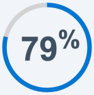
HPE GreenLake | Zerto
a Hewlett Packard Enterprise company

DISASTER RECOVERY & RESILIENCY

A NEW APPROACH

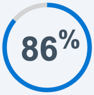
Because partnered consumption-based IT & business continuity makes business sense

When turning to hybrid and multi-cloud infrastructure, Ingram Micro will help address the challenges of unforeseen disasters, data breaches and system failures. HPE GreenLake and Zerto Back-Up, Disaster Recovery and Resiliency, provides agility and a robust disaster recovery solution.



79%

of organisations report having experienced a ransomware attack within the last year[1]



86%

get less than 75% of their data back[1]

40%

of enterprises' IT infrastructure spending on consumption-based procurement by 2020[2]

25%

Projected Partner growth rate of annuity revenue stream, year-over-year[3]

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[1] ESG-eBook-LTO-Ransomware-Preparedness-March-2022.pdf

[2] IDC FutureScape: Worldwide Datacenter 2018 Predictions Nov 2017

[3] HPE ProLiant Microsoft Azure, HPE Synergy 480 Compute Modules, HPE SimpliVity 380, HPE ProLiant BL460c Server Blade, HPE 3PAR StoreServ 8200, HPE 3PAR StoreServ 9450, HPE StoreOnce 5100

There really is light after dark

Ransomware Resilience

Allows detection of malicious encryption events then quickly recovers in minutes by rolling back to a granular point-in-time just seconds before an attack

Disaster Recovery

Offers fool-proof recovery with industry-leading RPOs of seconds and RTOs of minutes to dramatically limit data loss and downtime

Multi-Cloud Mobility

Unlocks the freedom to innovate across clouds and the agility to migrate to, from and between heterogeneous platforms

A profitable opportunity for Partners to grow their long-term consumption businesses

PARTNERS

A game-changer for Partners looking to help Customers enhance their Business Continuity (BD) and Disaster Recovery (DR) strategies

CUSTOMERS

Combine the flexibility and agility of HPE GreenLake with Zerto's data protection and disaster recovery expertise

1

ENHANCED RESILIENCE

The integration of Zerto with HPE GreenLake allows businesses to replicate and protect their critical workloads seamlessly. This ensures that even in the event of a disaster, data and applications can be quickly recovered and brought back online, reducing downtime and preventing data loss.

2

SIMPLIFIED MANAGEMENT

HPE GreenLake's consumption-based model simplifies the process of adding or scaling resources, making it easier for businesses to manage their BC/DR infrastructure. The Zerto platform's user-friendly interface streamlines disaster recovery operations and provides real-time insights into the status of data protection.

3

HYBRID CLOUD FLEXIBILITY

Many organisations are adopting hybrid and multi-cloud strategies, which can complicate BC/DR planning. With HPE GreenLake and Zerto, businesses can extend their BC/DR capabilities seamlessly to cloud environments, ensuring that data remains protected, regardless of where it resides.

4

COST EFFICIENCY

The pay-per-use model of HPE GreenLake aligns IT costs with actual consumption, eliminating the need for large upfront investments in disaster recovery infrastructure. This cost efficiency is further enhanced when combined with Zerto's efficient data replication and recovery capabilities.

5

SCALABILITY

As businesses grow, their BC/DR requirements evolve. The combination of GreenLake and Zerto ensures that businesses can scale their BC/DR solutions without major disruptions, providing a seamless experience as their needs change.

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Solution Intergations

aws | IBM Cloud | Microsoft Azure | vmware | Google Cloud | ORACLE CLOUD

Orchestration | Automation | Analytics

Disaster Recovery

Continuous Back-up

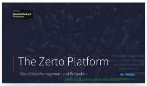
Long-term Retention

Data Mobility & Migrations

Test & Development

Disaster Recovery

Continuous Data Protection



The Zerto Platform

Cloud Data Management and Protection

Protect All Your Data. All the Time.

One continuous software experience for ransomware resilience, disaster recovery, and data mobility for on-premises and cloud

Platform Overview

HPE GreenLake

HPE GreenLake

Because everyone's a winner with HPE GreenLake and consumption-based IT

- **Everything-as-a-Service model gives flexibility to align with business needs**
- **Pay-as-you-go financing model means cost based purely on consumption**
- **Add capacity to suit usage, with just a click**
- **Everything managed for you through Pointnext support services, with no additional costs incurred**
- **Lower capital spend and reduced IT provisioning**

Find out more

Zerto
a Hewlett Packard Enterprise company

Zerto

One seamless software experience for ransomware resilience, disaster recovery and data mobility for on-premises & cloud

- **Time**
  Eliminate manual processes to recover, migrate, failover and test with simple, automated, and intuitive orchestration. Accelerate your IT initiatives and focus on the business needs
- **Cost**
  Consolidate your tools for disaster recovery, and data mobility using a single, software-only solution. Gain up to 50% total cost of ownership (TCO) savings, minimise your need for hardware, and easily adopt cost-effective cloud.
- **Resources**
  Automate and streamline disaster recovery, and migration operations to free up your team to focus on what's next for your organisation

Overview Guide

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DISASTER RECOVERY & RESILIENCY

A NEW APPROACH

Capture your share of consumption-based IT and grow your long-term business with Ingram Micro

Contact Us

Because partnered consumption-based IT & business continuity makes business sense

Ingram Micro. Global Reach. Local Touch.

Compute represents a profitable opportunity for our Partners, to accelerate their HPE business and **grow long-term revenue**

Solution Architecture

We work with a range of Vendors and Partners to coordinate the development of technology solutions that solve real world problems.

Sales Enablement

Our enablement program is focused on Partners who understand rapidly growing opportunities and are ready to get started on the HPE journey.

Technical Support

We'll work with your sales and technical teams to understand the technology, identify opportunities and guide you through the first deployments.

Business Intelligence-as-a-Service

We're continually onboarding technology Partners to help extract and get better value from data collected by our team.

Build, Deploy, Maintain & Support

By working closely with our deployment Partners, we aim to provide the latest knowledge and expertise.

Marketing Enablement

As well as our 1:1 enablement program, our internal marketing agency can support with white labelled collateral, webinars, case studies, campaigns and more.

Cloud Services

Our cloud teams can offer a range of support around cloud infrastructure and services for any given use case.

Financing

Our partners can leverage Ingram Micro's established financing capabilities to provide any technology solution, helping turn CAPEX to OPEX costs for customers.

SPEAK TO US