



OpenVMS business update



Ken Surplice
Alpha
product manager
HP EMEA

Ken Surplice
Midrange Integrity
product manager
HP EMEA

Ken Surplice
Midrange HP 9000
product manager
HP EMEA

Ken Surplice
OpenVMS
product manager
HP EMEA

First a vote

OpenVMS

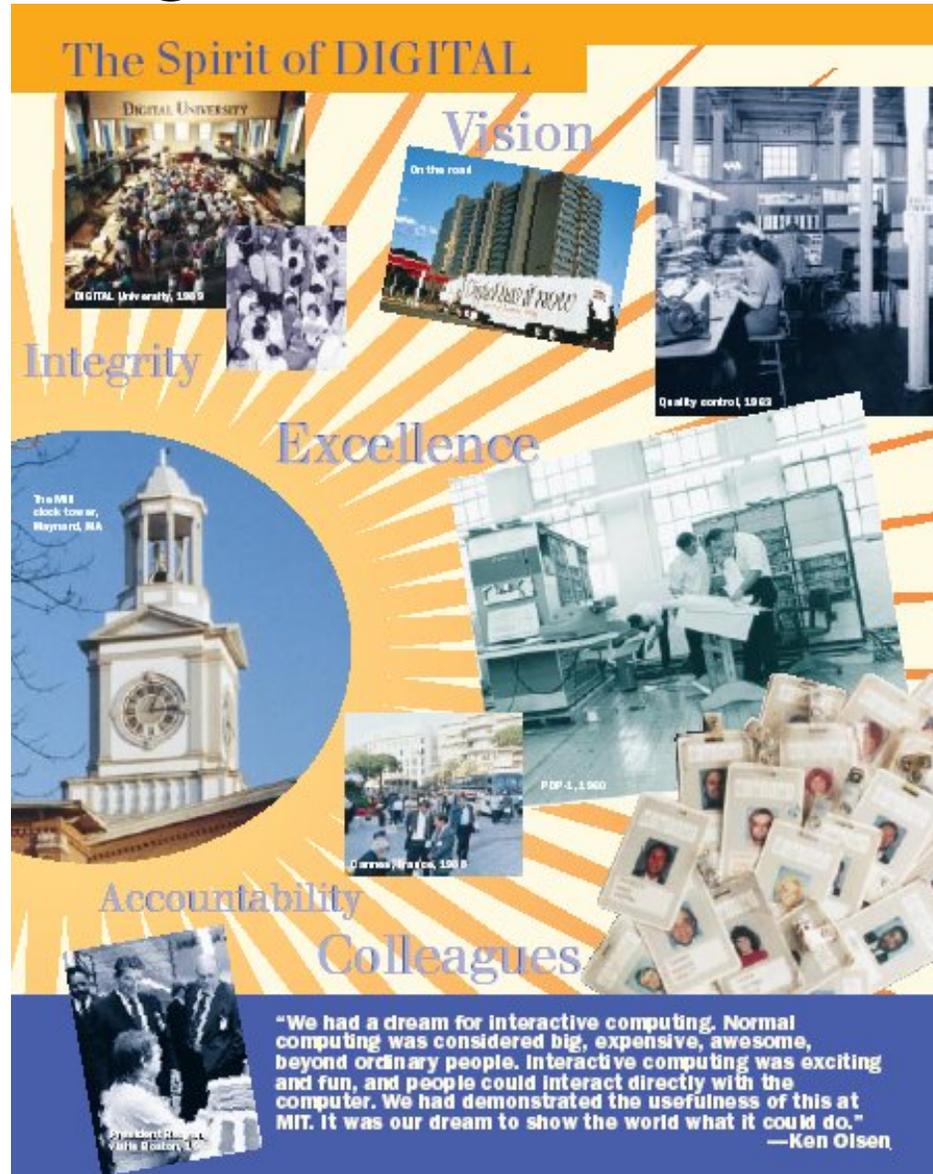
VMS

VMS from

digital



Remember Digital?



The Spirit of DIGITAL

Vision
On the road
DIGITAL University, 1989
Quality control, 1983

Integrity

Excellence
The 1988 clock tower, Maynard, MA
PDP-4, 1960
Carnegie Mellon, 1988

Accountability

Colleagues

President Richard Nixon & Governor Carter

"We had a dream for interactive computing. Normal computing was considered big, expensive, awesome, beyond ordinary people. Interactive computing was exciting and fun, and people could interact directly with the computer. We had demonstrated the usefulness of this at MIT. It was our dream to show the world what it could do."
—Ken Olsen

1978



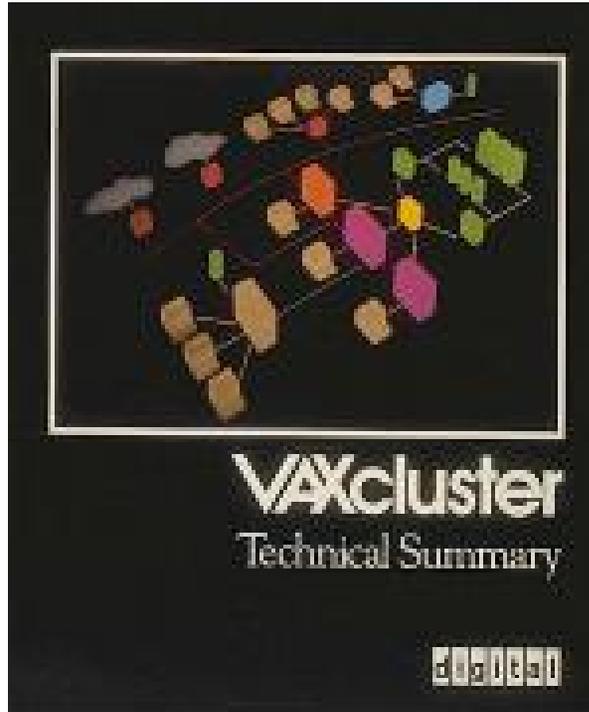
VT100

1978



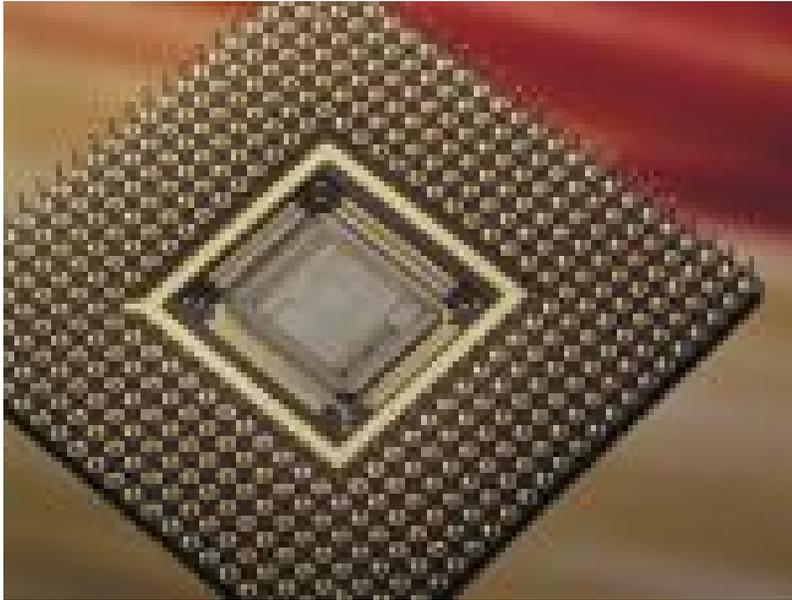
Version 1 of VMS ships

1983



VAXclusters announced

1992



Alpha announced

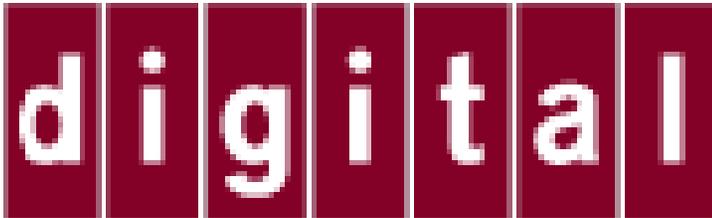


1992



DIGITAL introduces Alpha 64-bit computing with five new workstations and servers, the OpenVMS operating system, multiple compilers and networks, and new open business practices

1993

The word 'digital' in lowercase letters, where each letter is white and set within a dark red rectangular block.

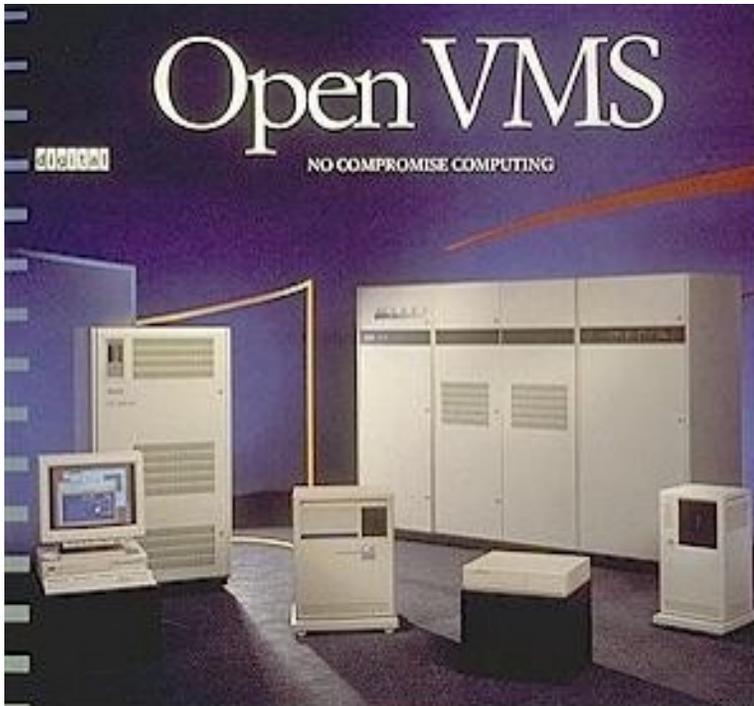
DIGITAL becomes the first Fortune 500 company with a corporate website on the internet (www.digital.com). Earlier in the year, DIGITAL established its first departmental web server on the internet

1994



**DIGITAL unveils the
DIGITAL 2100 Alpha
AXP server.**

1994



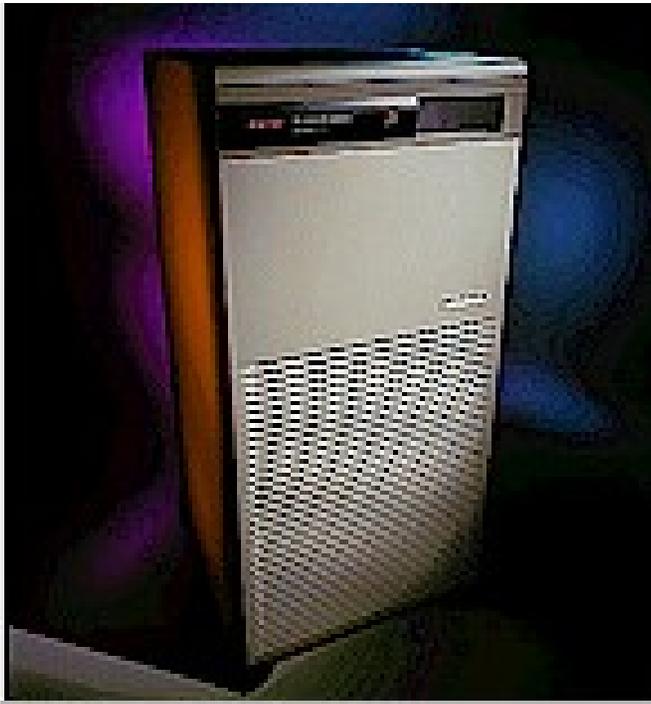
**DIGITAL ships
OpenVMS/VAX V6.1
and OpenVMS/Alpha
V6.1**

1994



**DIGITAL describes the
21164, its newest
Alpha microprocessor**

1995



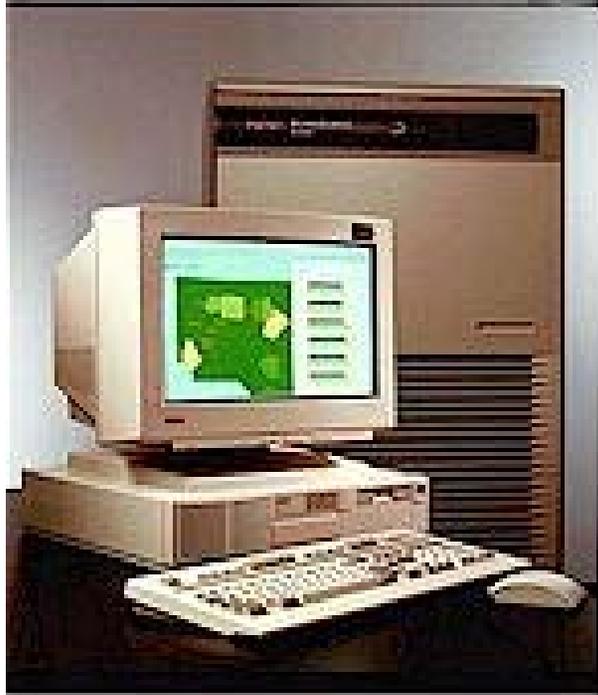
**DIGITAL introduces
the AlphaServer
8400, its most
powerful computer
system to date**

1995



**December:
DIGITAL introduces
AltaVista, the
Internet's first "super
spider" software.**

1995



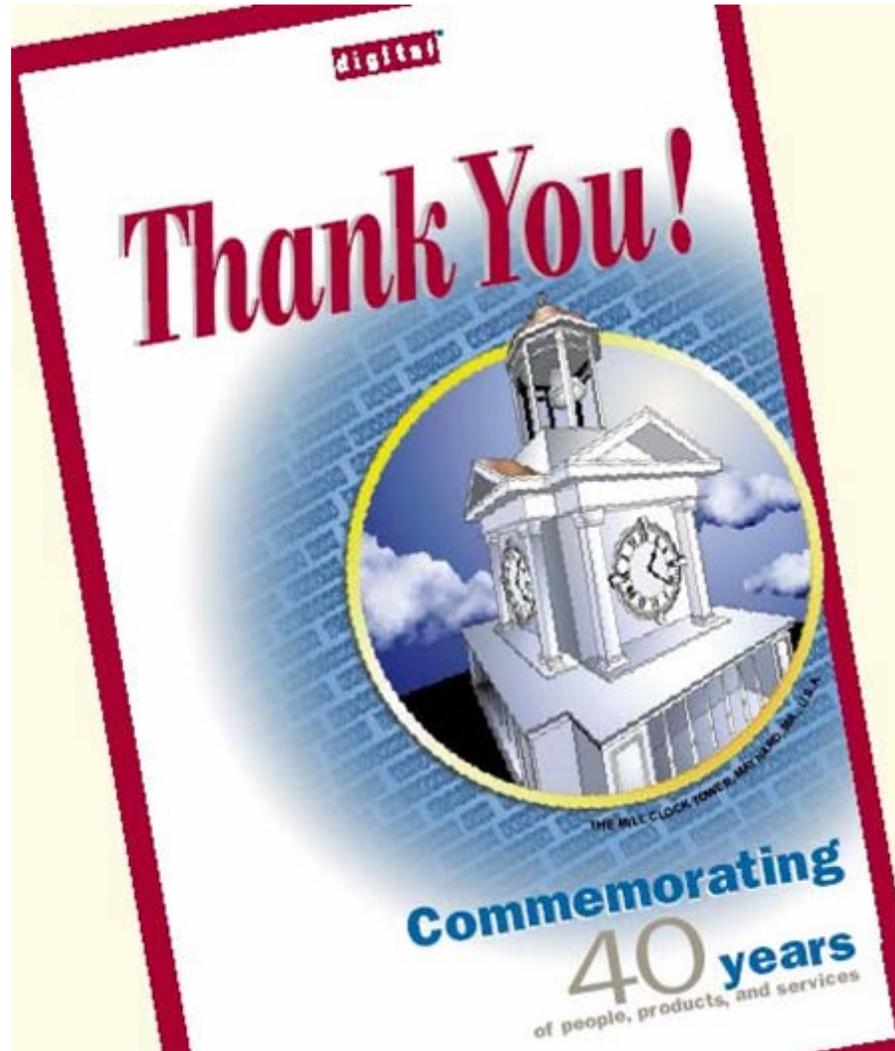
**OpenVMS/VAX V7.0
and OpenVMS/Alpha
V7.0 are released.**



OpenVMS Ambassadors

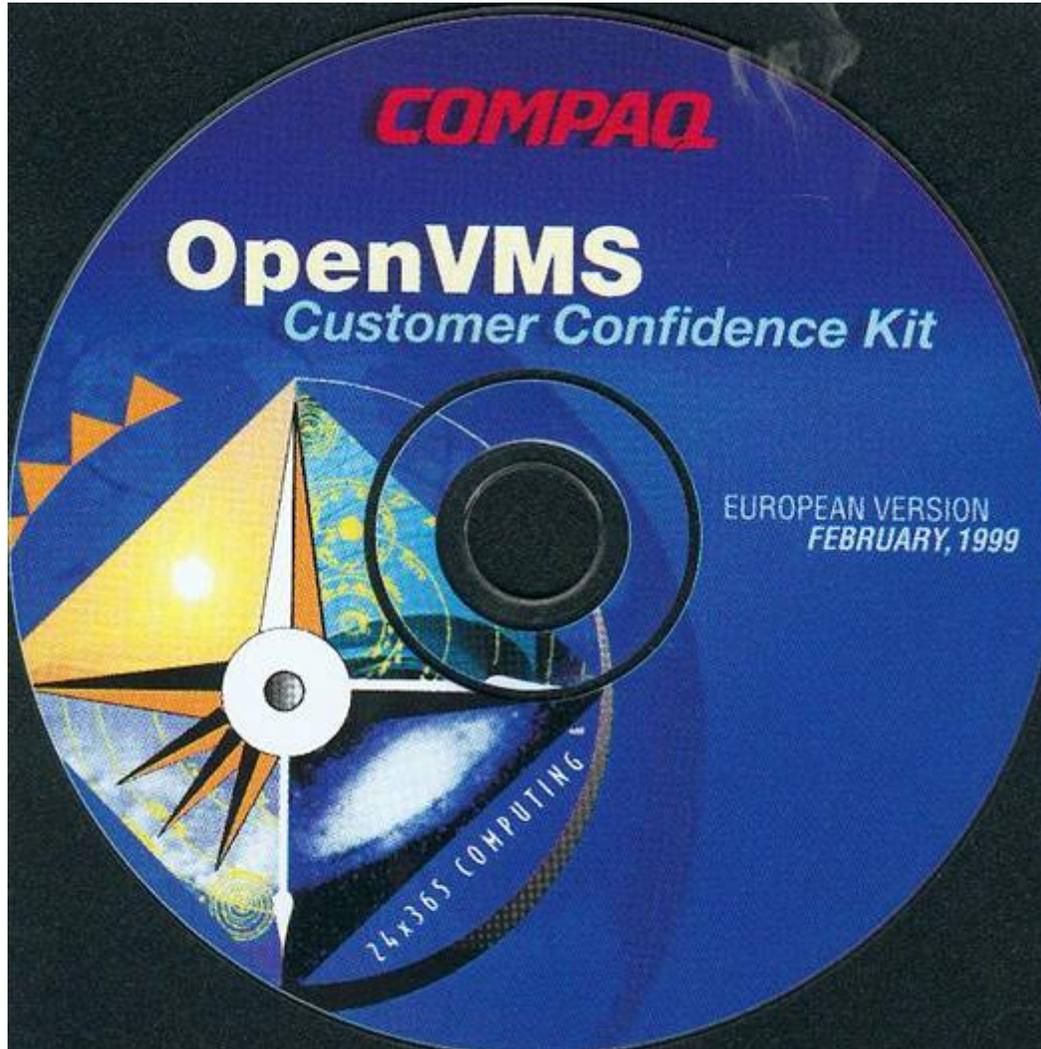


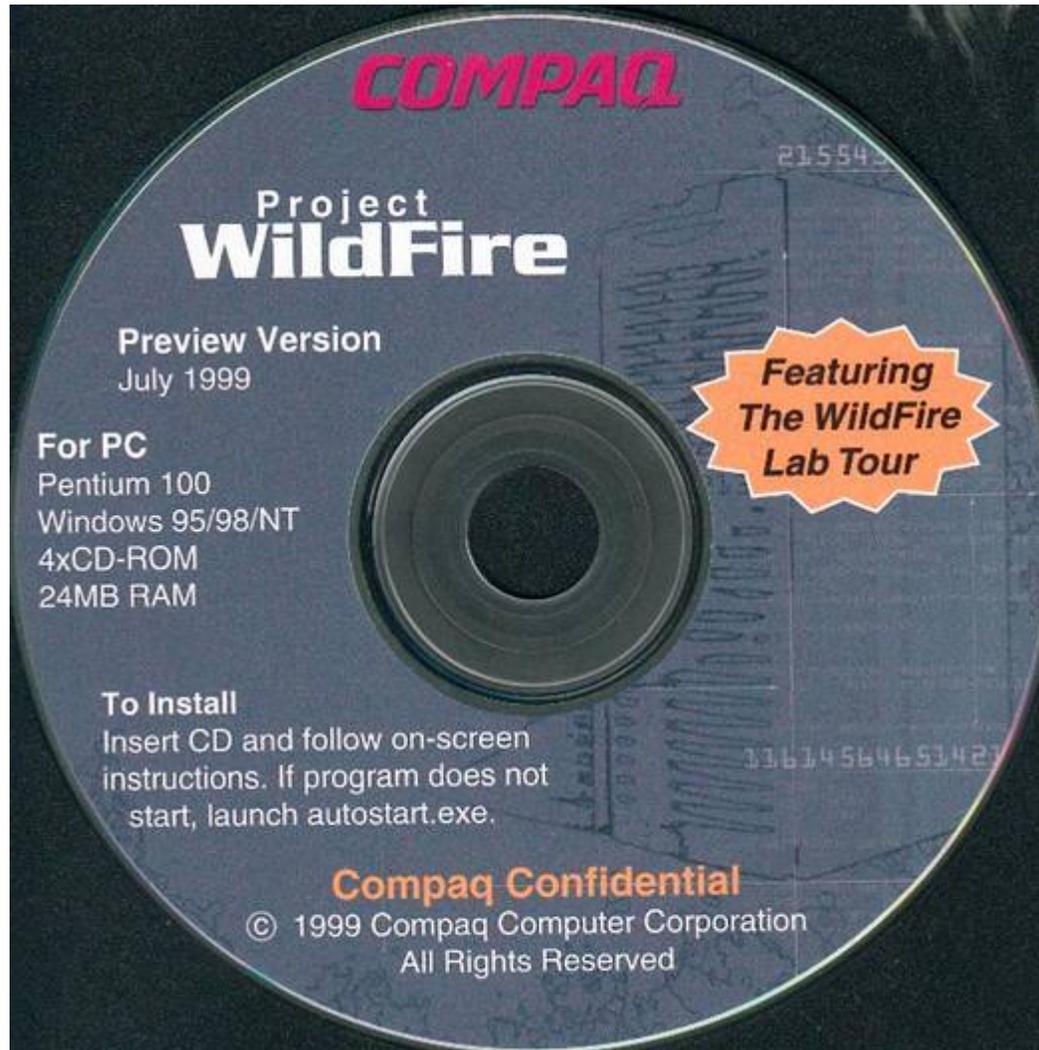
Goodbye Digital



Hello Compaq!









Hello HP!



Hello HP!



OpenVMS users,
Welcome to HP!





If you started from here



Or if you started from here

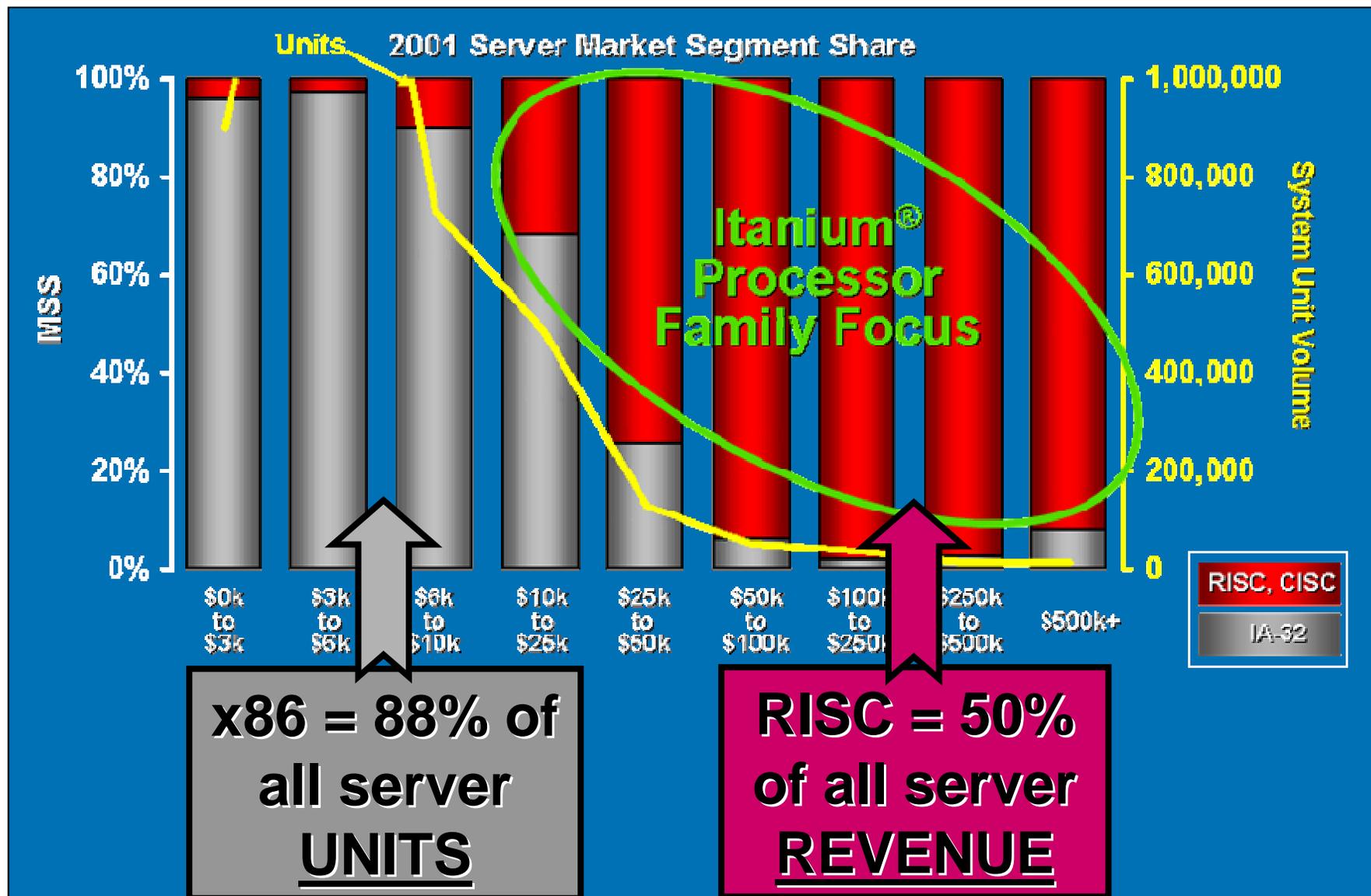


Or if you started from here





We evolve together



Looking back



Looking back



Looking back

I  DCL



Looking back



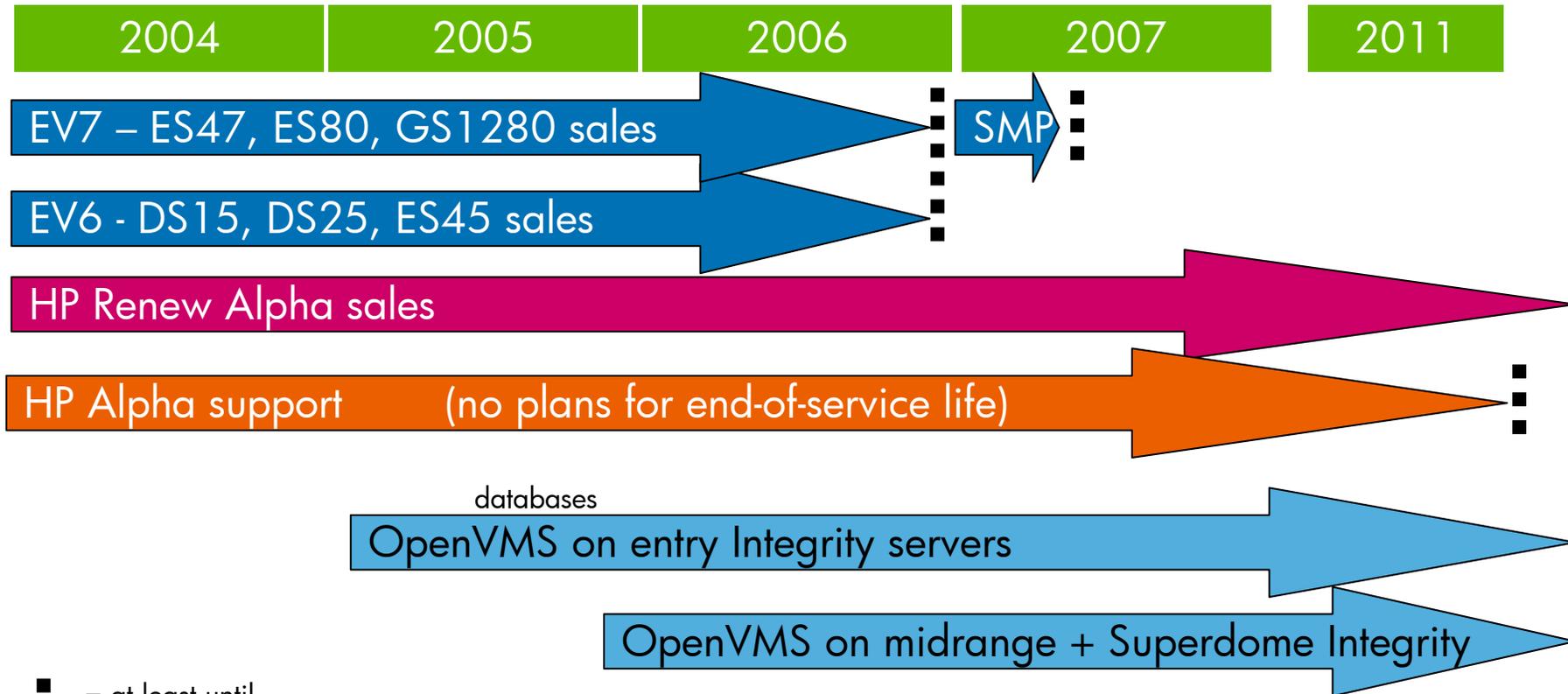
Looking back



Looking back

VMS FOREVER

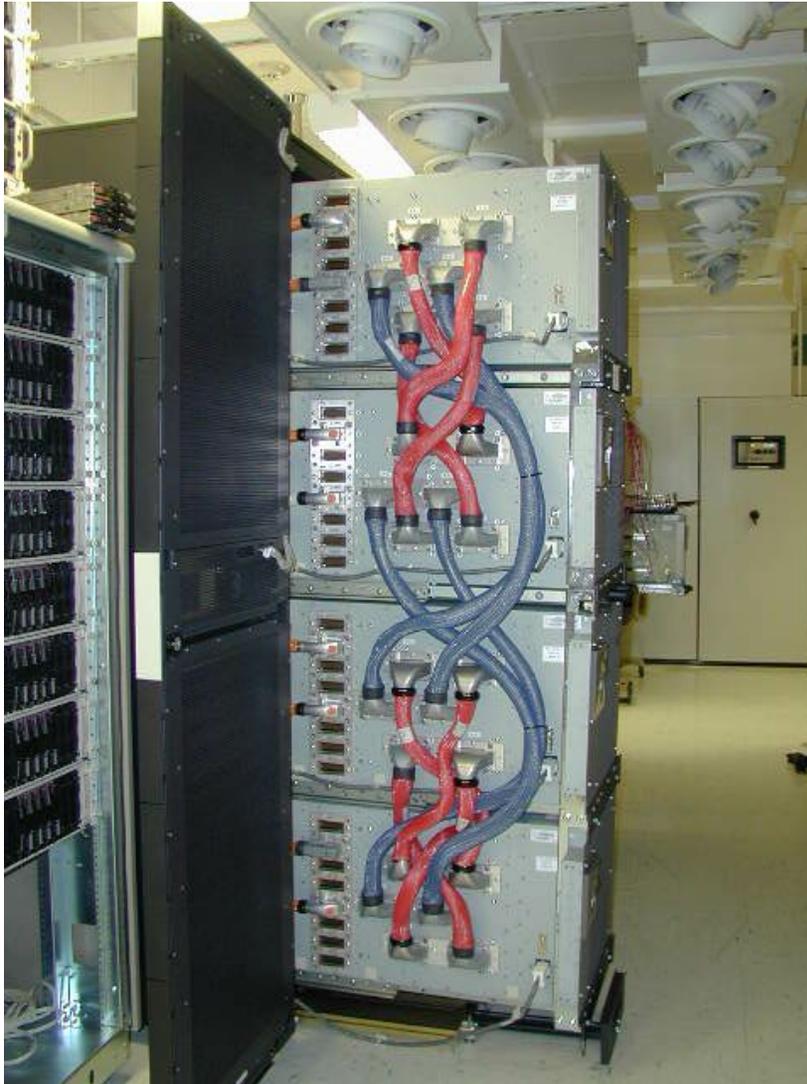
Looking forward



■ = at least until
 ■ this date

Customers applications depend on Alpha at least until Integrity is ready
We need to keep supplying Alpha to meet your needs

AlphaServer EV7 systems



How are we taking care of Alpha?

- ISV application support focus
- Fully Integrate Alpha into HP
 - Configuring tools – Sales Builder and eCo
<http://h30099.www3.hp.com/configurator/>
 - HP Renew and Trade-up
- Care Pack services
 - Better value
 - Easy to buy
 - New – October 1st

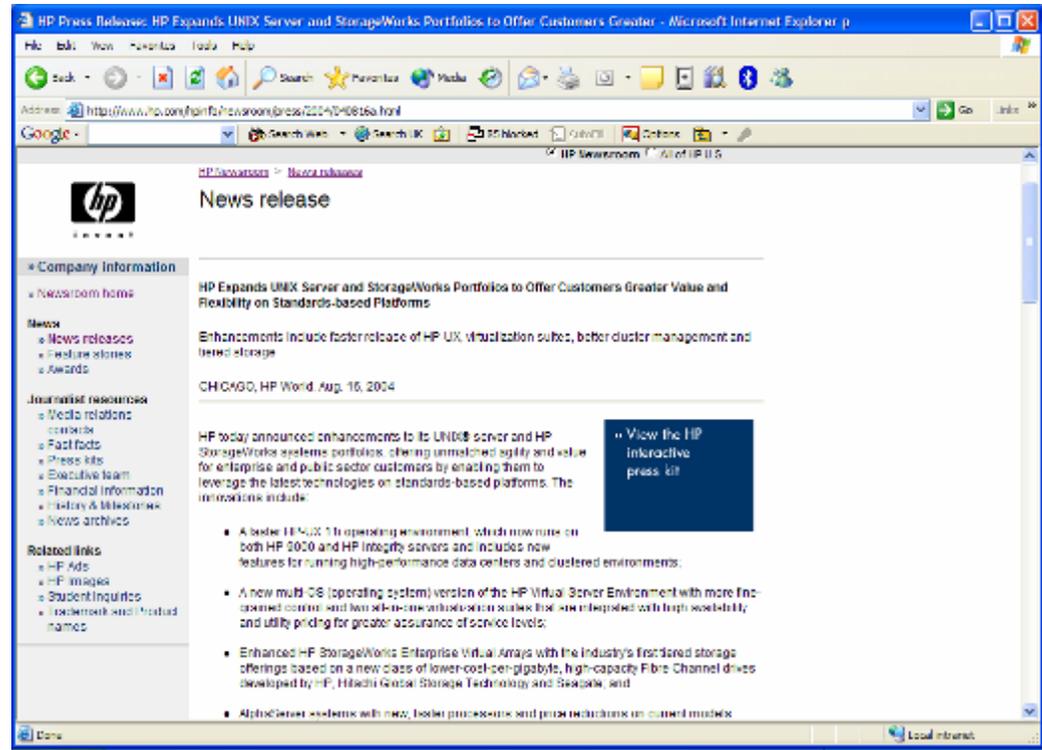
Ken, the
handouts!

How are we taking care of Alpha?

- Continue to deliver good value
 - Pricing
 - Product refresh



August 16
2004

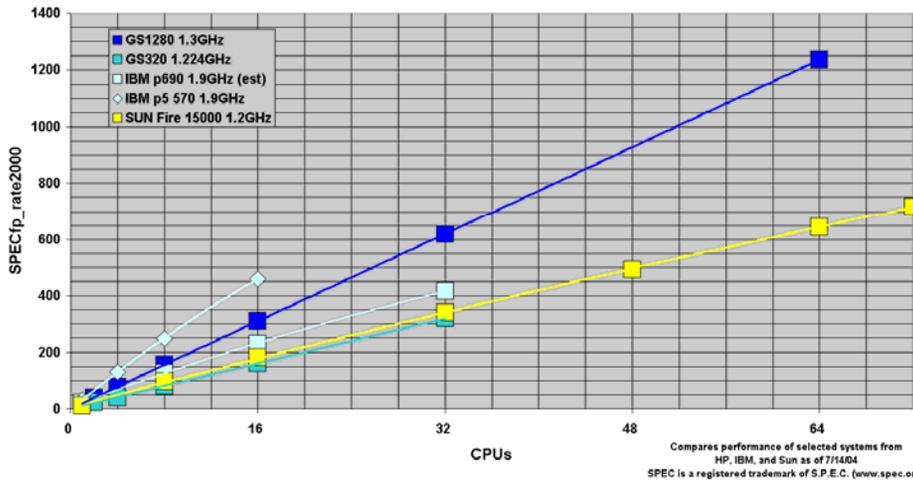


“HP has also added performance enhancements to the AlphaServer product line with new EV7z and faster EV7 processors, providing OpenVMS customers with a cost-competitive platform”

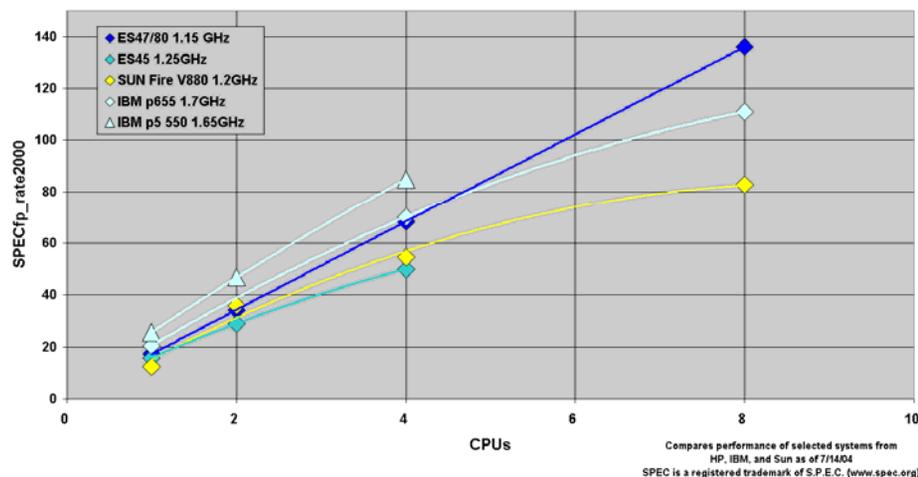
Better single CPU performance & SMP scaling



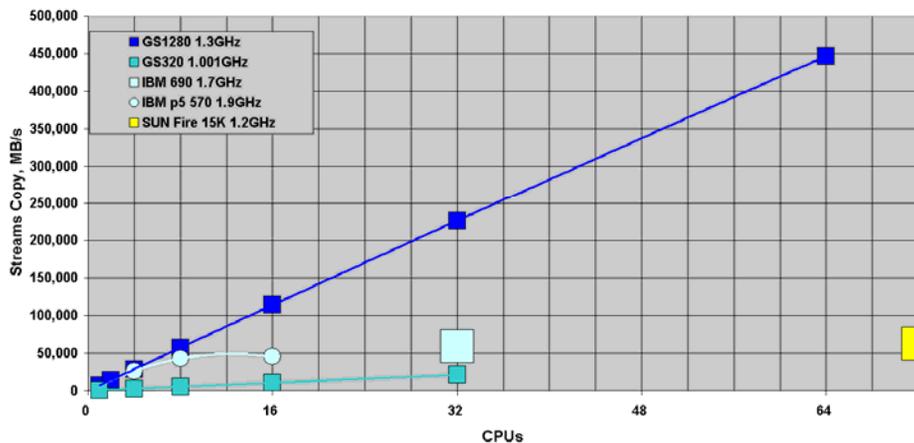
SPECfp_rate2000



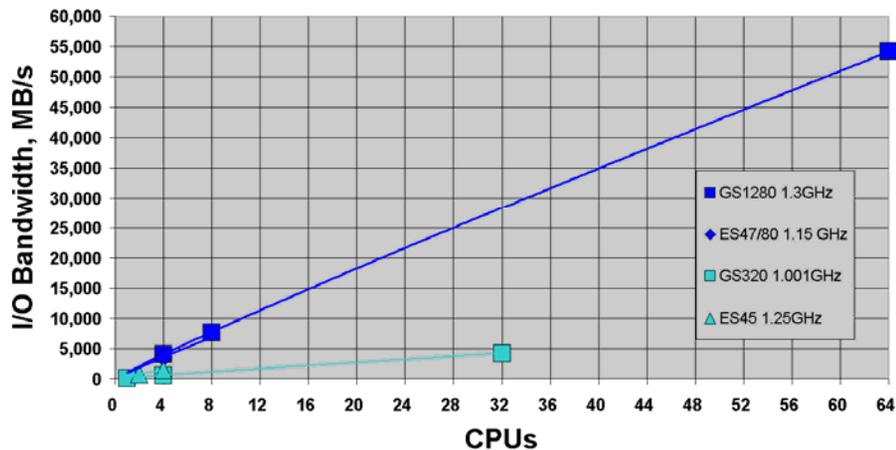
SPECfp_rate2000



Memory Bandwidth



I/O Bandwidth, Delivered



How is Alpha doing in EMEA?

**TOP
SECRET**

OpenVMS – now by HP



For OpenVMS customers

Louis Armstrong

sings

“We have all the time in the world”





HP Integrity servers are taking off, as are the companies using them.

Companies adopting HP Integrity servers, powered by industry-leading Intel® Itanium® 2 processors, are seeing remarkable gains in performance. The momentum is building. One after another, companies are choosing HP Integrity servers. Leading software and technology partners such as BEA, Microsoft®, Oracle, SAP and Siebel Systems have embraced the platform as an industry standard. And with the ability to manage a mixed environment of UNIX, Microsoft® Windows®, Linux and OpenVMS, HP Integrity servers are fast becoming the ultimate consolidation tool. Demand maximum performance, reliability and cost-efficiency now, on a platform that will carry you forward into the future. Demand performance that's

COMPUTERWORLD An IDG
company

June 21, 2004



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