedback cycles and a close back office collaboration with the ramp-up projects ensure that new experiences can be continuously documented and pushed to the relevant recipients.

[More information](#)

Drive greater efficiency in application management!

Register for the E2E solution operations support training and leverage the best-in-class know-how to help you establish the desired standards, procedures and SAP tools in your company. By ensuring a greater availability of your software landscapes and solution operations, you will be able to reduce total costs of operations, resulting in faster returns on investment. [Read more.](#)

The first comprehensive publication on sizing SAP systems was published by SAP PRESS in May 2007

"Sizing SAP Systems" (currently only available in German, but slated to be released in English this summer) is geared towards system administrators, technical project leads and consultants. This SAP Press Essential describes sizing methods, tools (such as Quick Sizer) and basic algorithms derived from standard application benchmarks. Project examples and many tips and tricks round off this comprehensive publication. For more information on this booklet refer to [SAP-Hefte](#).

A two-days training on hardware sizing for SAP systems (ADM115) is scheduled for August 23-24, 2007

The training will take place in Walldorf, Germany, and will be conducted in the German language. For further details and information on how to register refer to the [SAP Education Portal](#).
[Read more.](#)

Paper discusses two stages of BI development

This whitepaper by Wayne Eckerson of TDWI Research introduces the TDWI Maturity Model and focuses on the last two stages of development: the “adult” and “sage” stages. Although less than 20 percent of organizations claim to have entered these two stages, all BI practitioners will benefit by examining the characteristics of mature BI implementations and knowing what's possible. TDWI also invites you to participate in their research through this [survey](#).

Energy company finds new resources on SDN and BPX

Maxim V. Efimov, Enterprise Solutions Architect at Tesoro, began using SDN in 2004, and BPX in 2006. Today, Efimov relies on various forums, including [Enterprise SOA](#), [Master Data Management](#), [Enterprise Portal](#) and [BPX](#) to support his diverse projects. In this [article](#), he discusses how SDN and BPX provide important sounding boards and educational resources for his work.

Learn more about SAP RAC offerings

With the new SAP Remote Access and Connectivity Service (SAP RAC), the [SAP Integration and Certification Center](#) offers access to a broad variety of SAP systems such as SAP NetWeaver, SAP ERP, CRM, and more. Subscribe to one or several of these hosted systems, and choose between low-cost shared systems or exclusive systems that you control and configure. Find out more about [SAP RAC](#).

Accelerate deployment and configuration with updated tool

The [SAP NetWeaver Rapid Installer](#) is an installation and configuration tool you can use to quickly install a new SAP NetWeaver system landscape. The latest version is targeted mainly at SAP ERP 6.0 (2005) customers who want to use SAP NetWeaver 7.0 (2004s) SP11 self-service scenarios, and at stand-alone customers who want to install an enterprise portal core system quickly and easily. Get the full story today (SMP login required).

Take the survey and get 20 points

SAP wants your take on Web 2.0 technologies and trends. For example, do you want the ability to create a collaborative environment, such as SDN, within your own company? Do you think SAP should further leverage the community to develop new functionality? If so, fill out this quick [survey](#) and get 20 points. And be sure to check out the new [SAP 2.0 Forum](#).

7. Press Release

[HP Splashes into Summer with Hot New Products to Capture and Print Memories](#)

[HP to Acquire SPI Dynamics, Strengthening Capabilities in Application Quality Management](#)

[HP Introduces Secure Advantage Portfolio to Strengthen Security from Desktop to the Data Center](#)

[HP Cuts Power and Cooling Costs in Half with New Storage Offerings](#)

[HP Helps Enterprises Accelerate Delivery of IT Projects with New Software, Services](#)

[HP Enhances Blade PC Solution to Deliver True Desktop Experience for Business Customers](#)

[HP Retakes No. 1 Position in Total Disk Storage Systems](#)

[HP Speeds Adoption of Virtualization with New Software, Partner Program](#)

[BT, HP Expand Alliance with Enhanced Offerings to Help Customers Transform IT Environments](#)

[HP Business Desktop PC First to Earn EPEAT-Gold Status](#)

[HP announced its support for ITILv3](#)

[HP Unveils Print 2.0 – a New Era for Printing](#)

[HP Shows Off System that Affords Every Customer a Personal Shopper](#)

8. Competitive Update

HP Dominates eWeek Channel Products of the Year Awards

HP ranked first in three TSG categories. The results come directly from solution providers so the awards are a clear indication of how well HP is doing in the channel.

- [First place Disk Storage for HP StorageWorks All-in-One Storage System](#): HP's loyal following among storage solution providers is reflected in its high score over the competition.
- [First place Server Infrastructure for HP ProLiant ML350 G5 server](#): This win reaffirms HP's dominance of the overall server category despite IBM's efforts with its blade center.
- [First place Storage Management Software with Storage Essentials Enterprise Edition Software Suite](#): HP won this category over IBM, EMC, and other storage competitors.

The Real Story about Storage Market Share Facts

Recently released updates to worldwide market share figures from IDC make a very compelling case for Hewlett-Packard's leadership in storage. The latest IDC results are a strong indicator of the positive steps that HP has taken over the last year to strengthen its storage business and aggressively compete in the storage market.

[More information](#)

Thermal Logic vs. IBM Customer Leave-behind Brochure

Nothing is cooler than HP Thermal Logic technologies. Use this customer viewable document to share the value and benefits of HP Thermal Logic (vs. IBM) with your customers and prospects.

[Americas Partner Portal](#), keyword: Thermal Logic vs. IBM

The Real Story about Sun and Virtualization

Sun claims that their virtualization portfolio is comprehensive and integrated, but can their marketing talk stand up to scrutiny? No. Use this Real Story to expose with customers that Sun's virtualization story is a disparate set of technologies assembled in the façade of a comprehensive virtualization portfolio – but when the facts are exposed, it fails to measure up to marketing claims and falls way short of what HP

[Americas Partner Portal](#), keyword: REALSTORY or [more information](#)

What fits better in YOUR datacenter?

Use this customer-viewable presentation to share the value and benefits (superior TCO) of HP BladeSystem c-Class (vs. IBM) with your customers and prospects. This presentation may not be left behind with a customer or prospect.

[Americas Partner Portal](#), keyword: BladeSystem TCO

Rapid Application Migrations from Solaris to Linux and HP-UX

This competitive sales deliverable (slide set) describes porting process steps and automated application migration tools, known as SLPK (Solaris to Linux Porting Kit) and SHPK (Solaris to HP-UX Porting Kit). These highly automated toolsets help easily transition your installed Sun Solaris customers to HP Linux or HP-UX solutions.

[Americas Partner Portal](#), keyword: c00967368

The Real Story about Dell and Blades

Blades are one of the fastest growing segments of the IT industry. We put Dell's blades to the test to see if they measure up to HP. Use this [Real Story](#) to show customers that the breadth and depth of HP's blade portfolio is much greater than Dell's. Contrast Dell's ambivalence about blades to HP's "blade everything" agenda, and HP's unwavering commitment to blade technologies.

[Americas Partner Portal](#), keyword: REALSTORY

NetApp Exchange Total Cost Comparison Study: Competitive Response

NetApp released a document that claims to show the total cost of ownership for comparable NetApp, HP, and EMC storage arrays when used in Exchange environments. NetApp likes to use TCO studies to bolster their case, but the studies are inaccurate and misleading. Read the Response to the Mercer (NetApp) Exchange Total Cost Comparison document on the StorageWorks Competitive Intelligence site.

[Americas Partner Portal](#), keyword: NetAppMercer

EMC's ECC 6.0 Announcement: Competitive Response

EMC unveiled its ControlCenter 6.0, the newest version of the company's flagship storage resource management (SRM) software. HP's competing product is the industry award winning HP Storage Essentials SRM Software. Read this response for the key attack points that can be used against ECC 6.0 and a comparative look at the various new features added to ECC 6.0 vis-à-vis the features of HP Storage Essentials Enterprise Edition.

[Americas Partner Portal](#), keyword: ECC6.0_Res

9. About InfoCenter

The hp InfoCenter EMEA is hp's sales force and business partner presales support center. Services provided cover technical pre-sales support for TSG, PSG and PNB products

- business critical systems
- industry standard servers
- StorageWorks products
- OpenView software
- Networking products (ProCurve)
- workstations
- business PCs
- notebooks and TabletPCs
- handheld devices
- support products

For more information regarding our services please visit the [InfoCenter website](#).

The technical pre-sales services of InfoCenter can be accessed as follows:

Country	Phone-#
Austria	00800-70317031
Belgium	02-7787787
Denmark	00800-70317031
Finland	00800-70317031
France	00800-70317031
Germany	01805-235492
Luxemburg	00800-70317031
Italy	00800-70317031
Ireland	00800-70317031
Netherlands	020-5479019
Norway	00800-70317031
Portugal	00800-70317031
South Africa	09800-70317031
Spain	00800-70317031
Sweden	020-848500 (or +800-70317031)
Switzerland	00800-70317031
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