

解鎖您的VM虛擬化平台，提供更具成本效益的多雲管理與營運最佳化解決方案

Rambo WANG, Worldwide solution TME, HPE Hybrid Cloud

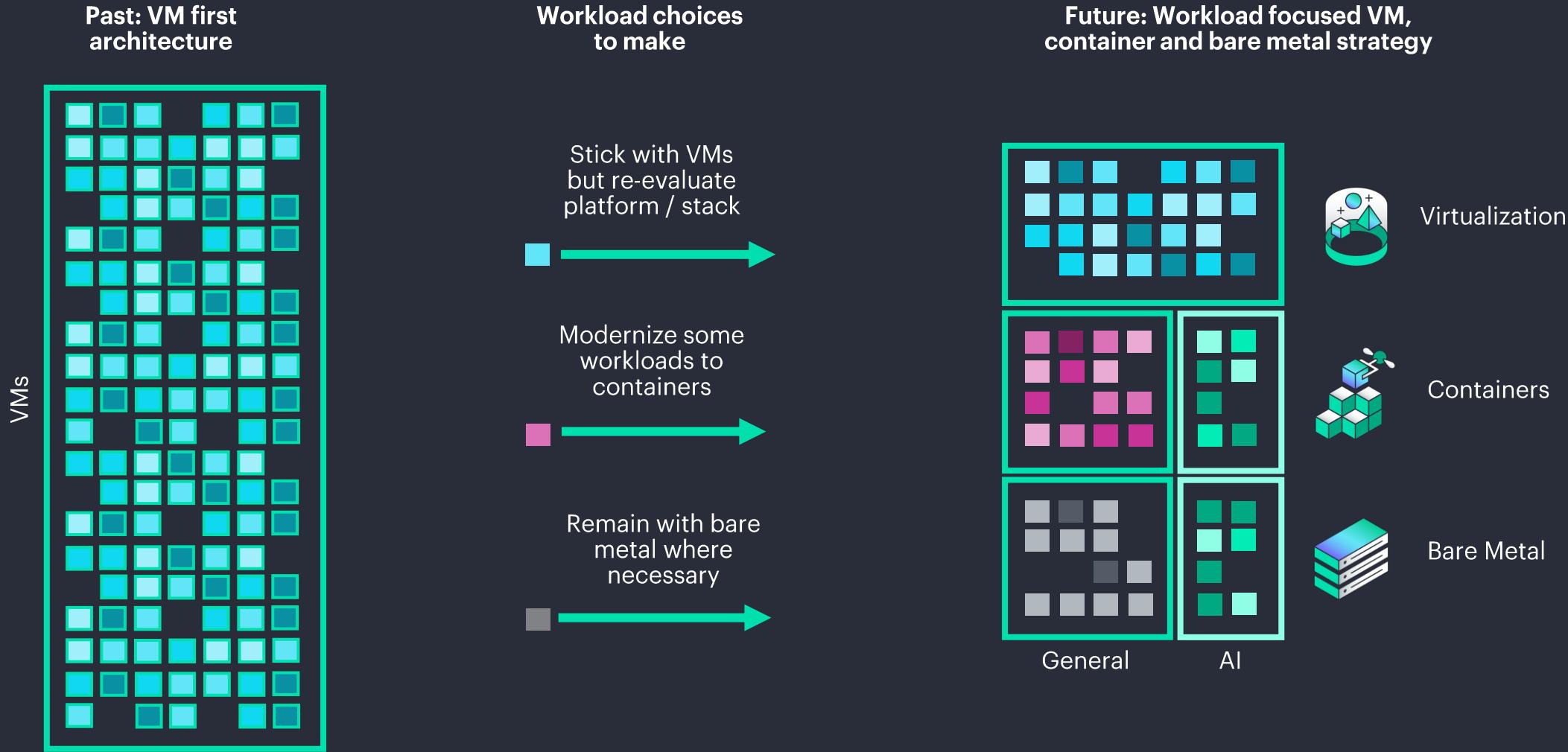
Oct, 2025

簡報大綱

- 01** HPE Morpheus VM Essential
- 02** HPE Private Cloud Business Edition
- 03** HPE Morpheus Enterprise
- 04** Virtual Machine migration
- 05** HPE Partner Solution - Qumulo
- 06** Thank you



推動平台重組和加速基礎架構現代化



簡介

HPE Morpheus VM Essentials 軟體

- Reduce costs with HPE VM Essentials integrated hypervisor
- Simplify management across VMware and HPE
- Future-proof IT with flexible consumption & upgrade paths
- Lower risk with enterprise-grade support & ecosystem

HPE Morpheus VM Essentials 軟體

統一管理 VMware 和 HPE Hypervisor

Reduce costs with HPE's HVM hypervisor (KVM-based)

External storage support, distributed workload placement, high availability and live migration, integrated data protection, GPU passthrough, and more.

Simplify management across VMware and HPE

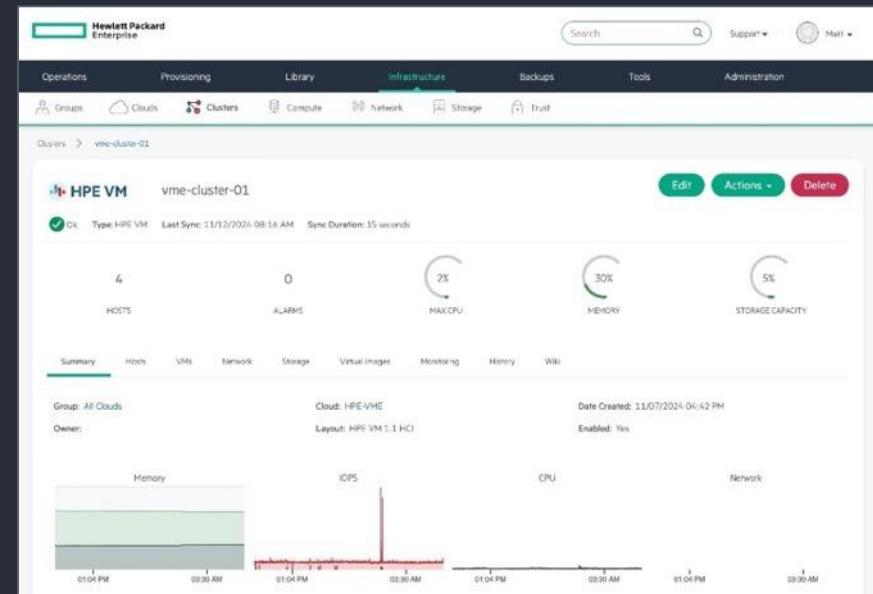
Connect VMware clusters for simple VM-vending into ESXi and HVM from one place. Includes IPAM & DNS integration, task execution, secrets management, and VMware to HPE migration

Future-proof with flexible consumption paths

Available as standalone software or integrated into HPE Private Cloud, with a path to HPE Morpheus Enterprise for private and public clouds support, K8s support, workflows, governance, and FinOps.

Lower risk with an enterprise-grade support & ecosystem

HPE Morpheus VM Essentials includes HPE's enterprise-class global support. HPE is working with its ecosystem of ISVs to expand HVM hypervisor certification and support for data protection, VDI, database, etc.



- Licensed per socket, not per core
- Standalone for HPE and 3rd-party HW
- Integrated in HPE Private Cloud offerings
- Integrated installer and OS now available



企業級的功能 - HPE Morpheus VM Essentials

Today

- ✓ Automation
- ✓ High availability
- ✓ Workload balancing
- ✓ Live host & storage migration
- ✓ Flexible storage options
- ✓ Embedded in HPE Private Cloud
- ✓ Upgrade to Morpheus Enterprise
- ✓ Micro-segmentation
- ✓ Simplified install with embedded OS
- ✓ Affinity / Anti-affinity

What's coming next*

- Stretched Storage Cluster
- Expanding ISV certification
- Advanced migration
- Disaster recovery

企業級 虛擬化平台

合作夥伴和技術 生態系統

Hardened over 15 years of innovation within Morpheus with established components such as KVM, now on Ver. 8

Backup Commvault, Veeam, Cohesity

Databases Oracle, Microsoft SQL Server, MongoDB, Elasticsearch

Availability 100% data availability with HPE Alletra MP, sub millisecond latency, fault tolerant with hardware redundancy*

Guest OS RedHat, CentOS, SUSE, Microsoft, Canonical, Rocky Linux

**Validated
Hardware** HPE ProLiant, HPE Alletra, HPE Synergy, HPE MSA, Dell PowerEdge, Dell PowerStore, NetApp AFF

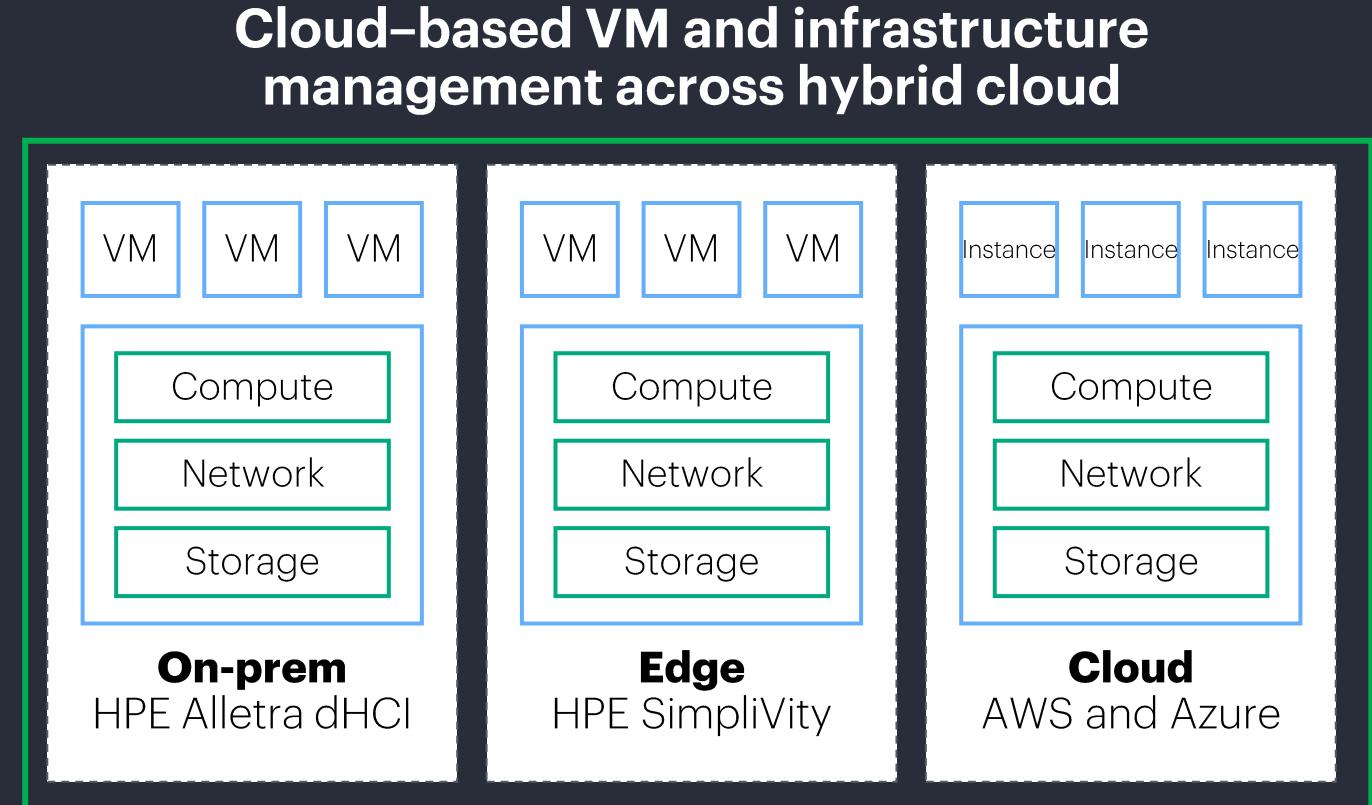
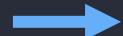
* Based on the industry's first disaggregated, scale-out block storage with a 100% data availability guaranteed



HPE Private Cloud Business Edition

包含運算、網路和儲存裝置的工作負載最佳化系統

- Single solution with workload-optimized platforms to manage all VMs—edge/general purpose to mission critical
- Reduce costs with **HPE Morpheus VM Essentials integrated hypervisor**
- Upgrade to HPE Morpheus Enterprise for on-prem and public cloud



工作負載最佳化解決方案

HPE Private Cloud Business Edition

For mixed workloads at scale

Disaggregated HCI

Sub-ms, predictable latency
at scale (10X[^] lower)

100% data
availability*

Flexible scaling of
compute and storage

HPE Alletra Storage MP B10000

HPE Alletra Storage MP B10000



For edge, general purpose workloads

All-in-one HCI

HA in the most efficient,
smallest footprint

Built-in data
protection

Global, efficient
data mobility

HPE SimpliVity

HPE ProLiant DL Gen11



* Based on the industry's first disaggregated, scale-out block storage with a 100% data availability guarantee

^ HPE Storage substantiation

HPE Private Cloud Business Edition 如何創造價值

Resilient learning environment

“When we had issues with our virtual desktop infrastructure environment, we were able to scale up very quickly and create a new environment on HPE GreenLake to make sure we could provide a resilient service, so the students didn’t have downtime in their labs.”



Agile and flexible

“People today want to work in a hybrid, mixed mode, model. They want to come into the office for a couple of days, then work from home. We can now help them do this.”

HPE supports virtualized workloads, client virtualization, databases, and mixed workloads.



Flexible, scalable, and easy-to-manage cloud-like experience

“I have a very lean IT team, so having HPE GreenLake Private Cloud Business Edition really makes the orchestration layer that much simpler. Everything is nicely displayed for us in one pane where I can easily see what’s going on.”



More secure and accelerated feature delivery

“Our banking system really needs to be on-prem. It contains all of our members’ information, and having everything on-prem just makes it that much more secure. We will be able to deploy and refine banking features faster.”





“HPE Morpheus VM Essentials provides a real alternative to the status quo. With support for my existing hypervisor and a flexible path for future workloads, we can modernize our business for operational and resource efficiency.”

– Chris Macken, Vice President—IT Operations and Security,
Cambrian Credit Union



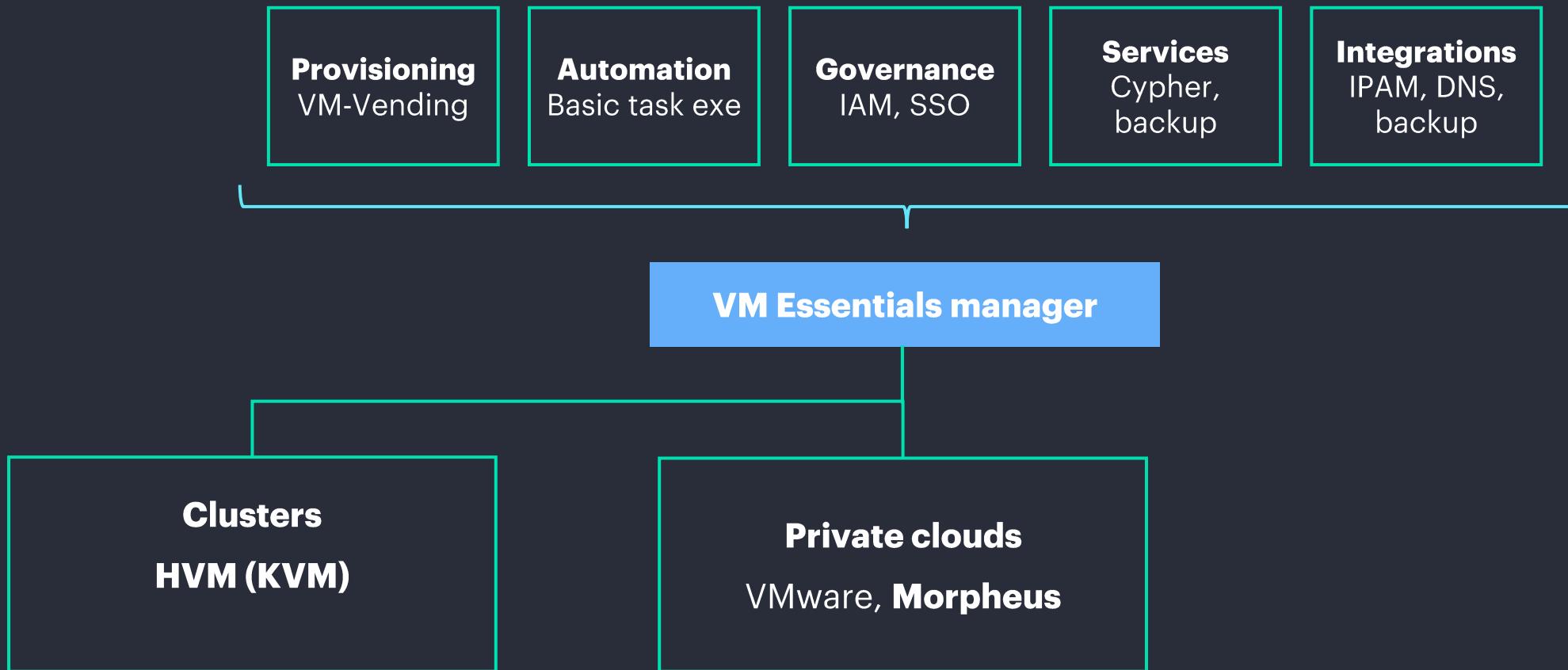
HPE Morpheus Enterprise

- ▶ Make on-premises as fast and flexible as the public cloud.
- ▶ Make public cloud as well governed as on-premises IT.
- ▶ Bridge the gap between people, process, tools, and technology



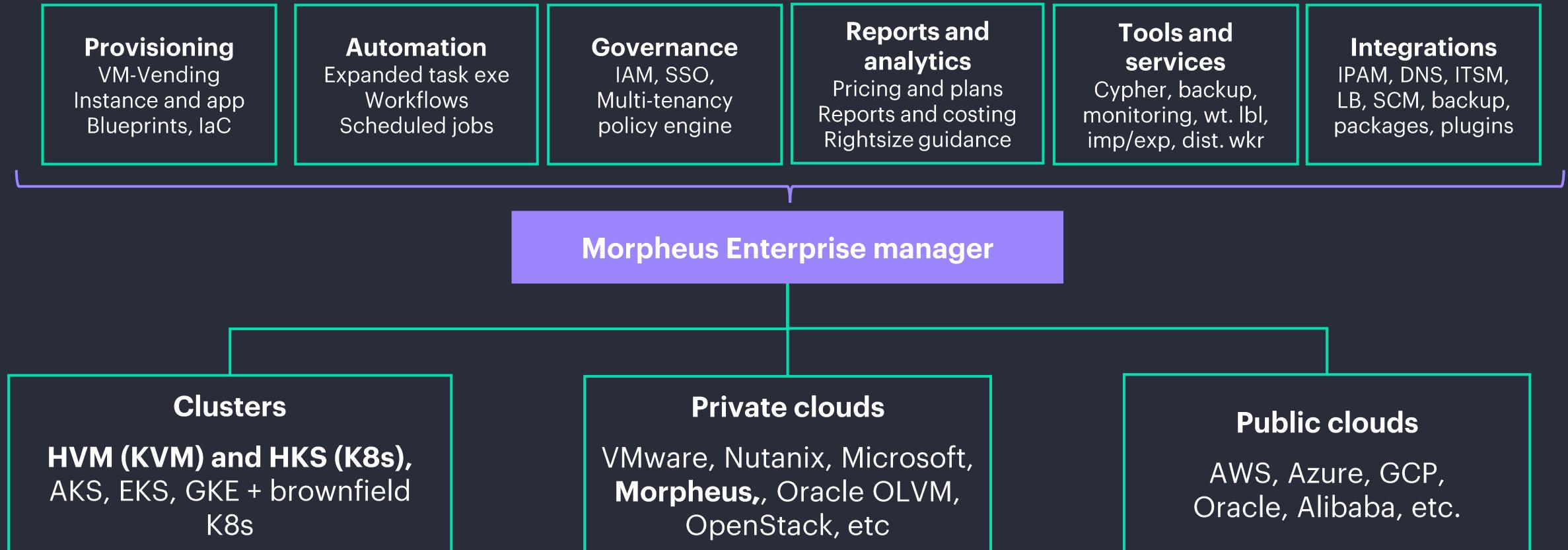
HPE Morpheus VM Essentials Software

Software or embedded for HPE Private Cloud Business Edition—Licensed per CPU socket

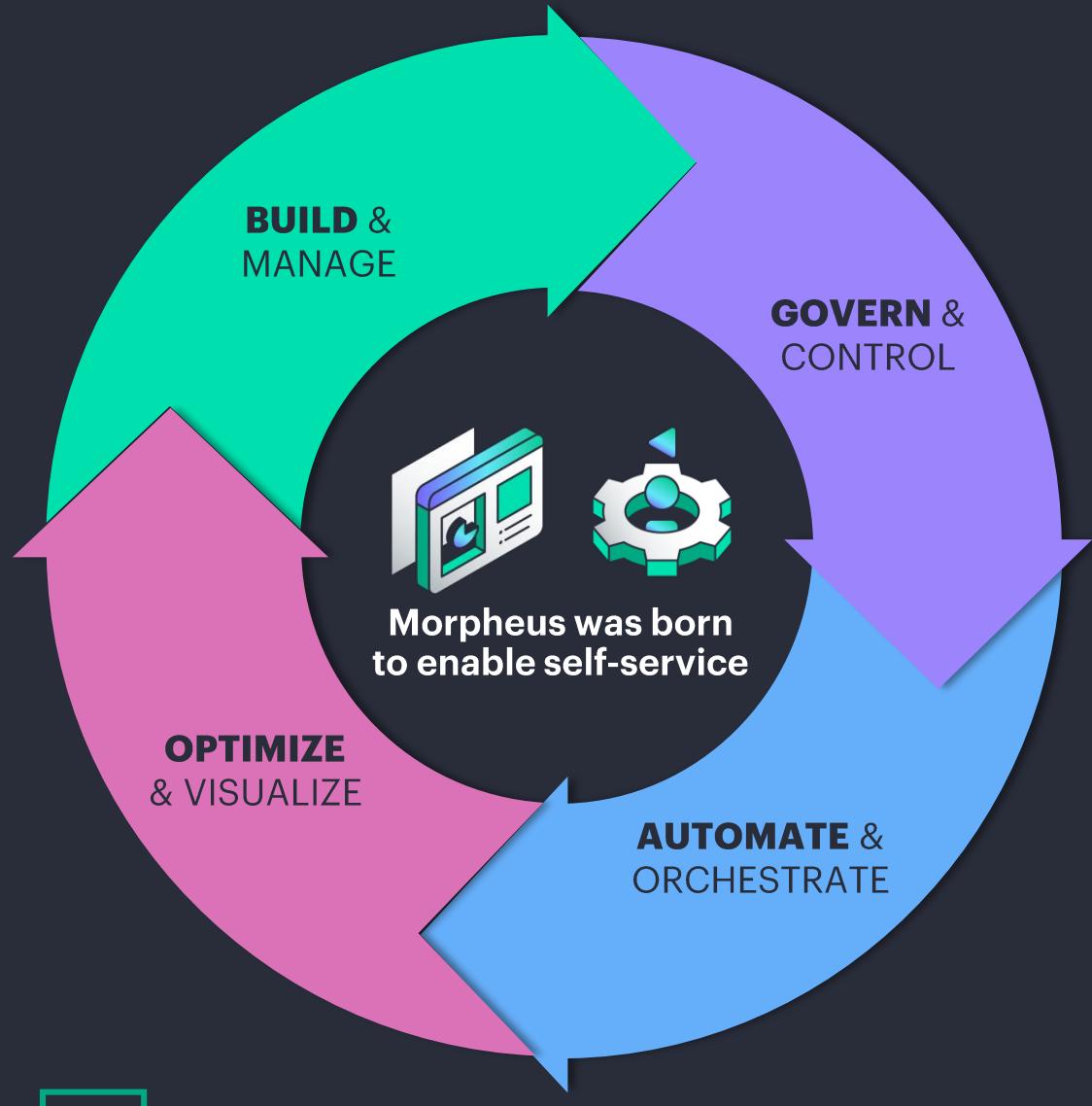


HPE Morpheus Enterprise Software

Software or embedded for HPE Private Cloud Enterprise—Licensed per CPU socket



From VM Vending to full PlatformOps with Morpheus



IT / Platform Ops: Boost productivity by up to 50%

Integrate on-prem tooling for private clouds, standardize public cloud access, simplify K8s, and run day-2 tasks/workflows/jobs

Security: Reduce risk exposure

Connect identity providers, establish RBAC, implement lifecycle and compliance policies, report on vulnerabilities, manage secrets

Developers: Provision up to 150x faster

On-demand provisioning of services and app stacks consistently across runtimes via GUI, IaC, full API/CLI, and CI/CD hooks

Finance: Reduce cloud cost by up to 30%

Discover brownfield instances, optimize resource use, centralize multi-cloud usage reporting, and enable showback/chargeback

HPE Morpheus Enterprise 讓 IT 成為內部服務供應商



Provision Any Workload Into Any Cloud On-Demand

Orchestrate all the tools and dependencies for catalog deployment and lifecycle management of VMs (IaaS / VMaaS), containers (CaaS), app services (PaaS), multi-tier app stacks, and cloud services.

Simplify Runtime Deployment for Flexibility and Choice

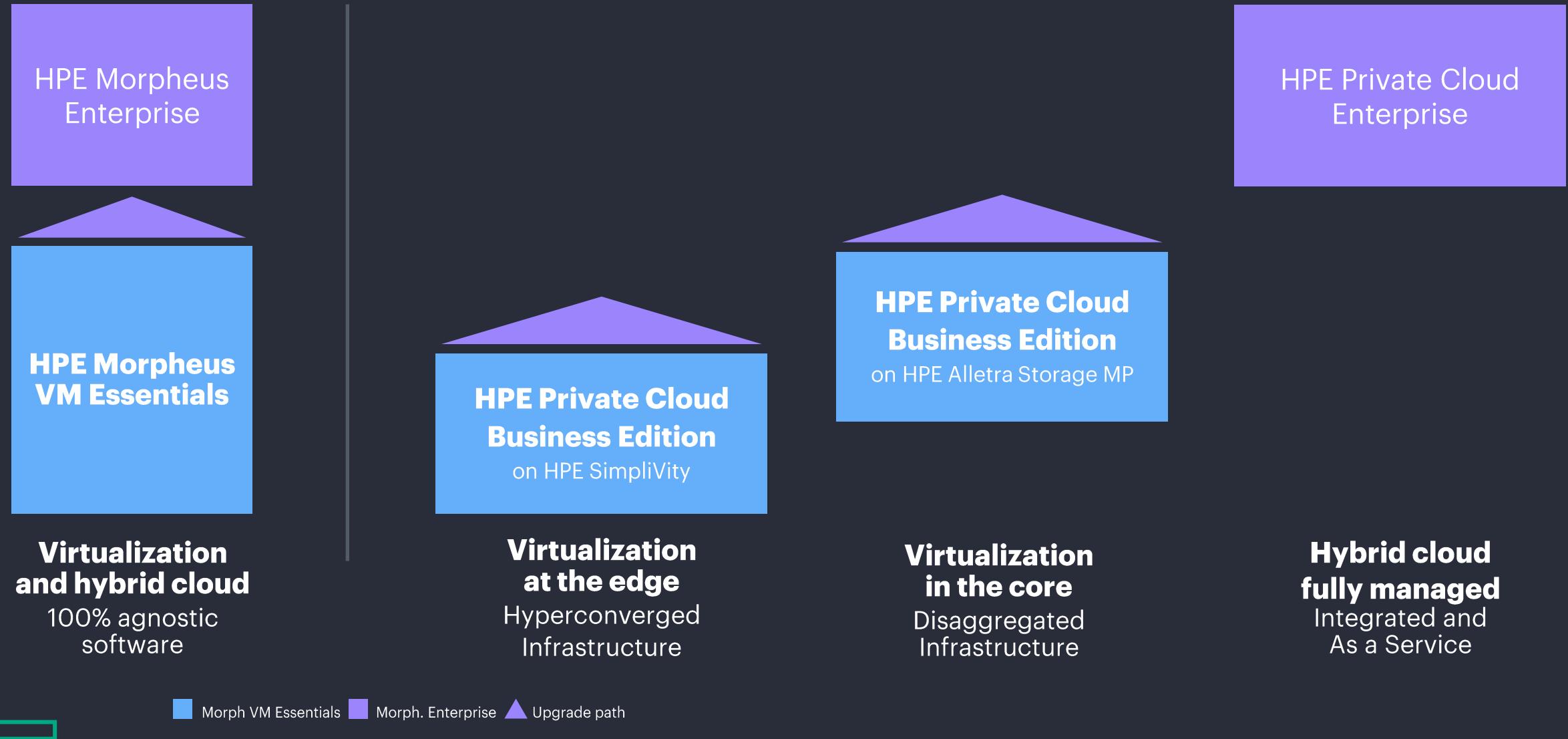
Push button deployment and management of Virtualization (HVM) and Kubernetes (HKS) Clusters plus cloud-managed EKS, AKS, GKE. Extend with brownfield of 3rd Party K8s like SUSE, OpenShift, etc.

Lower Cloud Cost with Visibility and Optimization

Discover on-prem and public cloud instances, optimize resource use with analytics and rightsizing, sync cloud invoices, enforce budget policy, enable show back, and centralize reporting.



VM Essential 升級至完整版 HPE Morpheus



簡化虛擬機 移轉

Migrate VMs from VMware vCenter to HVM clusters with ease

Batch migration supports up to 20 Linux and Windows VMs simultaneously

Process optimized for speed and reliability, minimizing downtime and storage overhead

Migration planning and execution integrated into VM Essentials UI

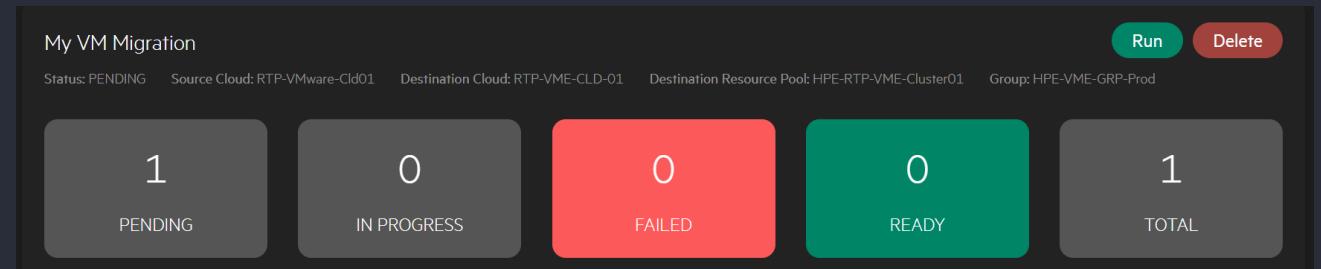
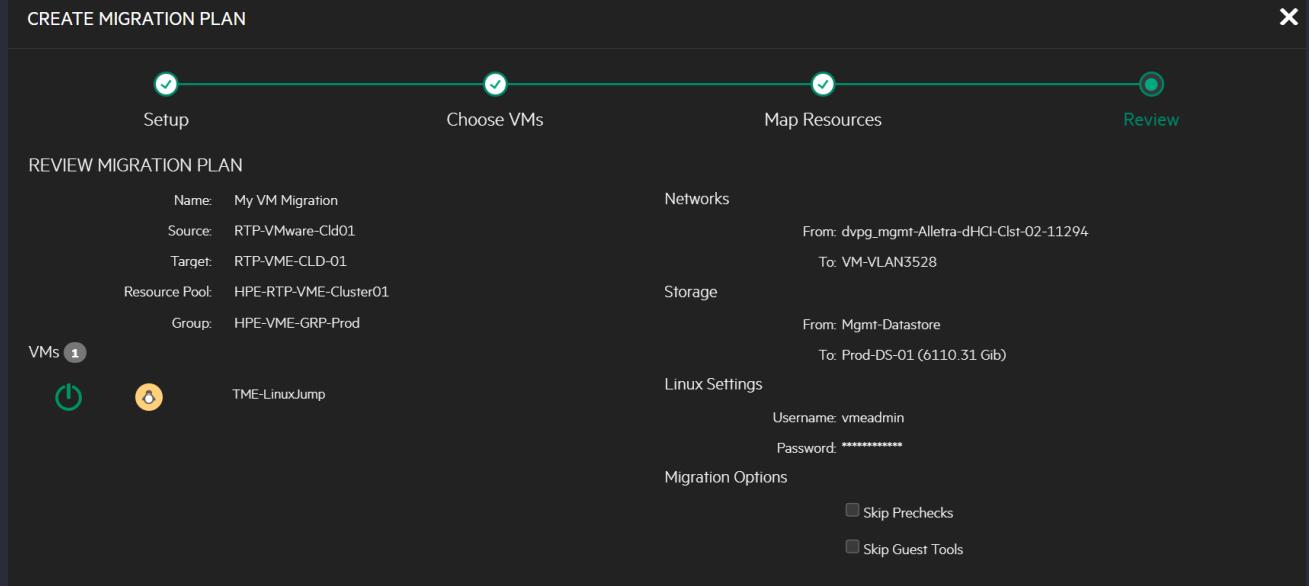
Supports major OS families such as RedHat, Ubuntu, SUSE, and Windows Server 2022+

Built-in validation checks ensure drivers and tools are installed along with power state, network reachability and datastore capacity

The image shows two screenshots of the VM Essentials software interface. The top screenshot displays the 'Tools' sidebar with 'Migrations' selected. The 'CREATE MIGRATION PLAN' wizard is open, showing the 'Setup' step. The setup form includes fields for 'NAME' (New Migration Plan), 'SOURCE' (RTP-VMware-Cl01), 'TARGET' (RTP-VME-CLD-01), 'RESOURCE POOL' (HPE-RTP-VME-Cluster01), and 'GROUP' (HPE-VME-GRP-Prod). The bottom screenshot shows the 'Choose VMs' step of the wizard. It lists four VMs: Bryce blah 102323, BT2345324, BT345, and CDStest0123, each with a 'Select' button to the right. The 'Setup' step is marked as completed with a green checkmark.

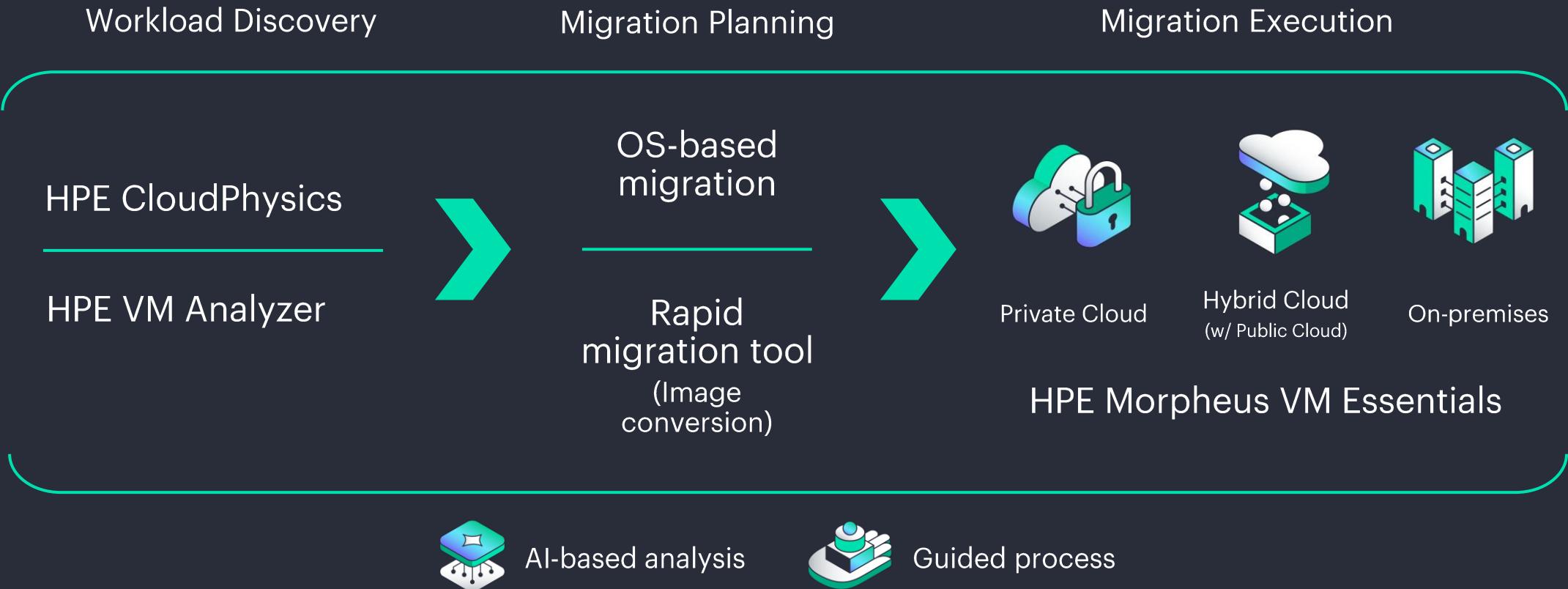
虛擬機移轉工作流程

- Create a migration plan defining source, target, cluster, and group
- Select one or more VMs for migration
- Map destination networks and datastores to the migrated VMs
- Prepare VMs by confirming guest tools and drivers are installed
- Execute migration: VM is powered down, converted, then powered on in HVM hypervisor
- Guest agent is installed and VM is ready for use.



HPE 專業服務團隊協助複雜的移轉

HPE Services



Thank You

rbw@hpe.com

解鎖您的VM虛擬化平台，提供更具成本效益的多雲管理與營運最佳化解決方案

Brendan Sit, APAC Regional Sales Director , Qumulo

Oct, 2025



Qumulo Data Platform: Unlocking more possibilities

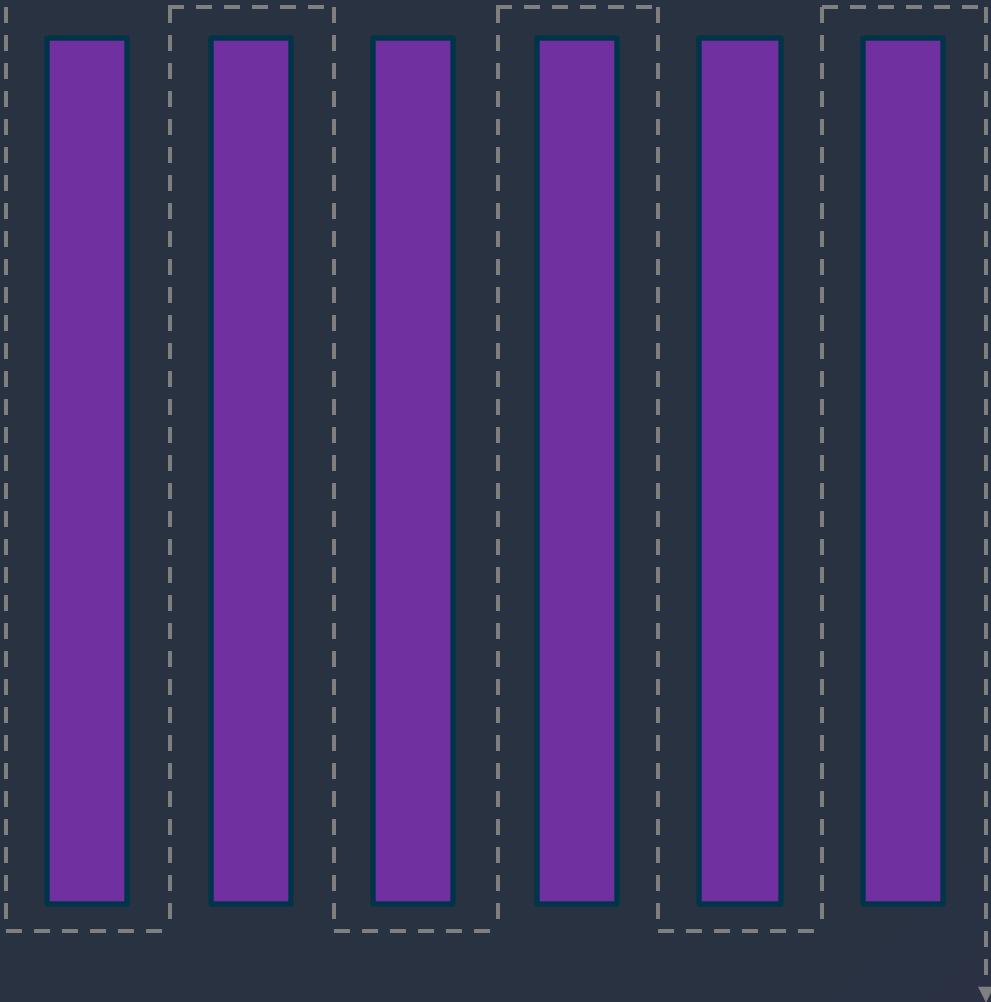
Brendan Sit
APAC Sales Director
October 2025



The **world's most advanced file system** –
any data, any location, total control.



Other File Systems

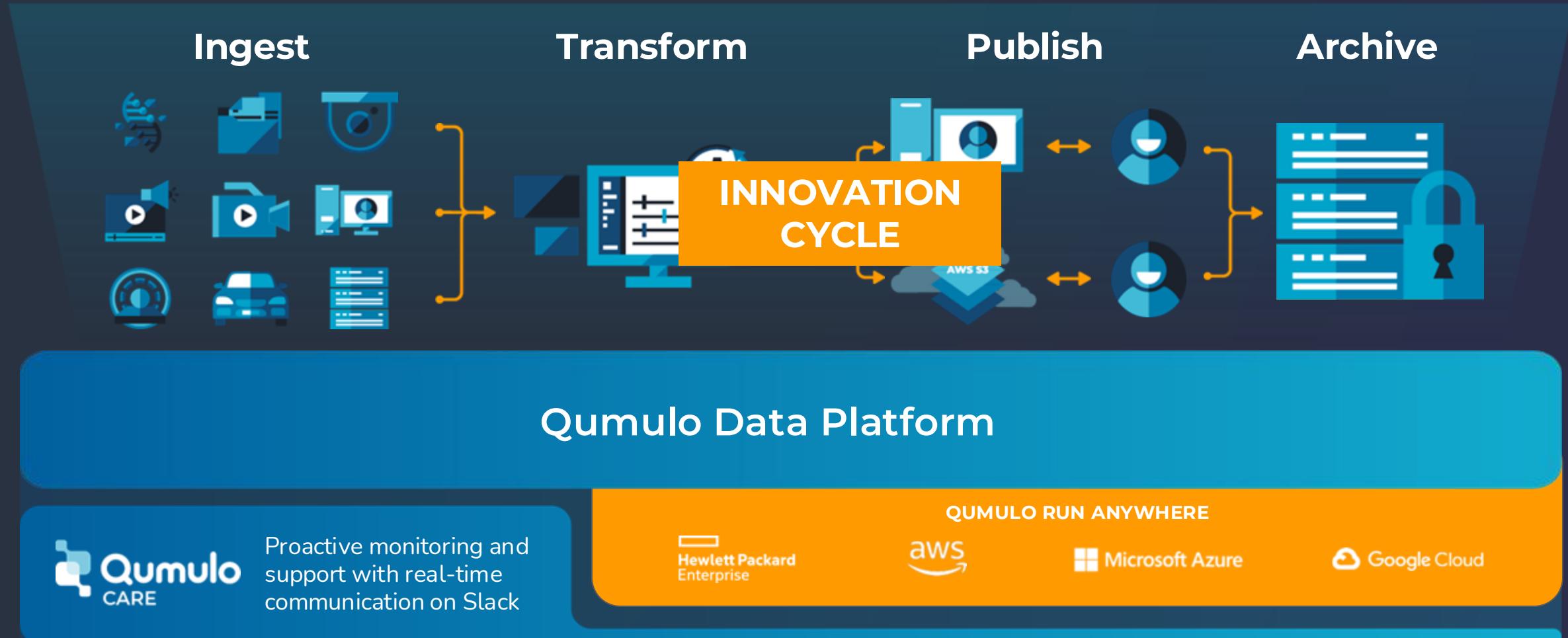


Qumulo

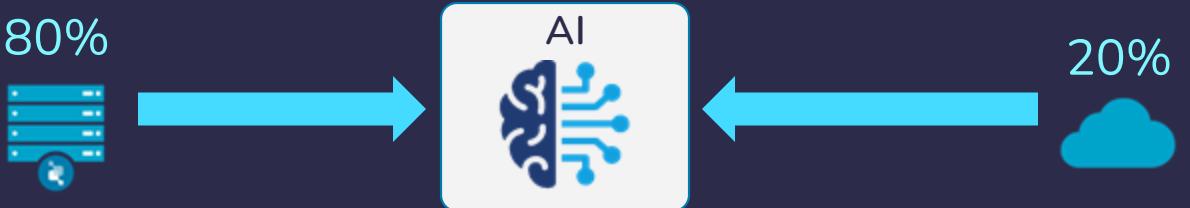
VS



Manage the full data lifecycle with Qumulo



Unstructured Data – Feeding Enterprise Systems



Unstructured Data



Sequencers



eDiscovery



Log/SIEM



CAD/CAM/CAE



Film/Video



ADAS/SDC



ISR



Sensor Fusion



Reconnaissance



SIGINT



Mapping/GIS



UAS/UAV



Telemetry



VFX



Images



Game Builds



VR/AR



PDFs



Web Assets



Software Builds



Surveillance



Corp MarCom



3D Models



Sonar/LiDAR



Geology

Structured Data

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Qumulo is proven in all industries



Media &
Communications



WARNER
MEDIA

CINE SITE

VIACOMCBS

FRAMESTORE

verizon[✓]

emci^{tv}



Healthcare



UCONN
HEALTH



UCLA Health



Financial
Services



PEAK6[®]
KING STREET[®]



Public Sector



Higher
Education



Technology



Energy &
Resources



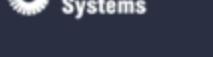
Life Sciences

progenity[®]

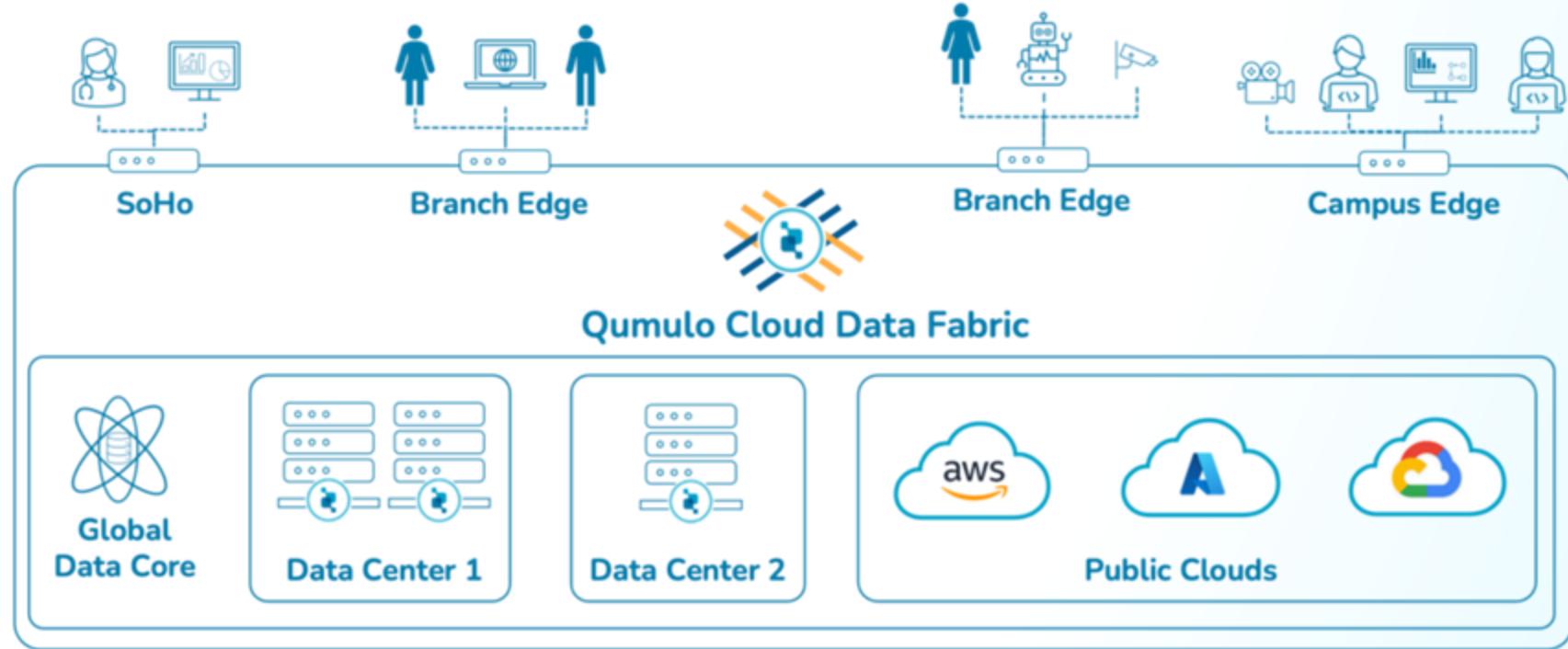
Caltech



Manufacturing



The Qumulo Cloud Data Fabric (CDF)

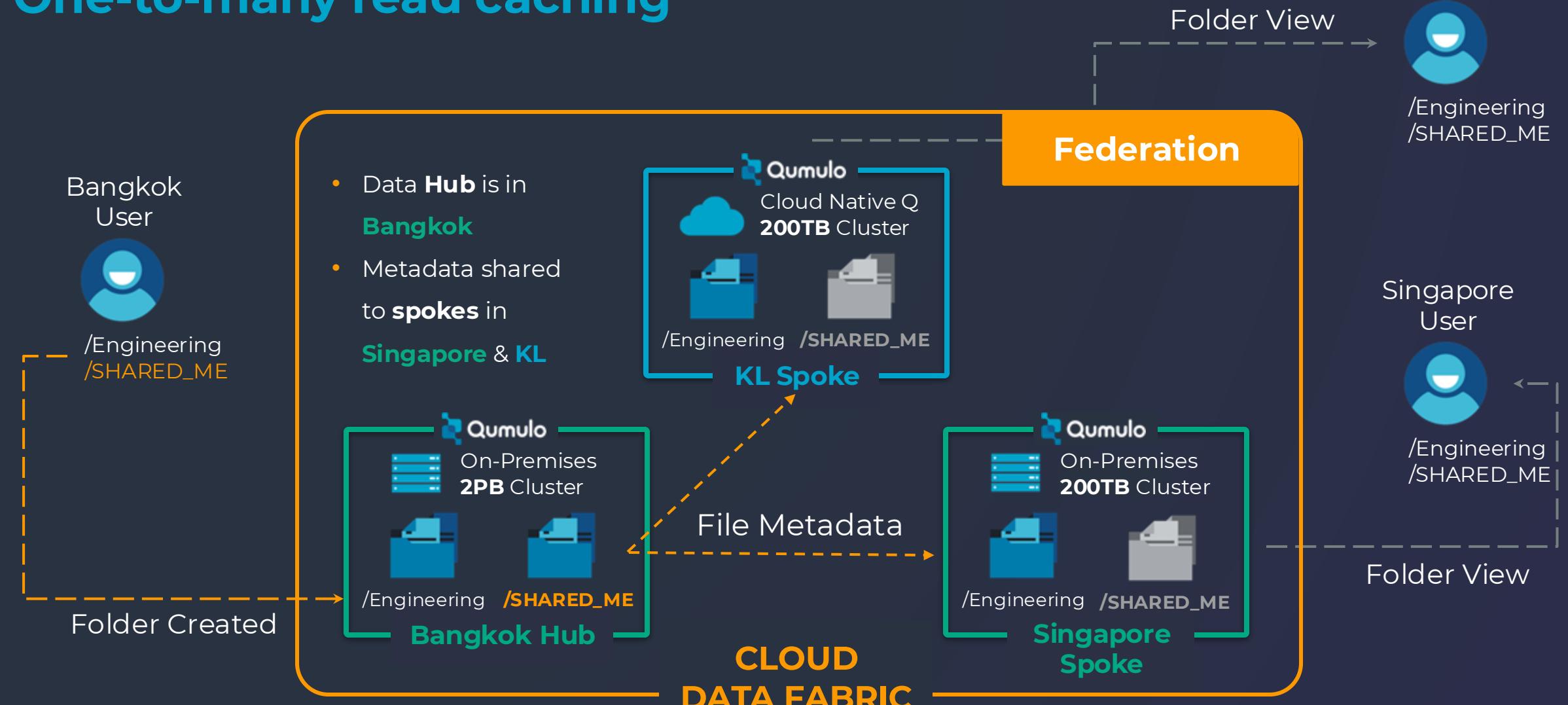


Every Workload, Everywhere, All at Once

Across various industries, Qumulo Cloud Data Fabric facilitates digital transformation, delivering competitive advantage while reducing complexity and cost.

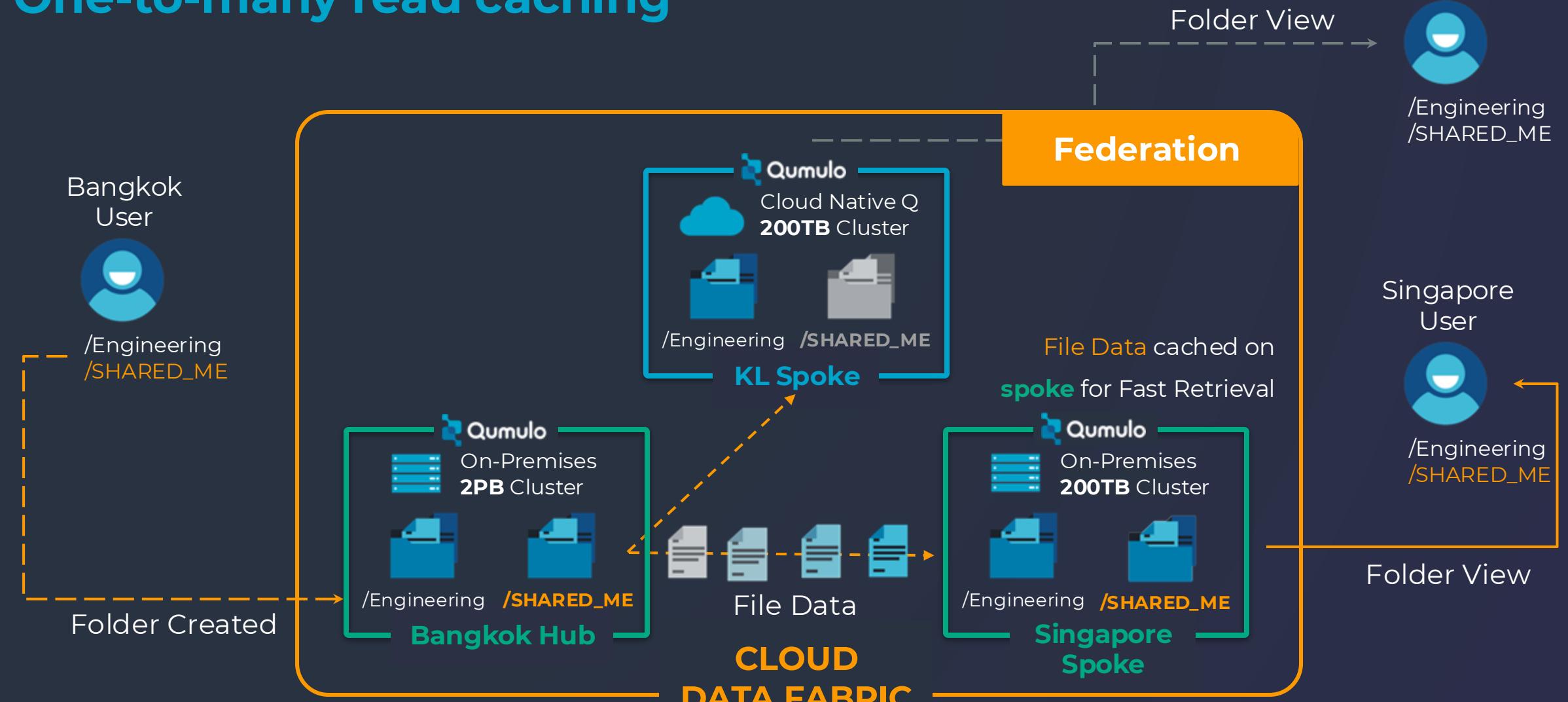
Qumulo CDF enables data locality

One-to-many read caching



Qumulo CDF enables data locality

One-to-many read caching





Cloud Data Fabric

Tumor Detection



Qumulo provides cost-effective, massive scale, high performance file storage on Azure, AWS, and GCP



Microsoft Azure

SaaS

Self-managed



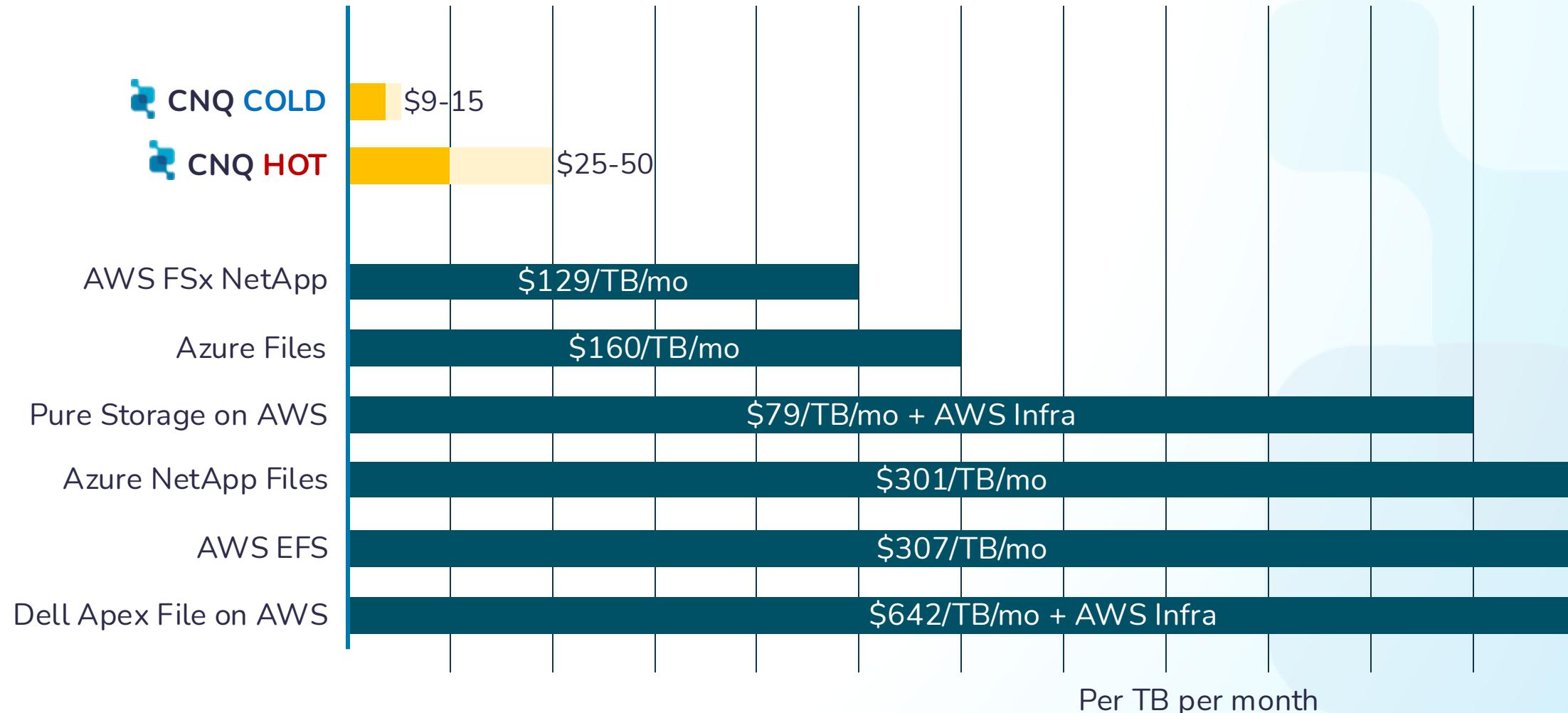
Self-managed



Google Cloud

Self-managed

Competitors Landscape





Thank you.

Please feel free to scan this QR code to add me to your contacts.



Brendan Sit
APAC Sales Director

Save my digital contact card and connect with me on [LinkedIn](#)

Thank You