SCC
We make IT work

Hewlett Packard Enterprise

nimble storage

a Hewlett Packard Enterprise company



ELEVATOR PITCH

We provide a CPU based SAN solution and are leaders in Gartners magic quadrant, the only vendor recognized for our customer support and more recently named most visionary. When apps slow down, you've hit the app-data gap. HPE Nimble Storage harnesses flash storage and predictive analytics to eliminate the gap and guarantee 99.9999% availability, delivering the best all-flash capacity per terabyte in the industry – and future-proofing design for value today and tomorrow.

You get an all inclusive package, no hidden license fees along with our predictive analytics Infosight.

Infosight can open and close 9 out of 10 support cases without you needing to get involved and if you did need to speak to us you would go straight through to a level 3 engineer with less than a minute wait time.

We lower business critical risk more than any other vendor.

We can reduce your footprint, save you money but more importantly we can save you time.

HPE NIMBLE – FIVE POINTS:

1. **The new normal**
   Flash is the single biggest storage technology shift in 30 years. While performance is a given, there is a new kind of buyer who prioritizes radical simplicity over other attributes. They want simple to buy, use and upgrade, without compromising features and reliability. For these new-style buyers, Nimble Storage is THE leader in "Completeness of Vision" in the Gartner 2016 MQ.1
2. **Close the "app-data gap"**
   Businesses expect data to be instantly available. Any slow-down or disruption across the infrastructure stack (storage, networks and servers) causes an "app-data" gap that disrupts data delivery and slows down business. The Nimble Storage Predictive Cloud Platform closes the app-data gap by combining predictive analytics with flash storage to provide fast and reliable access to data.
3. **Full stack predictive analytics**
   Over half of issues that cause the "app-data gap" do not have storage roots. Infosight Predictive Analytics anticipate and prevenet problems across the infrastructure stack and identify future needs. Infosight gets to the root cause with zero finger pointing.
4. **Transformed support experience**
   Infosight uses cloud-based analytics and machine learning to automatically resolve 86% of problems before a customer is even aware. Nimble Storage has achieved the industry leading Net Promoter Score (85). Why? Customers consistently reference the simplicity and transformed support experience.
5. **Customer friendly business model**
   The Timeless StorageTM Guarantee, included with all Nimble Storage arrays, means all-inclusive software, flat support pricing, a satisfaction guarantee and an option for a free controller upgrade after 3 years that is at least 25% faster than your existing installed model!

BUYING TRIGGERS

- I want flash storage
- Interested in a secondary storage array
- I'm interested in cloud
- I want visibility of whole infrastructure
- I plan to refresh my storage
- I want to give my users fast reliable data
- I want to spend less time fire-fighting IT issues

WHAT'S IN IT FOR YOU

- Nimble deal registration at 40% of the list price
- Services rich solution sales
- Margin rich product sales

TARGET CUSTOMERS

- Storage customers approaching renewal term
- When another partner has deal reg from a competing vendor

HOW TO POSITION	CUSTOMER REQUIREMENTS	WHY NIMBLE
INFOSIGHT	• Reduced risk • Reduced Support Issues • Improved Business Efficiency • Predict storage needs and simplify planning • Reduced Complexity	• 99.9999% measured availability • 86% of issues automatically predicted and solved • Infosight solves 54% of problems originating outside of storage • Manage your global storage environment from anywhere through intuitive SaaS interface
ALL FLASH ARRAY	• Scalability • Lower TCO • Absolute resilience	• Built for speed and scalability, delivers the performance and low latency • AFA performance at one to two thirds lower cost than other all flash arrays • Delivers 99.9999% uptime

