

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

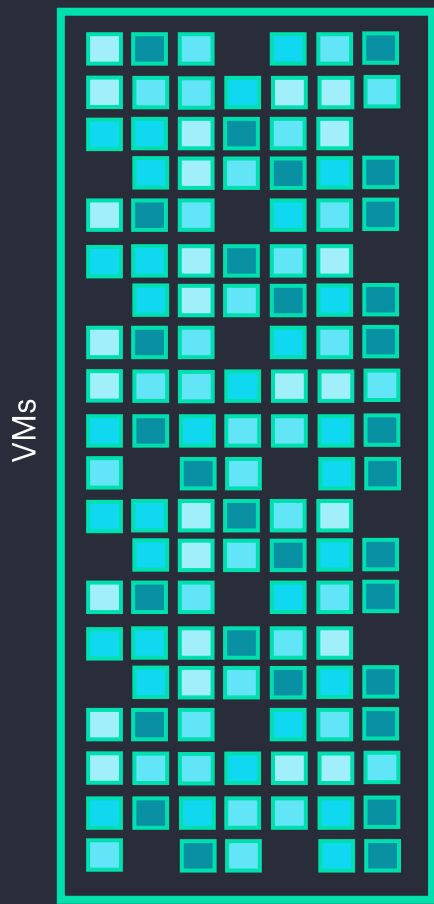
Oct, 2025

簡報大綱

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

推動平台重組和加速基礎架構現代化

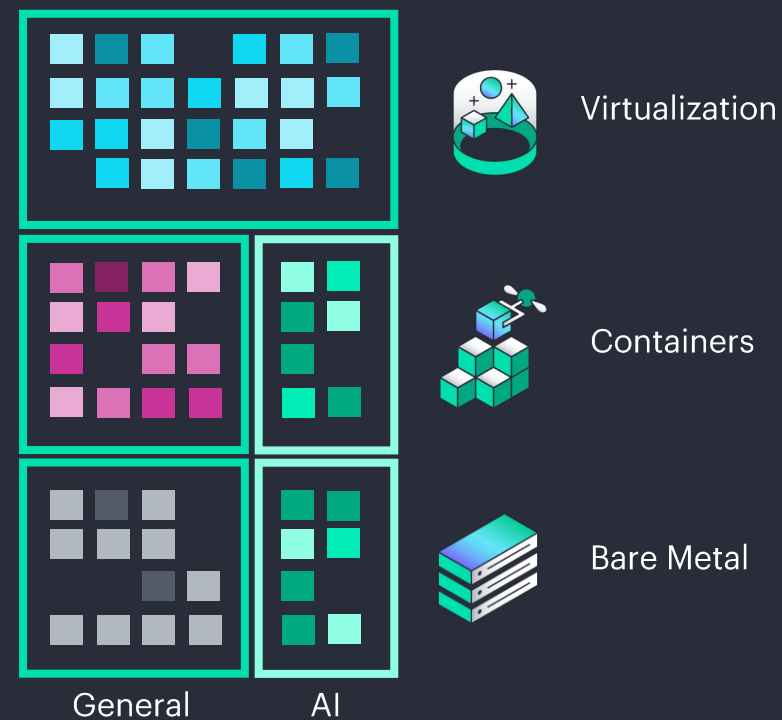
Past: VM first architecture



Workload choices to make



Future: Workload focused VM, container and bare metal strategy



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

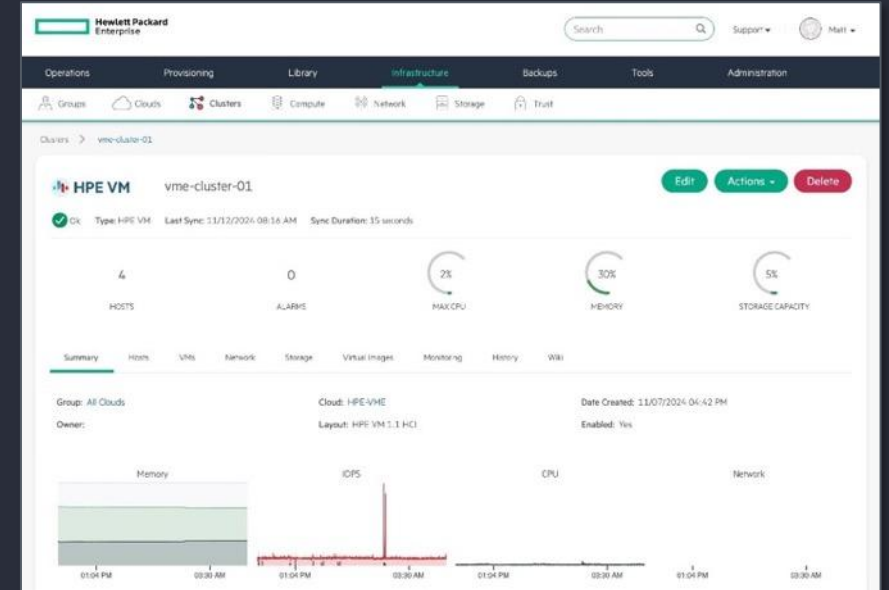
Connect VMware clusters for simple VM-vending into ESXi and HVM from one place. Includes IPAM & DNS integration, task execution, secrets management, and VMware to HPE migration

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

*Future features under development & subject to change without notice

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

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

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

Backup Commvault, Veeam, Cohesity

Databases Oracle, Microsoft SQL Server, MongoDB, Elasticsearch

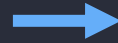
Guest OS RedHat, CentOS, SUSE, Microsoft, Canonical, Rocky Linux

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

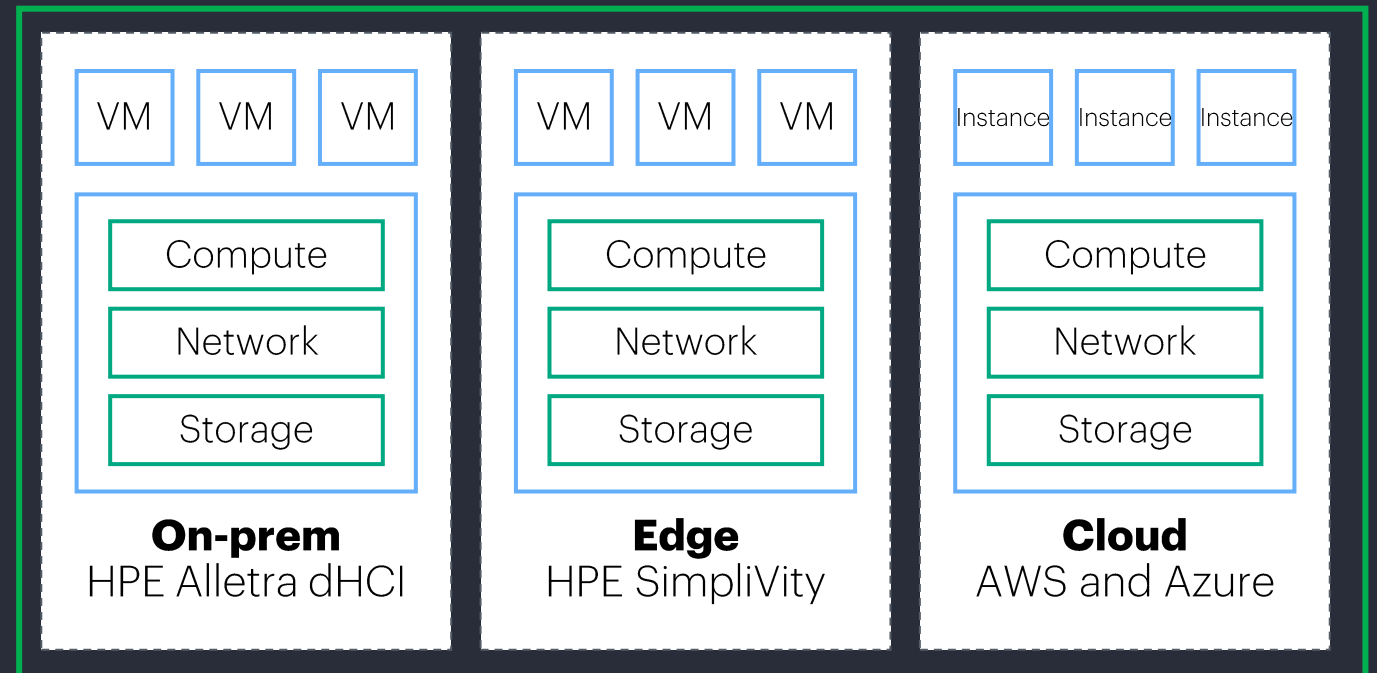
HPE Private Cloud Business Edition

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



Cloud-based VM and infrastructure management across hybrid 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 guaranteed

[^] [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

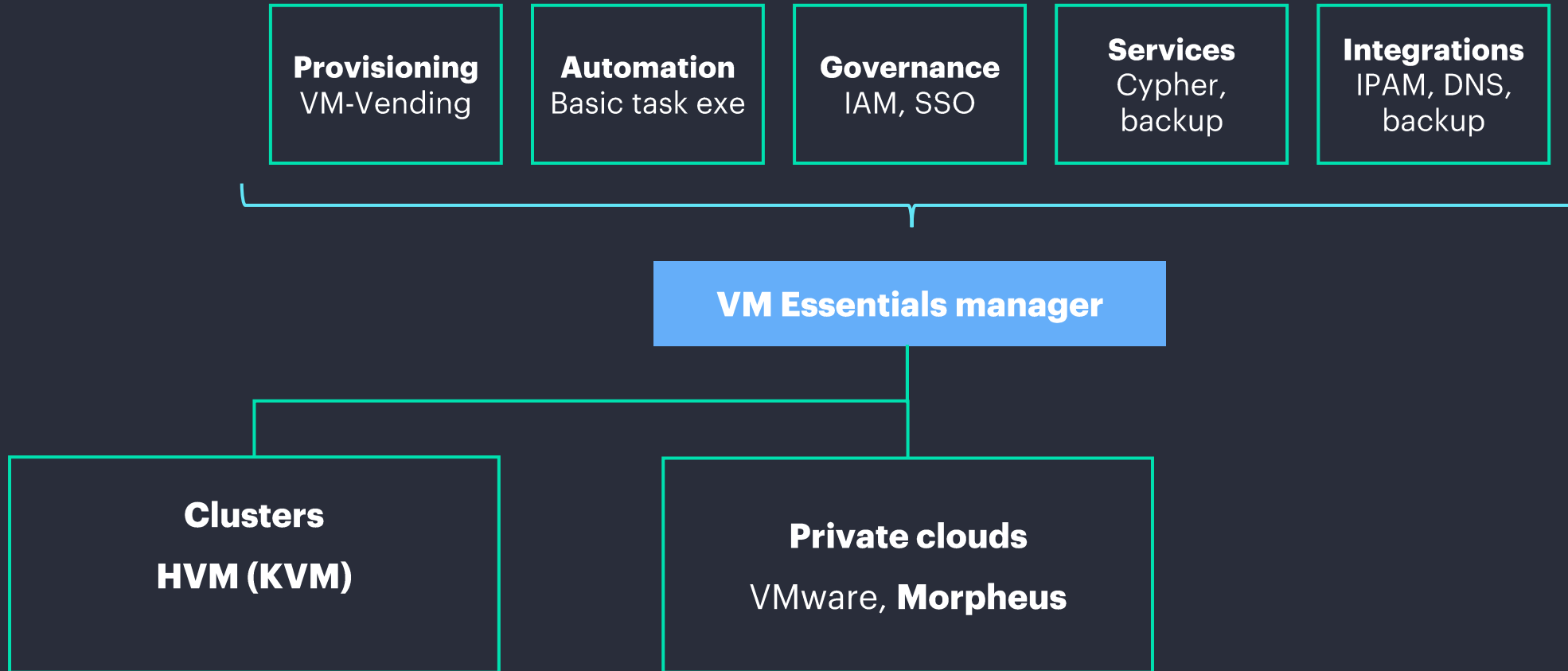
HPE Morpheus Enterprise

- ▶ 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



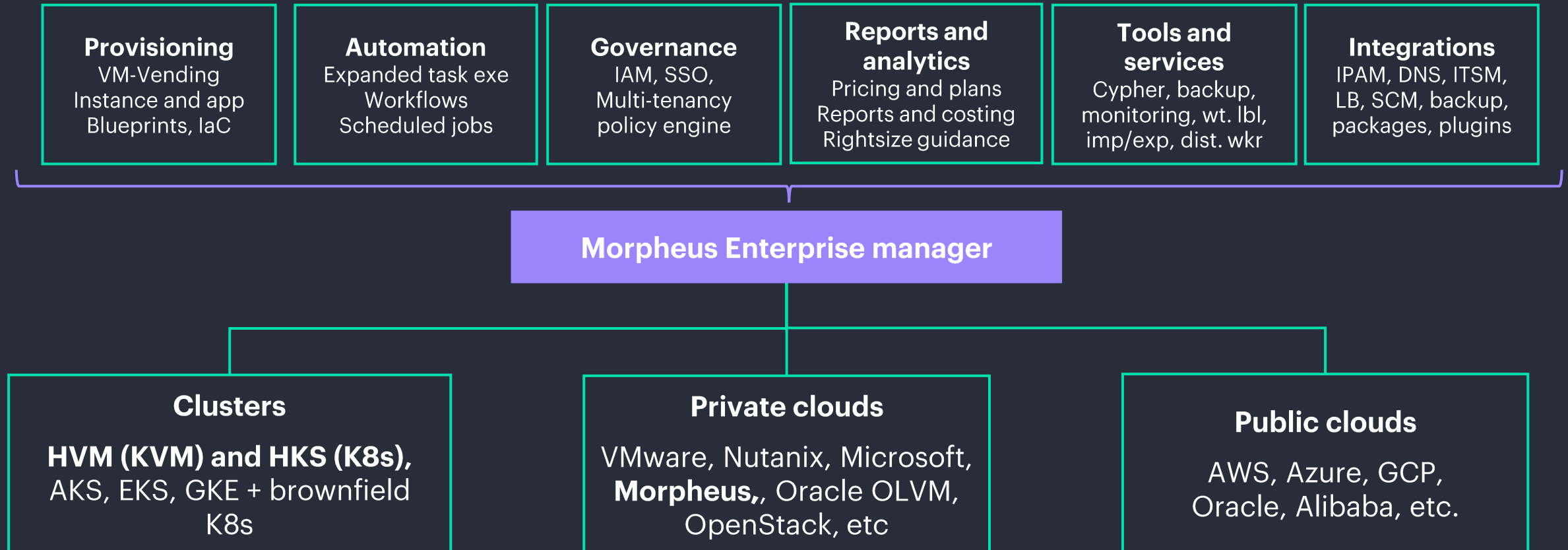
HPE Morpheus VM Essentials Software

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

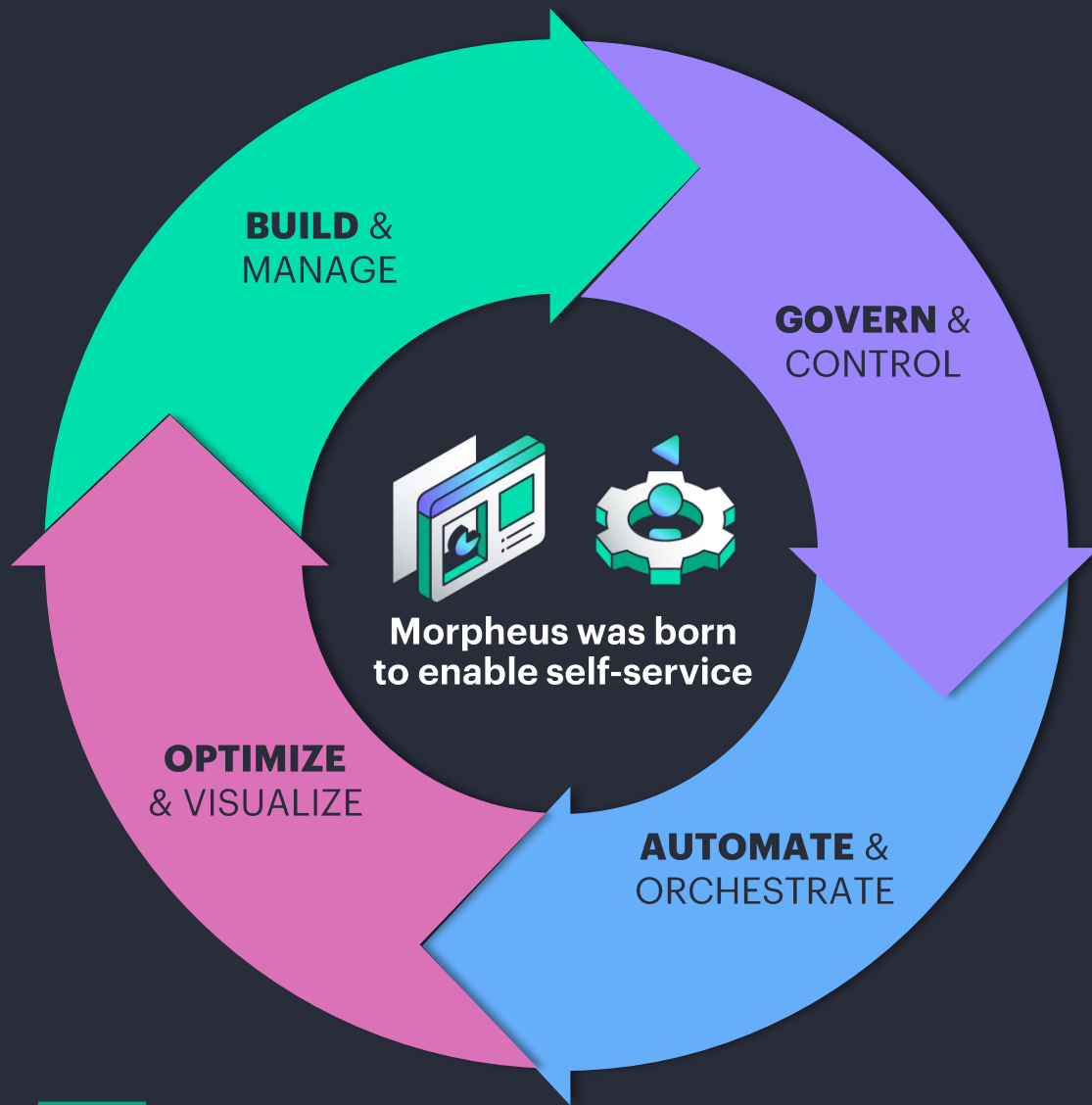


HPE Morpheus Enterprise Software

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

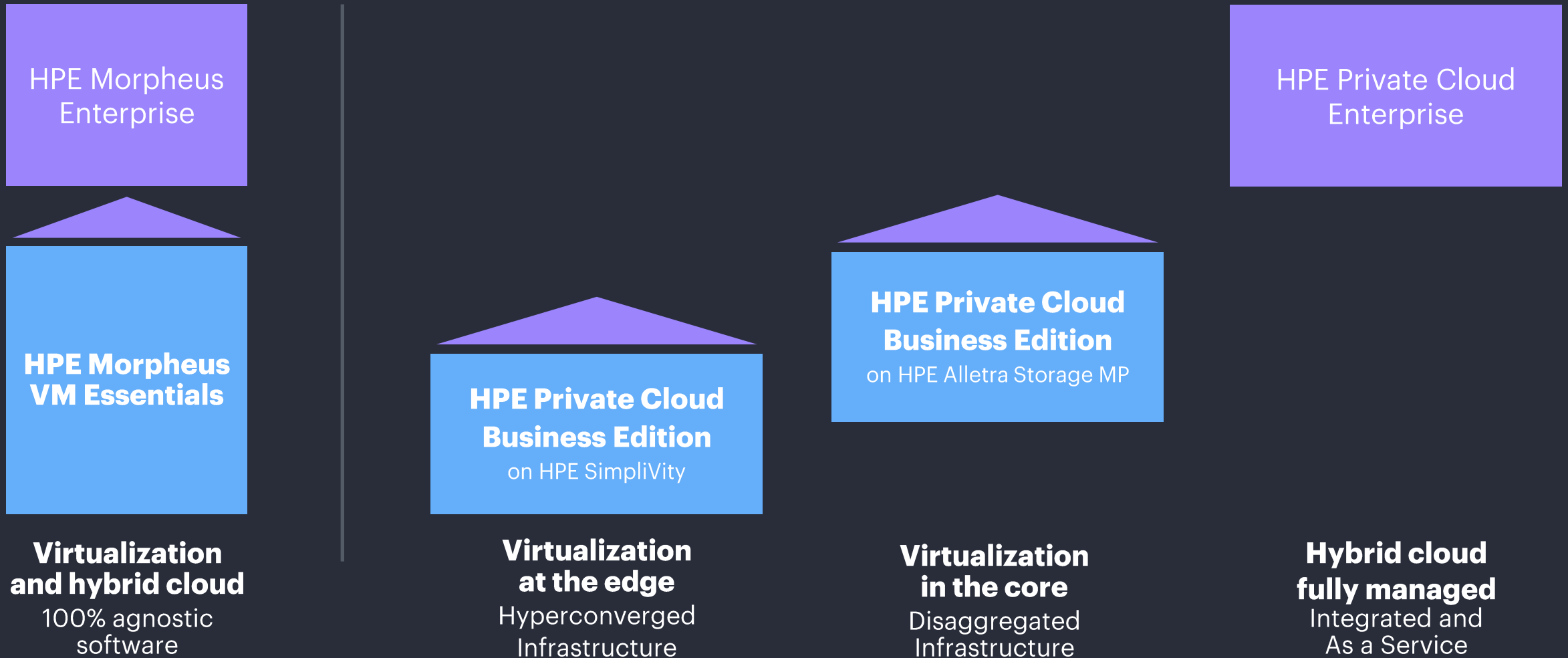
Push button deployment and management of Virtualization (HVM) and Kubernetes (HKS) Clusters plus cloud-managed EKS, AKS, GKE. Extend with brownfield of 3rd Party K8s like SUSE, OpenShift, etc.



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

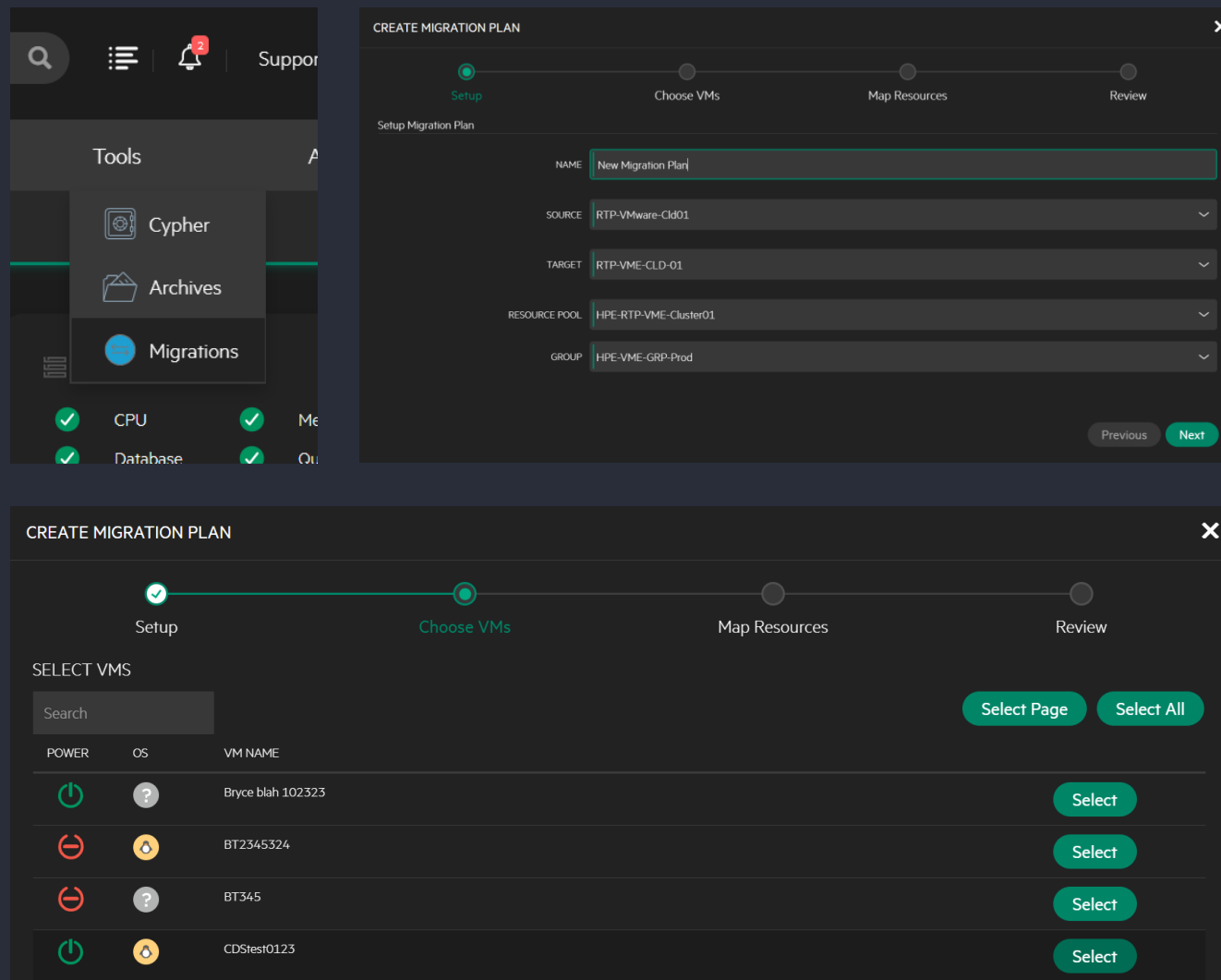
Batch migration supports up to 20 Linux and Windows VMs simultaneously

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



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.

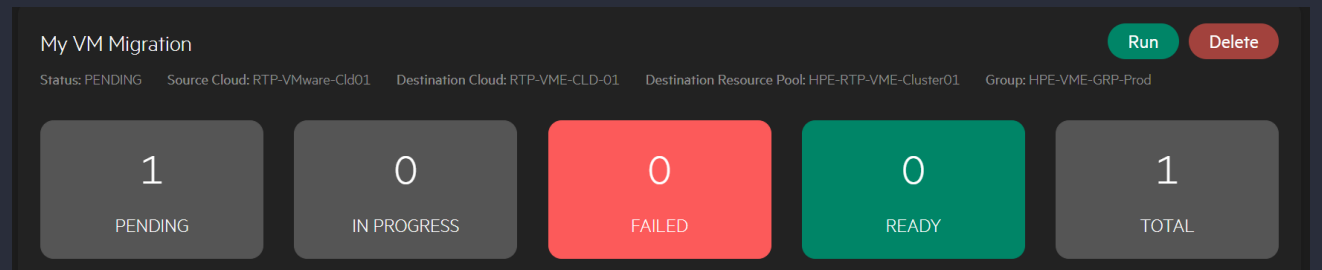
The screenshot shows the 'CREATE MIGRATION PLAN' window with a progress bar at the top indicating four steps: Setup, Choose VMs, Map Resources, and Review. The 'Review' step is currently active. Below the progress bar, the 'REVIEW MIGRATION PLAN' section displays the following details:

- Name:** My VM Migration
- Source:** RTP-VMware-Clid01
- Target:** RTP-VME-CLD-01
- Resource Pool:** HPE-RTP-VME-Cluster01
- Group:** HPE-VME-GRP-Prod

On the left, under 'VMs', there is a list with one item: TME-LinuxDump, accompanied by a power icon and a warning icon.

On the right, the 'Map Resources' section shows the following mappings:

- Networks:** From: dvpg_mgmt-Alletra-dHCI-Clst-02-11294 To: VM-VLAN3528
- Storage:** From: Mgmt-Datastore To: Prod-DS-01 (6110.31 Gib)
- Linux Settings:** Username: vmeadmin Password: *****
- Migration Options:** ☐ Skip Prechecks ☐ Skip Guest Tools



HPE 專業服務團隊協助複雜的移轉

HPE Services

Workload Discovery

Migration Planning

Migration Execution

HPE CloudPhysics

HPE VM Analyzer



OS-based
migration

Rapid
migration tool
(Image
conversion)



Private Cloud



Hybrid Cloud
(w/ Public Cloud)



On-premises

HPE Morpheus VM Essentials



AI-based analysis



Guided process

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

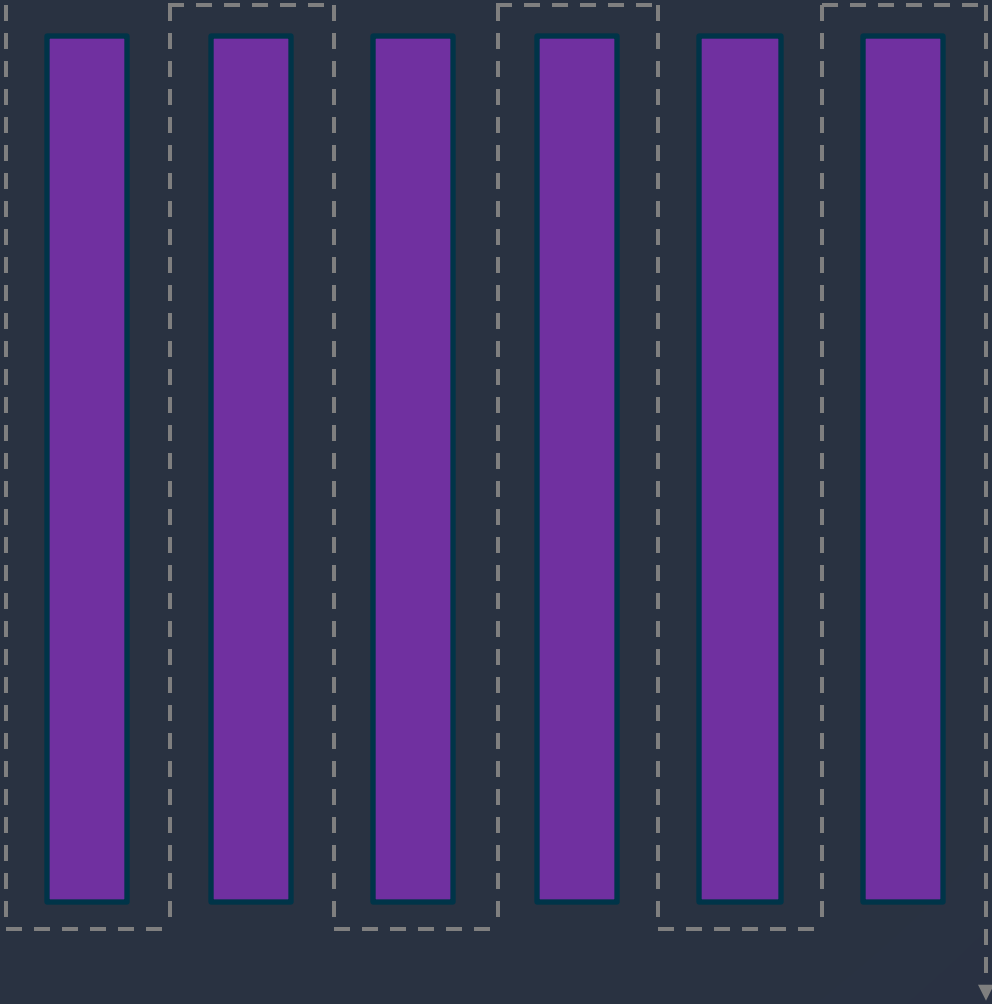
October 2025



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

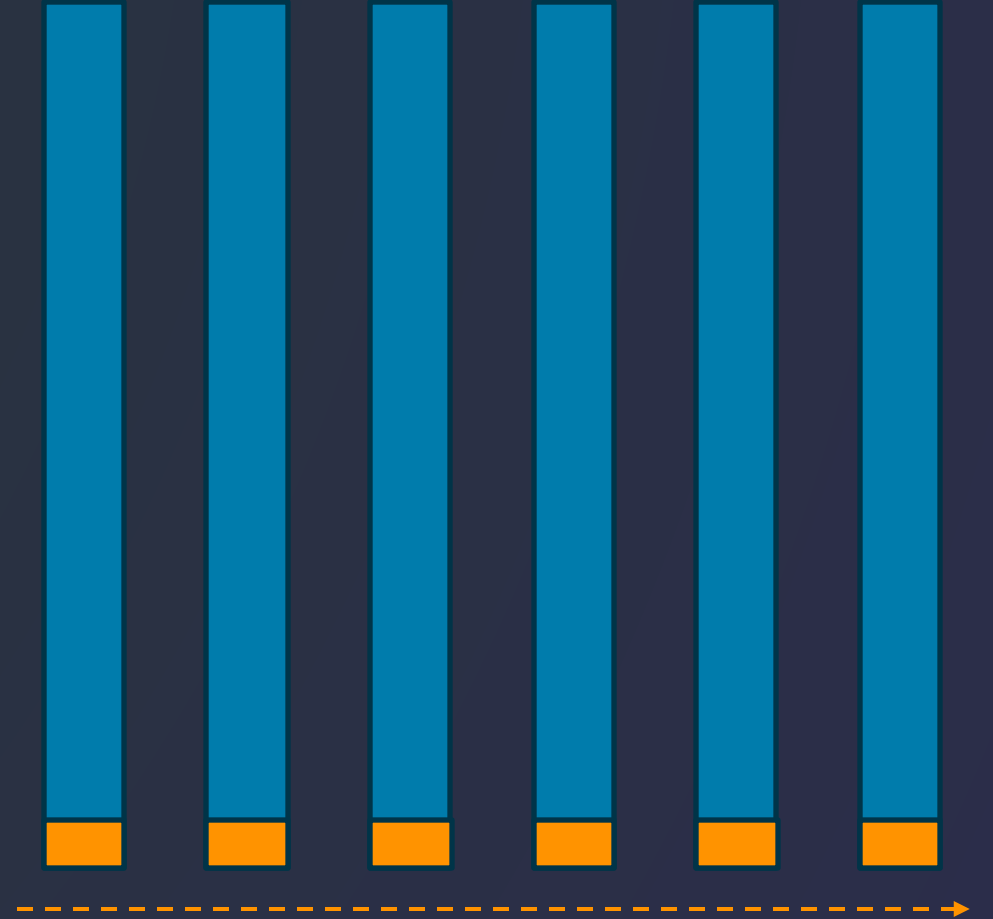


Other File Systems

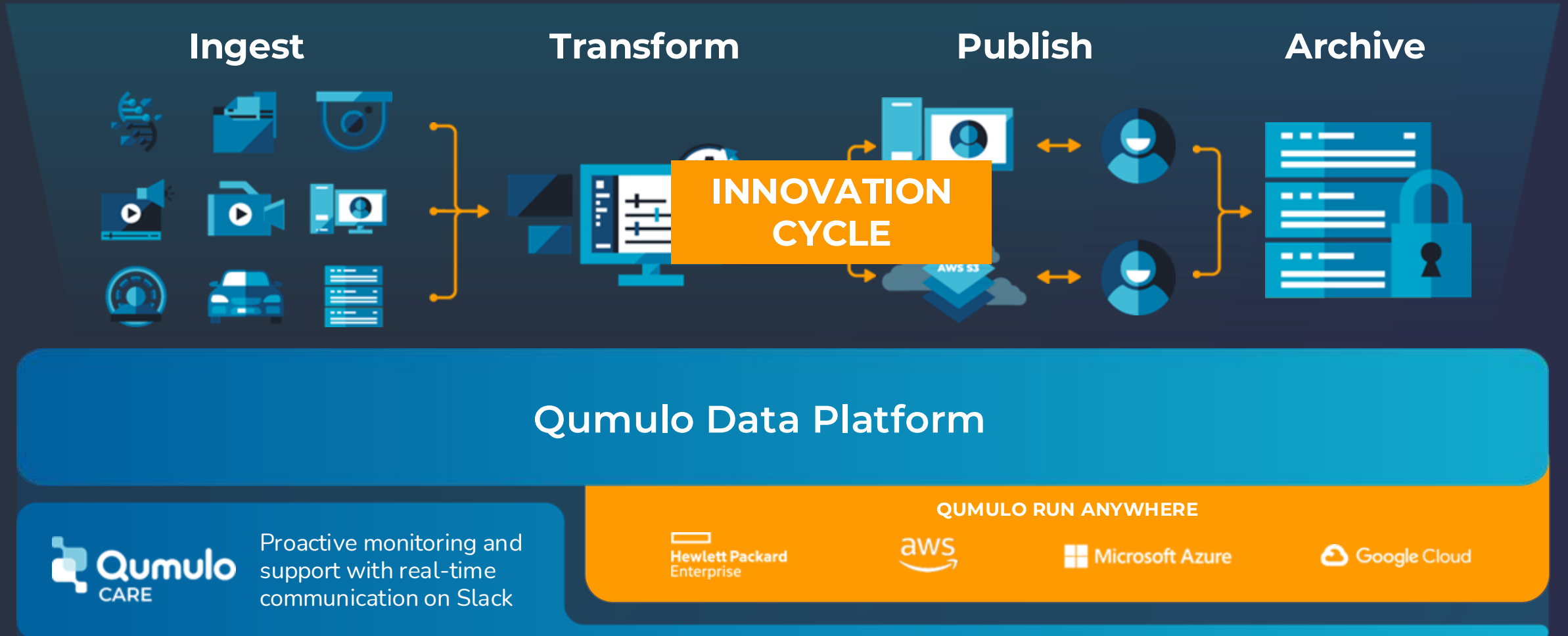


Vs

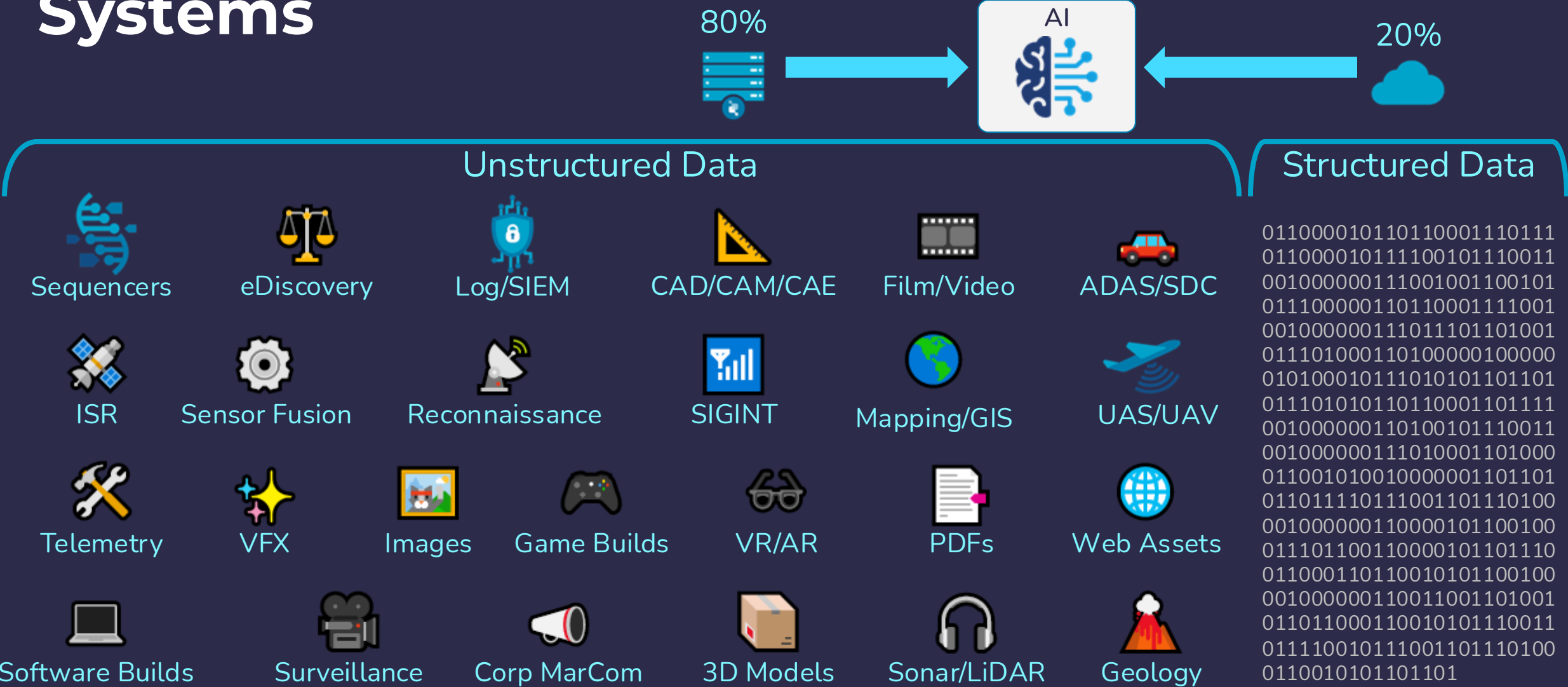
Qumulo



Manage the full data lifecycle with Qumulo



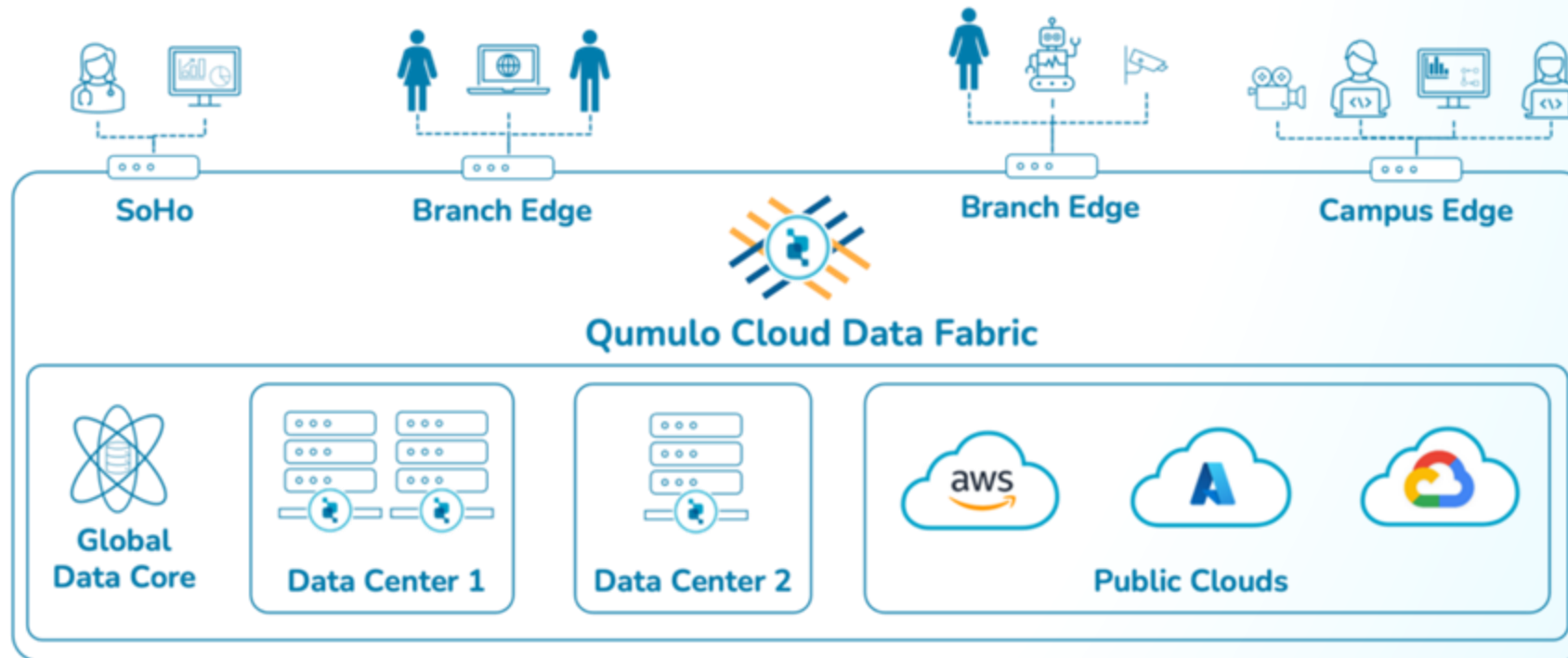
Unstructured Data – Feeding Enterprise Systems



Qumulo is proven in all industries

 Media & Communications	 Healthcare	 Financial Services	 Public Sector	 Higher Education	 Technology	 Energy & Resources	 Life Sciences	 Manufacturing
 FUSEFX	 KAISER PERMANENTE	 Ice Mortgage Technology	 RIVERSIDE COUNTY SHERIFF'S DEPARTMENT	 SDSC SAN DIEGO SUPERCOMPUTER CENTER	 slack	 Shell	 progenity™	 HYUNDAI MOBIS
 WARNER MEDIA	 UCONN HEALTH	 Credit Acceptance <i>No change fees!</i>	 Tempe ARIZONA	 ASU Arizona State University	 Hewlett Packard Enterprise	 VEXCEL IMAGING	 Caltech	 TOYOTA
 CINE SITE	 LEXINGTON MEDICAL CENTER	 IHSHLDI	 CITY OF Springfield	 SCR www.sci.utah.edu	 BLIZZARD ENTERTAINMENT	 VAISALA	 DARWIN HEALTH™ PRECISION THERAPEUTICS FOR CANCER PRECISION	 Tyson
 VIACOMCBS	 dayton children's	 PEAK6®	 CALGARY POLICE SERVICE	 NC STATE UNIVERSITY	 Uber	 DEEPMAP	 NIH NATIONAL CANCER INSTITUTE	 GRACE Talent Technology Trust™
 FRAMESTORE	 LEGACY HEALTH	 KING STREET®	 AT	 University AUSTRALIA	 hp	 atlantic	 ARUP LABORATORIES	 UTC Aerospace Systems
 verizon✓	 UCLA Health	 البنك السعودي للاستثمار The Saudi Investment Bank	 AT	 UNIVERSITY OF FLORIDA	 kakao	 CEPSA	 Biogen	 ISUZU
 emci tv	 Apollo HOSPITALS	 QNB	 AT	 AUT UNIVERSITY	 NOKIA	 Vestas	 eikon therapeutics	 MAGNETI MARELLI
 スタジオジブリ作品 STUDIO GHIBLI			 AT					

The Qumulo Cloud Data Fabric (CDF)

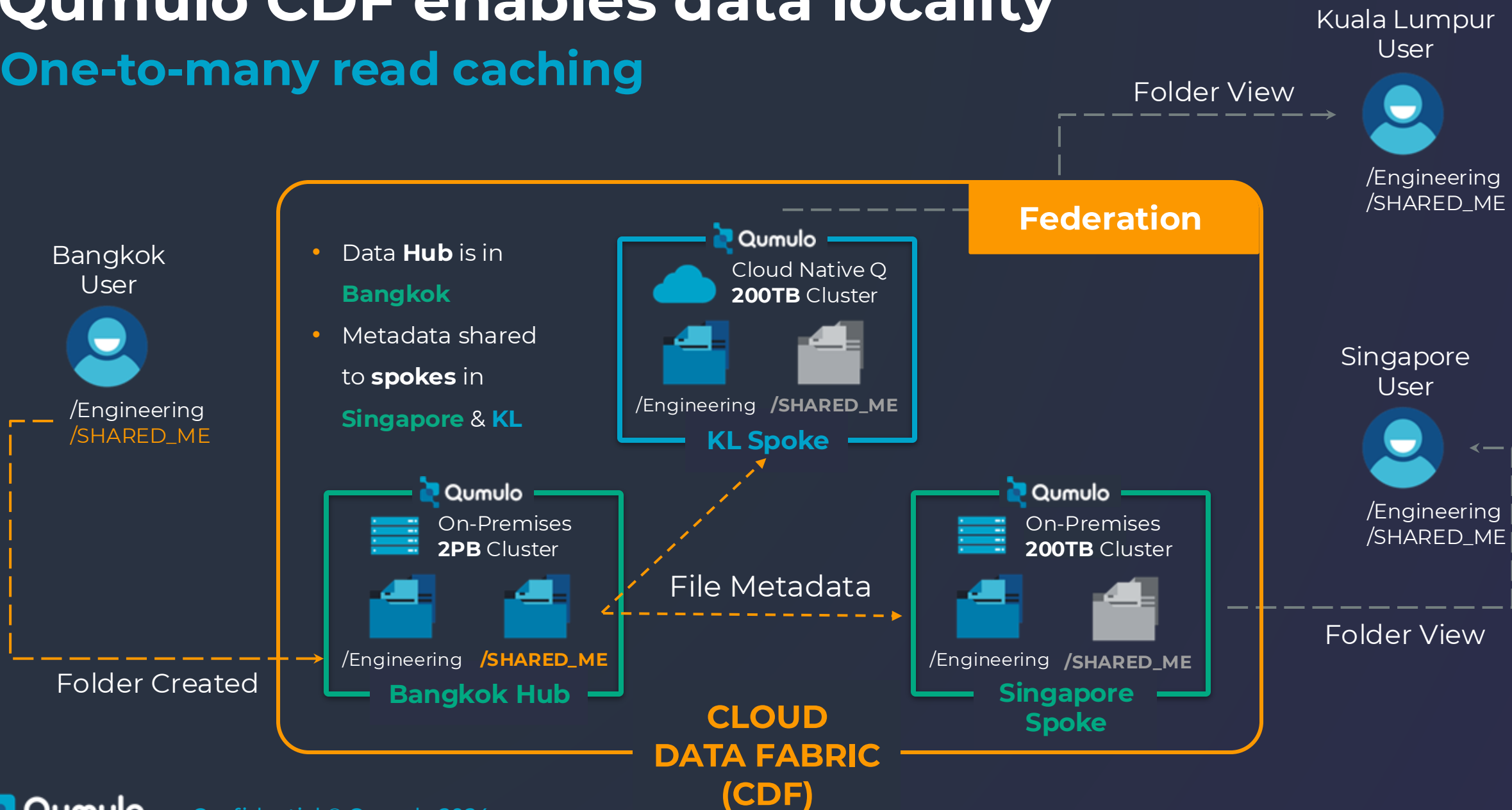


Every Workload, Everywhere, All at Once

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

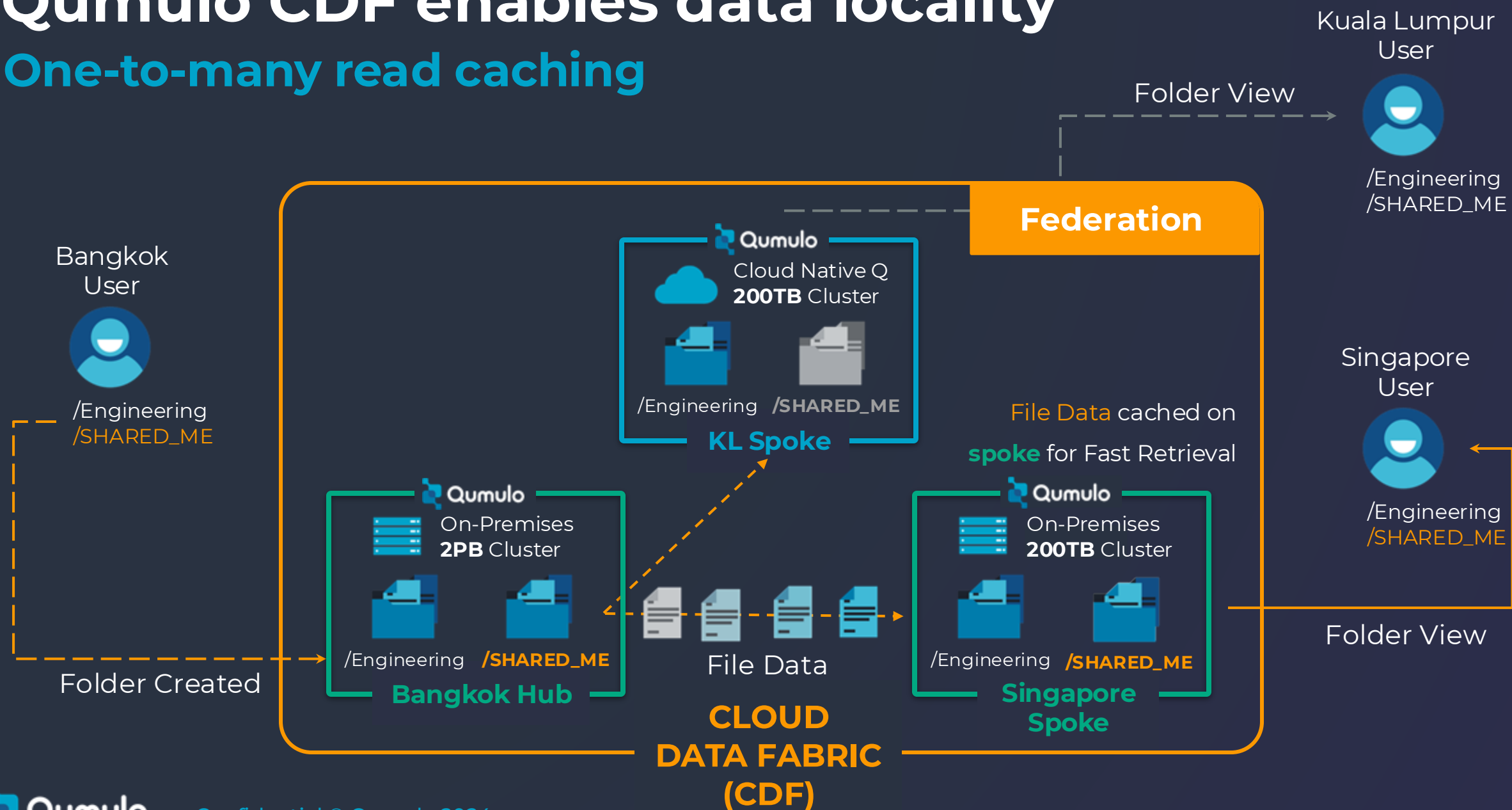
Qumulo CDF enables data locality

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



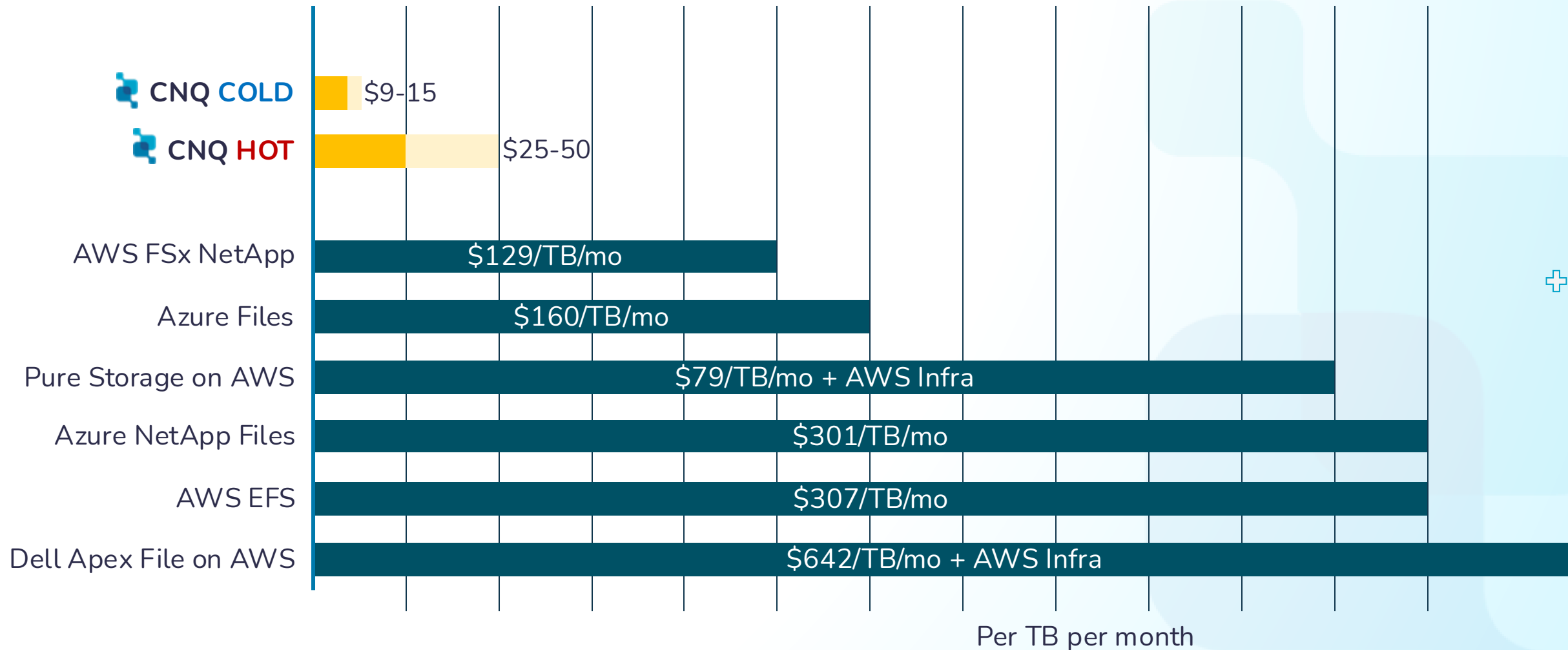
Self-managed



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**

The background is a dark blue-grey color. A large, dark blue rectangle is positioned on the left side, containing the text 'Thank You'. To the right of this rectangle, there are two horizontal bars: a top bar with a blue-to-teal gradient and a bottom bar with a teal-to-cyan gradient. These bars are connected by a vertical teal bar on the right side, forming a partial frame around the central text area.

Thank You