

What are they?

You probably have heard that HP NonStop servers have 24 x 7 availability, and you may have heard them described as fault tolerant. But what you may wonder, Who needs this level of availability, and why is built-in fault tolerance important when clustering capabilities seem to achieve this quality?

To understand the value of these servers to customers and to HP's portfolio, you should know that NonStop servers

- Are fault tolerant in both hardware and software
- Have a fully integrated stack (hardware, operating system, database, middleware)
- Provide online manageability of database, application, and hardware resources
- Utilize open standards
- Have been rated as providing the lowest total cost of ownership (TCO) among enterprise servers
- Offer simplified management using industry-standard tools in a heterogeneous environment, such as HP OpenView products

NonStop servers play an important role in HP's success by completing a competitive and powerful portfolio. In critical markets, the NonStop server is a powerful tool for customers and a weapon against high-end competition, especially IBM.

These top-rated servers deliver a better class of service than mainframes and act as the backbone of critical and complex IT environments. They are interoperable with other platforms, use open standards, and are more easily managed and more adaptive than mainframes. Plus, they are more affordable.

NonStop servers have a fully integrated stack—which means that the hardware, operating system, database, middleware, networking, and application program interfaces (APIs) are all designed to work in parallel together. An integrated stack achieves something unique: fault tolerance with virtually unlimited scalability. This quality is delivered transparently through standard interfaces to the application. As a result, the developer does not have to do anything special to take advantage of the computing environment.



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HP NonStop servers
Meeting high-end enterprise
demands



Where do they fit in HP?

NonStop servers are powerful. They are best used for complex environments, key business-critical applications that require 24 x 7 availability, large databases for data integration and real-time computing, and real-time high-transaction environments.

The NonStop platform expands HP's portfolio. It is a better option for applications than mainframes and other fault-tolerant options and sets the bar with the highest level of availability in its class. A 2002 study by Gartner of multiple vendors of high-availability systems rated the NonStop platform on par with IBM Parallel Sysplex systems. The NonStop platform fared significantly better when measured with the NonStop SQL database against the IBM zSeries DB2.

The NonStop platform also runs an operational data store for the HP Zero Latency Enterprise (ZLE) architecture—a proven solution that integrates data and applications easily and simply across an enterprise in real time. As such, it truly spans HP's enterprise offerings. ZLE solutions leverage the full product line to reduce lag time in business-critical processes, providing numerous cost and quality benefits to stimulate growth and avert disasters.

NonStop servers also play an important role in the HP Adaptive Enterprise strategy.

- **Management:** OpenView management operation capabilities provide the opportunity for managing a complete environment.
- **Enterprise integration:** Real-time ZLE solutions are an integrated part of the HP Adaptive Enterprise strategy.
- **IT consolidation:** Data integration capabilities make NonStop servers a valuable consolidation and integration platform.
- **Business continuity:** A full portfolio of disaster-tolerant capabilities complement business-critical solutions.
- **Managed services:** NonStop solutions fit well in the managed service environment.
- **Partnerships:** The platform extends partnerships with independent software vendors and leading consultant/systems integrators.
- **Real-time enterprise:** NonStop servers are the hub in ZLE cross-platform solutions.

What we do for customers

NonStop servers are the backbone for businesses that run the world's most demanding computing environments—enterprises that remain online, all the time. NonStop technology is advantageous in the following areas:

Where high availability and scalability are required

- Companies that require 24 x 7 uptime.
- The NonStop platform is the only one that can deliver complete application availability—not just system availability.
- It offers extreme scalability to thousands of processors.
- Each additional processor provides virtually the same performance as the first, no matter how many are added.
- Examples of companies with such need: CRESTCo, Sabre.

In complex computing environments

- Companies that require simultaneous handling of complex, real-time transaction processing, standard queries, and large ad hoc queries against terabytes of storage.
- NonStop technology provides a single database image across all processors, so the database can be configured, monitored, and managed as a unified entity.
- Example: Nasdaq next-generation trading system.

With real-time enterprise computing

- 24 x 7 real-time–data environments.
- The NonStop platform is the hub of the ZLE architecture.
- NonStop systems offer a complete end-to-end solution, from data cleansing to customer relationship management (CRM) and supply chain integration.
- They support business processes with real-time decision support.
- Database technology allows for fast response time (seconds).
- NonStop technology provides very large database support with superior online manageability.
- Examples: Sprint, Banamex.

Myths

Here are some myths and facts about NonStop servers.

Myth: Proprietary

In fact, the NonStop platform

- Delivers open standards (CORBA, Java, C++, Tuxedo, BEA WebLogic Server)
- Will be moving to industry-standard 64-bit Itanium® processor
- Is interoperable with other platforms (Windows, Linux, UNIX®)
- Is easily managed and adaptive through industry-standard tools like OpenView
- Will support HP XP storage (by the end of 2004)

Myth: Installed base only

- Customers include many high-profile Fortune 500 companies (NYSE, AOL, and Nasdaq).
- New growth opportunities exist in current and emerging markets.
- Each new NonStop server customer typically doubles the size of its system within 18 months.
- NonStop server sales pull other product purchases.

Myth: Legacy

- NonStop servers lead with current standards and emerging technologies (IPv6, J2EE, XML, Web services).
- They have a leadership position in key market areas (finance, securities, telecommunications).
- They offer opportunities for new innovative solutions in current markets, such as real-time e-payments in finance.
- Emerging markets need this class of server for real-time data integration.

Myth: Expensive

- In fact, NonStop servers offer the lowest TCO over a three-year period (Standish Group).
- TCO includes application development, deployment, ongoing management, and cost of downtime over a multiyear period.