

# HP BladeSystem and ProLiant BL Servers Available to Help You Build OEM Better™

Offered by Bell Micro with Extreme ROI/TCO Benefits for Embedded Systems Manufacturers Transforming to Branded Equipment

## Key Benefits

### Improved parts lead time:

Bell Micro/HP consistently in 5-6 days; others up to 22 days

### Better access to emerging markets:

Bell Micro/HP ships globally and avoids tax implications

### Higher capability to footprint:

HP fits the same processing capability into 5:1 ratio of physical footprint

### Lower overhead of service and support:

HP is ~3%; others are between 14 – 19%

### Assistance with system configuration and testing:

Bell Micro/HP removes ~10% overhead—very conservatively—consistently on every deal

### Assistance with third-party integration:

Bell Micro/HP removes ~5% overhead from the manufacturing process

### Lowered COGS:

Volume pricing and cost alternatives can translate into a ~10% reduction

The HP BladeSystem components including the HP ProLiant BladeSystem (BL) servers provide all-in-one storage and server infrastructure. Blade technologies consolidate and virtualize from the start, with inherently better savings in power, time and money.

BladeSystem is designed to share components between enclosures, making it fast

and easy to create, customize and grow. Inside, you can host a choice from thousands of applications on Windows, Linux, HP-UX and more. You can support a combination of virtual machines, storage and server blades—ProLiant, Integrity and StorageWorks—plus connect to a variety of the most popular networking brands and standards.

## ProLiant BL Server Family

### Enclosures



- | Description   |  |
|---|--|
| • Enclosures come in two sizes for different-sized environments |  |
| • Custom built and shipped, fully-configured                    |  |
| • Built-in management and redundancy for all server blades      |  |

### Management Software

- |   |
|---|
| • Built-in Onboard Administrator management   |
| • Insight Control software to quickly deploy, monitor and optimize server blades remotely |

### ProLiant and Integrity Server Blades



- |   |
|---|
| • Latest dual-core, industry standard processors                  |
| • No compromise, enterprise-class server blade features           |
| • Choice of size, storage and connectivity options                |
| • Server blades support same OS and application as ProLiant DL/ML |

### Storage Blades



- | Description   |  |
|---|--|
| • Flexible blade storage expansion and data protection  |  |
| • Works side-by-side with Integrity and ProLiant server blades for a variety of solutions from small environments to large data centers |  |

### Interconnects



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| • Connect server blades as required                       |
| • Lower connectivity costs for LAN and SAN                |
| • Choice of industry standard options and familiar brands |

### Expansion



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|---|
| • Provides PCI-X or PCI-e expansion slots for c-Class blade server in an adjacent enclosure bay   |
| • Ideal for applications requiring hardware acceleration using PCI cards, special-purpose telcom cards, or other third-party PCI-X or PCI-e cards |

### External Storage



- |   |
|---|
| • Fibre channel and RAID supported on all server blades |
| • Full 4GB Brocade and Cisco Fibre Channel support      |
| • Choice of DAS, NAS and SAN solutions                  |
| • Manage HP storage and server blades with one tool     |



You can add storage expansion and data protection without adding more cables or special management. You can run your same business applications, trust the same HP server and storage components and connect to your same networks.

HP has enjoys market leadership position with its BladeSystem components, as reported by IDC. This reflects customer acceptance along with recognized high value in the BladeSystem and ProLiant BL server components.

## Selecting the Right HP BladeSystem Components for Your Business

**Whatever the workload or operating system—whether it's Windows, Linux or HP-UX; Enterprise or SMB—HP customers get the best and broadest choice of verified, industry-standard, blade-based solutions.**

**OEM access to BladeSystem Solution Blocks** Proven application solution definitions cut the time and effort needed to create, combine and upgrade business solutions on a BladeSystem—from messaging infrastructures to enterprise applications to CRM applications and more.

HP BladeSystem Solution Blocks provide hassle-free ordering, configuring and customizing of multiple applications. Starting with a core Microsoft® Windows® Infrastructure or HP-UX 11i on a BladeSystem server provides a foundation for adding the required server, storage and tape backup blades to complete your infrastructure based on your business requirements.

<b>Popular Enterprise Application Solutions</b>	• Citrix	• Microsoft Exchange
	• VMware	• Oracle RAC
	• SAP	• PolyServe
	• Windows Infrastructure	• Linux Infrastructure
	• High Performance Computing	And more...

## Selecting the Right HP ProLiant BL Server for Your Business

All ProLiant BL servers share these key features:

- Excellent performance for demanding scale-out applications
- Versatility and availability for a wide range of deployments
- Quality engineering for reliability and ease of ownership
- Impressive expansion and management solutions for easy maintenance

HP ProLiant BL servers are available in a wide range of models along with StorageWorks storage blades and networking solutions. Options include:

- HP ProLiant BL460c/BL465c, BL480c, BL680c/BL685c, and BL860c server blades
- HP StorageWorks All-in-One SB600c storage blade, and All-in-One storage systems
- HP StorageWorks SB40c storage blade
- HP BladeSystem c-Class virtual connect, fibre channel, Ethernet and Gigabit Ethernet networking

For help in selecting and configuring the BL model that is right for your business, see the ProLiant BL Enterprise Configurator available online at: <http://h30099.www3.hp.com/configurator/catalog-isswce.asp>

## HP Care Pack Services

### Hardware Support

6-Hour Call-to-Repair  
4-Hour 24x7 Same Day  
4-Hour Same Business Day  
Accidental Damage Protection  
Next Business Day  
Next Business Day Support for Travelers  
Next Day Exchange  
Next Day Onsite Exchange  
Return Service  
Pick-Up & Return

### Software Support

24x7 Technical Support  
Technical Support  
Software Product Updates

### Hardware + Software Support

Support Plus  
Support Plus 24

### Mission-Critical & Proactive Support

Critical Service  
Proactive 24  
HP Proactive BladeSystem Service

### Education Services

Education

### Data Center Project Services

Deployment Services  
Migration Services

### Data Center Operational Services

Server Operation Services  
Storage Operation Services  
Software Operation Services

### Data Center Optimization Services

Infrastructure optimization assessment services  
IT security & risk assessment services  
ITSM Assessment Service  
Power & Cooling Assessment services

## Increase Uptime, Productivity, and ROI with Packaged Support Services

HP Care Pack Services cost-effectively upgrade or extend your standard warranty with easy-to-buy, easy-to-use support packages. They reduce downtime risks with support levels from basic to mission-critical. They cover all the HP products your OEM business relies on, including: servers, storage, networking, workstations, and software.

HP Care Pack Services can be purchased along with HP products. For many products, post-warranty HP Care Pack Services are available when your original warranty has expired.

If you qualify as an Authorized Support Partner, HP and Bell Micro enable you to extend these Care Pack Services to your customer as part of your OEM product or services offering. This can help you to compete better, while increasing your service levels. For information about how to qualify, and for access to OEM-Ready Care Pack datasheets, consult with your Bell Micro representative.

## For More Information on How You Can Build OEM Better

For more information on how you can Build OEM Better working with HP and Bell Micro, contact your Bell Micro OEM representative today.



Editor's Choice for Servers



Gold Product of the Year



Technology of the Year

**About Bell Micro** • Bell Microproducts Inc. is an international value-added distributor of a wide range of high-tech products, services and solutions, including storage systems, servers, software, computer components and peripherals, as well as maintenance and professional services. An industry-recognized specialist in storage products, we are one of the world's largest storage-centric value-added distributors. We serve a diverse set of customers including original equipment manufacturers (OEMs), commercial and value added resellers (VARs) and system builders.



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