

# HP Storage Systems and Devices 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

HP ProLiant storage includes ProLiant Storage Server solutions and Ultrium tape drive peripherals. HP storage servers include Network Attached Storage (NAS), stand-alone appliances and

NAS gateways, with tower and rack enclosures. Popular HP StorageWorks external storage systems are also available for OEM sale, ranging from entry-level to enterprise.

## HP Storage and Storage Peripherals

### Tape Storage



- StorageWorks tape drives, autoloaders, libraries and media
- HP LTO-4 Ultrium tape drives with AES 256 data encryption
- DAS, NAS and SAN solutions
- Virtual Tape Library (VTL) for Disk-to-Disk data management

- Protect and backup your data
- Tape rotation for disaster recovery
- D2D using VTL for faster, more reliable backup and restore

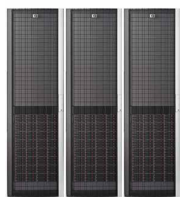
### Networked Storage



- XP disk arrays designed for enterprise computing environments that demand 24x7 business continuity with no data loss nor corruption
- EVA disk arrays with powerfully simple enterprise class storage for midsize environments
- MSA disk arrays with the flexibility to start small and migrate drives and enclosures into larger configurations

- Scalable NAS is highly available, scalable network-attached storage for any industry solution
- Consolidation of files and databases
- Highly scalable, fault tolerant NAS to serve your data

### Server Storage



- BladeSystem storage
- ProLiant storage
- Integrity storage
- 9000 storage
- NonStop storage
- AlphaServer storage

- Ranging from entry-level to enterprise, and everything in between

## 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



Community Choice for Storage Servers



Storage Essentials

**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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