

# RE THINK

# What you cannot see

Nederberg Estate, Western Cape

16 April 2026



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# Agenda

16 April 2026

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**02**    The Partnership – HPE and Datacentrix

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**03**    Industry Mega Trends 2026

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**04**    The Great VM Reset – Insightful discussions on optimising VM cost

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**05**    Real world strategies for simplifying modern infrastructure

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**06**    How to transform your environment with HPE Private Cloud

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**07**    Questions

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**08**    Close out

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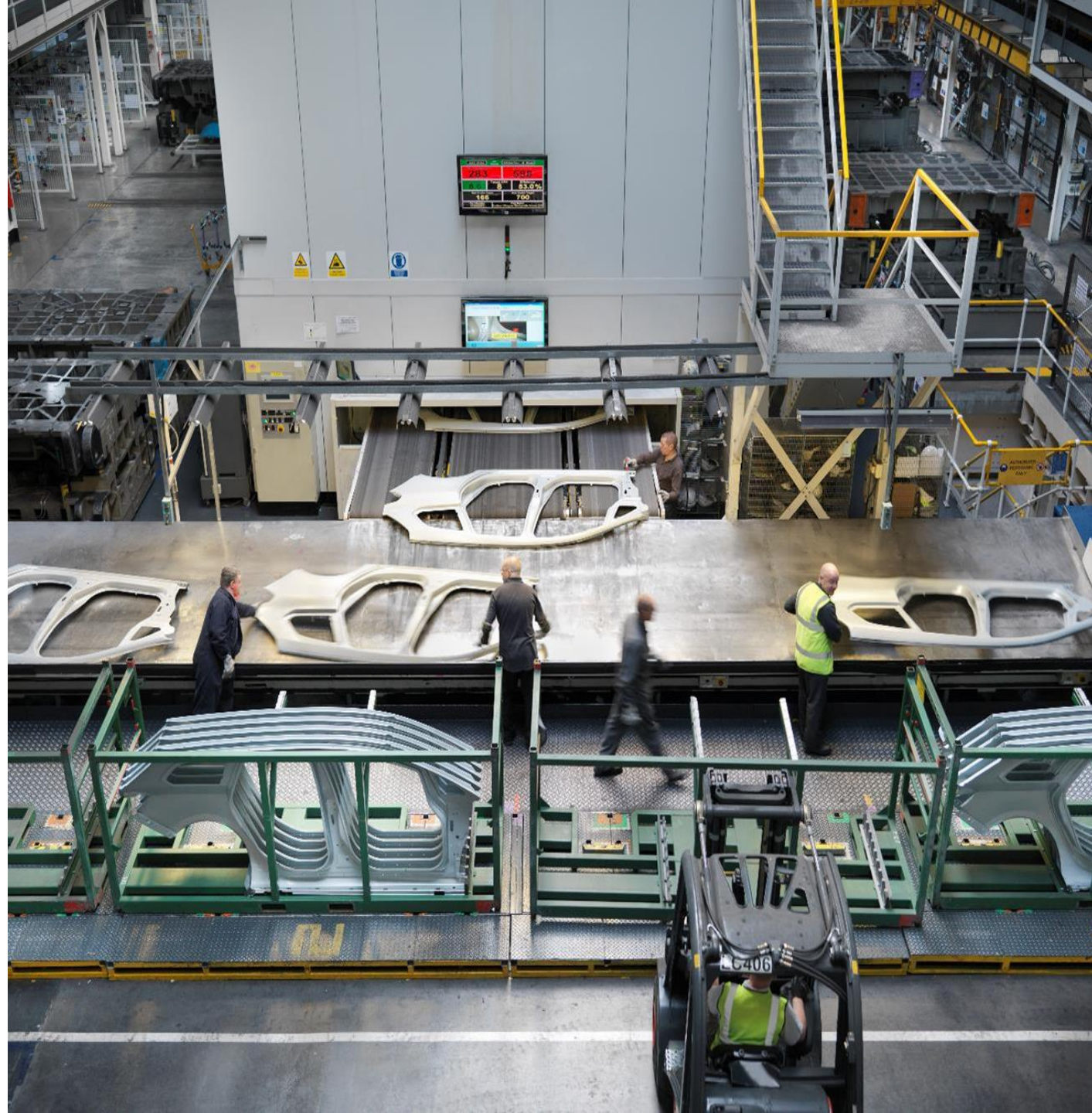
- WELCOME & INTRODUCTIONS

- Thank You and Welcome

- Speakers

- MC and Host – Pieter Engelbrecht Datacentrix
    - Donovan Titus HPE
    - Weng Lou Datacentrix

- House keeping



# THE PARTNERSHIP

- Datacentrix has been a partner since the inception of the partner program in 2006
- HPE partner since separation in 2015
- Largest certified pool of skills nationally and in western cape
- Continous successes and awards
- Platinum partner : Compute, Hybrid Cloud and Networking
- 2025 – PARTNER OF THE YEAR
  - Services partner of the year / Compute & Hybrid Cloud
  - Brand champion of the year / Compute & Hybrid Cloud
  - Storage partner of the year / Compute & hybrid Cloud
  - Security partner of the year / Network



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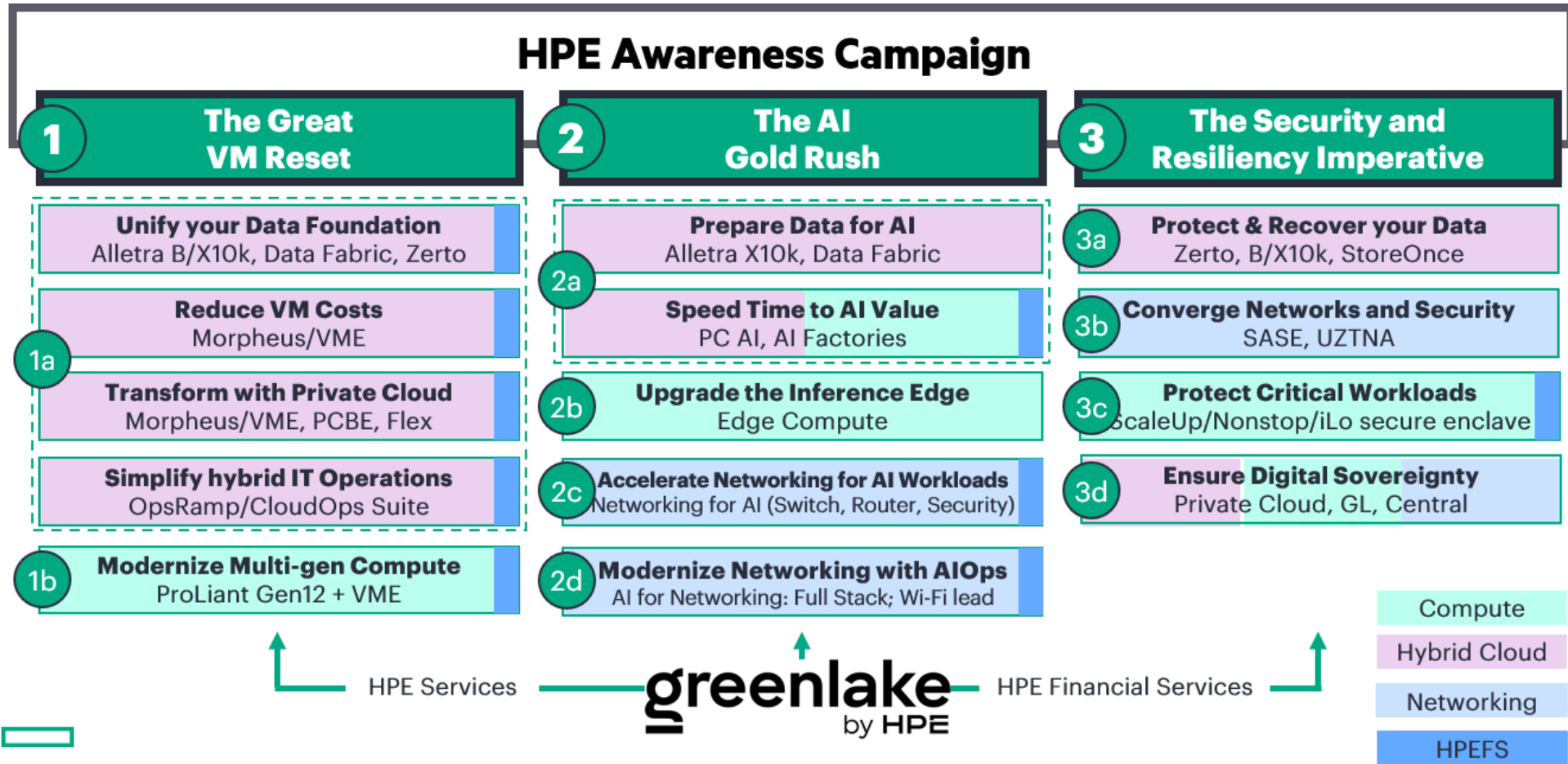
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# Industry Mega Trends 2026

## FY26 Customer Acceleration Plays - CAPs



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# Customer voice

*" I'm evaluating options, but it will take 2 years to deal with VMware while I also adjust our container strategy, figure out AI, and re-evaluate public cloud. Oh yeah... and I'm not getting any new people to help."*

## 3 to 5x cost increase

Driven by vendor lock-in, forced bundling, hardware limitations and VM sprawl

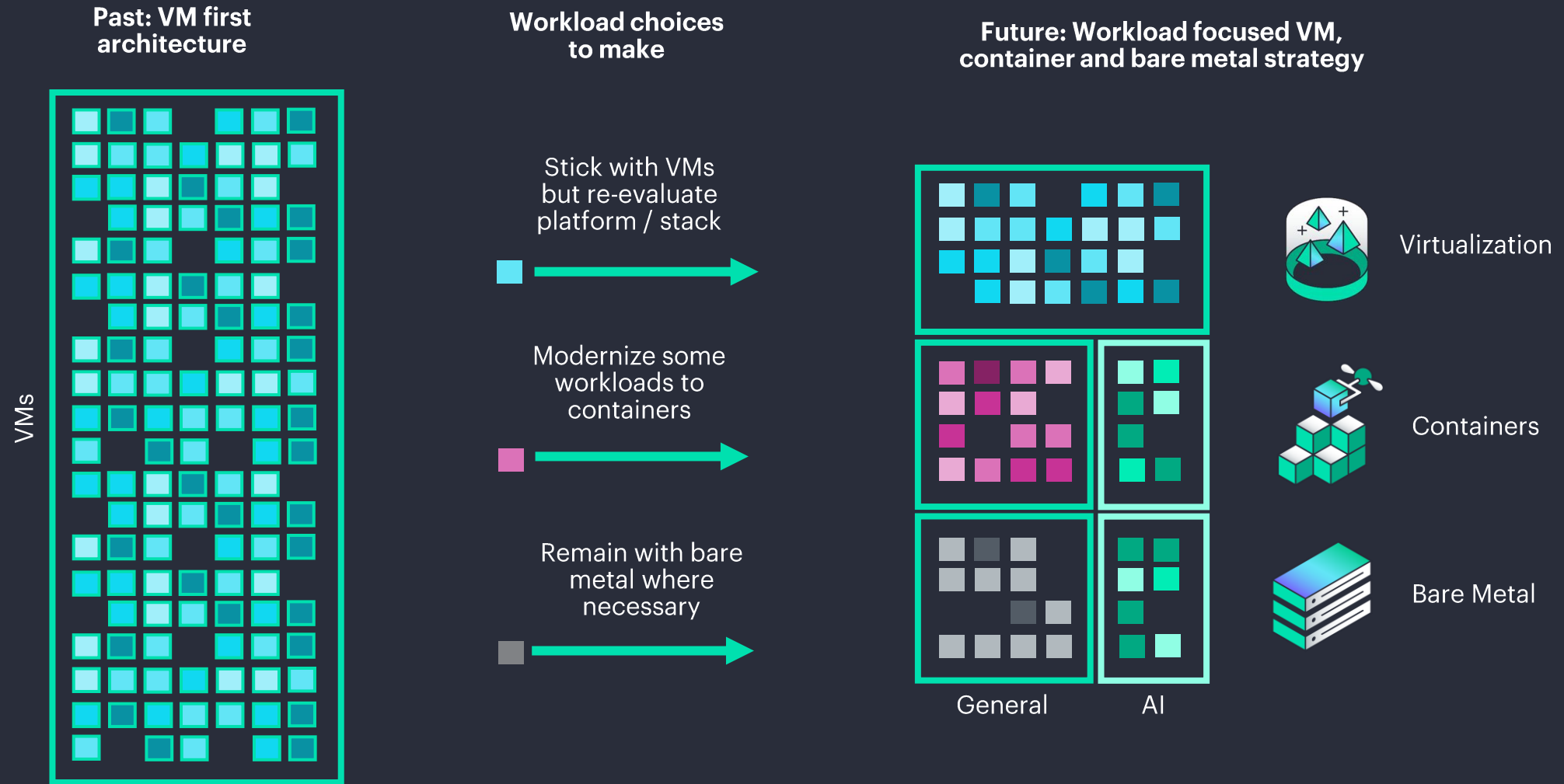
## Forcing new strategic plans

Need to support current workloads, while preparing for what's next

## Causing more complexity

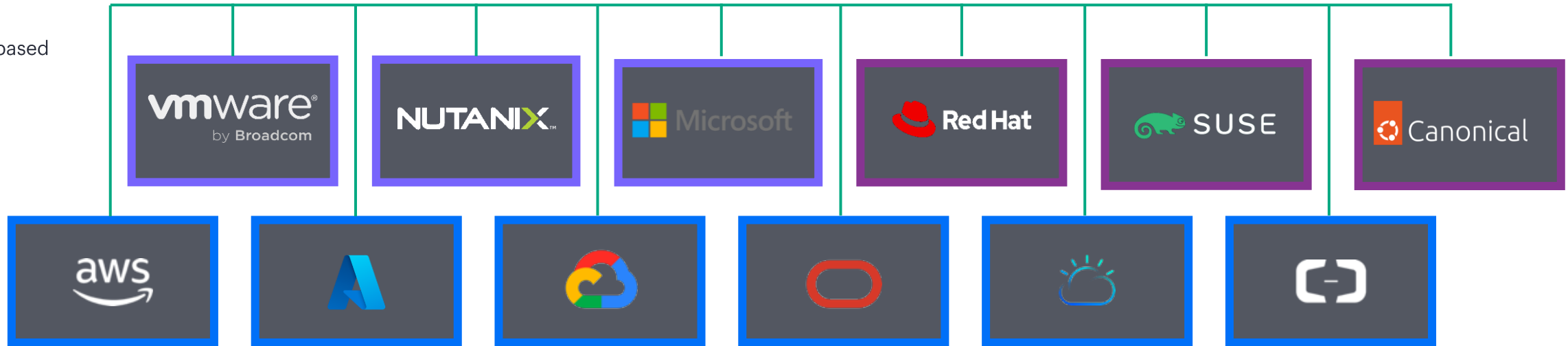
More apps, more formats, more places... with an array of tools and limited headcount

# Pushing acceleration of re-platforming and modernization



# Traditional Hypervisor options

vCPU / Core based pricing



Socket / Physical CPU based .  
No Core limit

# Introducing **HPE Morpheus VM Essentials Software**

- 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 Software

Unify VMware and HPE hypervisors

## Reduce costs with HPE's HVM hypervisor (KVM-based)

External storage support, distributed workload placement, high availability and HVM live migration, integrated data protection, GPU passthrough, and more.

## Multi hypervisor management with migration

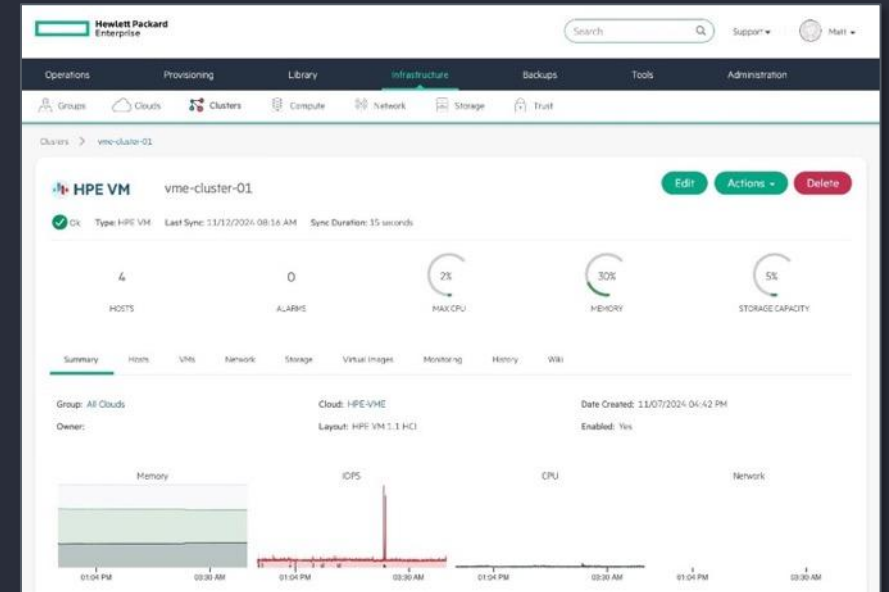
Connect VMware clusters for simple VM-vending into ESXi and HVM from one place. Includes IPAM & DNS integration, task execution, secrets management, and built in ESXi to HVM migration.

## 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.

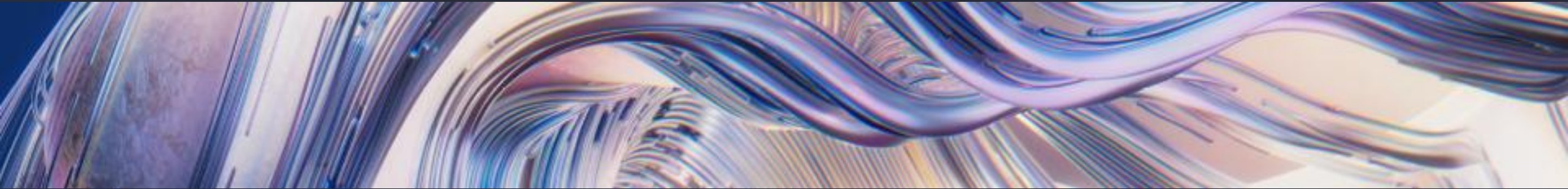
## Lower risk with an enterprise-grade support & ecosystem

HPE Morpheus VM Essentials includes HPE's enterprise-class global support. HPE is working with its ecosystem of ISVs to expand HVM hypervisor support for data protection, VDI, database, etc.



- Licensed per socket, not per core
- Standalone for HPE and 3<sup>rd</sup>-party HW
- Integrated in HPE Private Cloud offerings
- Integrated installer and OS now available

# Enterprise-grade virtualization



## Hardened

- Over 15 years of innovation within Morpheus

## Enterprise-grade security

- Modern encryption, MFA, and role-based access
- Seamless identity integration (AD, LDAP, SAML)

## Highly available

- Automated workload balancing with affinity based placement
- Native snapshots, integrated backup, and Zerto for DR<sup>1</sup>
- 100% data availability guaranteed by HPE Alletra<sup>2</sup>

## Enterprise support & services

- 24/7 global support, advisory & managed services

## Validated hardware

- Open architecture, validated with HPE and a variety of 3<sup>rd</sup> party offerings including Dell, NetApp and Pure Storage

## Ecosystem integration

- Support third-party backup tools
- Workloads from database, VDI, video surveillance to analytics

1 Coming next... Integration under development & subject to change without notice.

2 [Based on the industry's first disaggregated, scale-out block storage with a 100% data availability guaranteed](#)

# Ecosystem momentum: New integrations

## Data Protection and High Availability

### HPE VM Essentials Built in Backup

HPE Zerto Software<sup>1</sup>



COHESITY<sup>1</sup>



## Validated Workloads for the HVM hypervisor

**Database management:** Elastic Stack, Oracle Database, MySQL, MongoDB, PostgreSQL

**VDI & Remote access:** Citrix, Omnissa Horizon, HP Anyware, Virtual Cable

**Analytics & Monitoring:** Splunk Enterprise

**Security:** Vali Cyber ZeroLock

**Video Management Systems:** Milestone Systems XProtect

## VM Essentials Plugins

**HPE Aruba CX series**

**HPE Alletra MP**

**IPAM/DNS:** Microsoft, PowerDNS, Bluecat, Infoblox, Micetro, Efficient IP, NetBox, SolarWinds, {php}IPAM

**Networking:** F5 BigIP

**Security:** CyberArk, Hashicorp

**Self validation process available soon – [hpe.com/vmessentials](https://hpe.com/vmessentials)**

<sup>1</sup> Coming next... Integration under development & subject to change without notice. Timelines for 3<sup>rd</sup> parties are dependent on their development cycles

<sup>2</sup> Image based backup available for Commvault today; with support for Veeam under development & subject to change without notice.

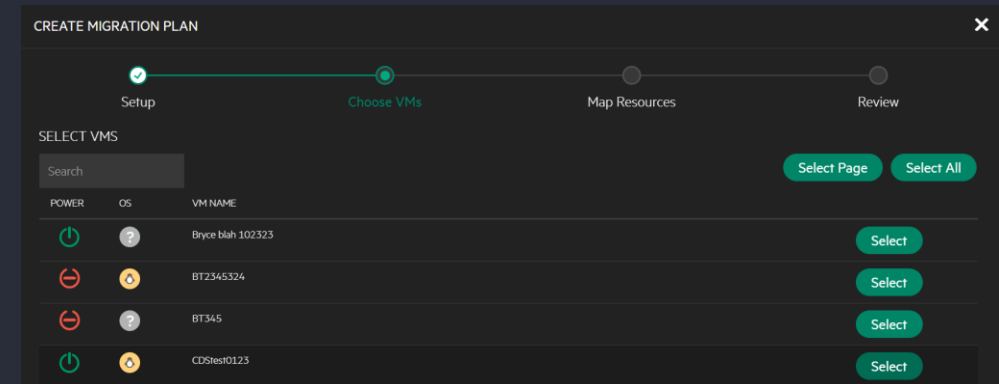
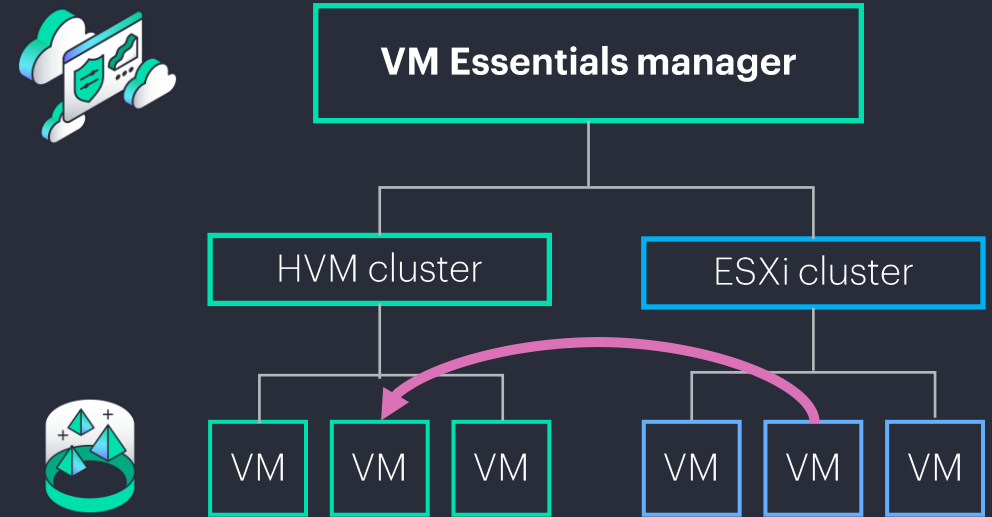
# Simplifying VM Migration

## Available now

- Batch migrate up to 20 VMs from vCenter to HVM
- Built-in validation for drivers, tools, power state, network reachability, and datastore capacity
- Supports major OS families

## Enhancements planned\*

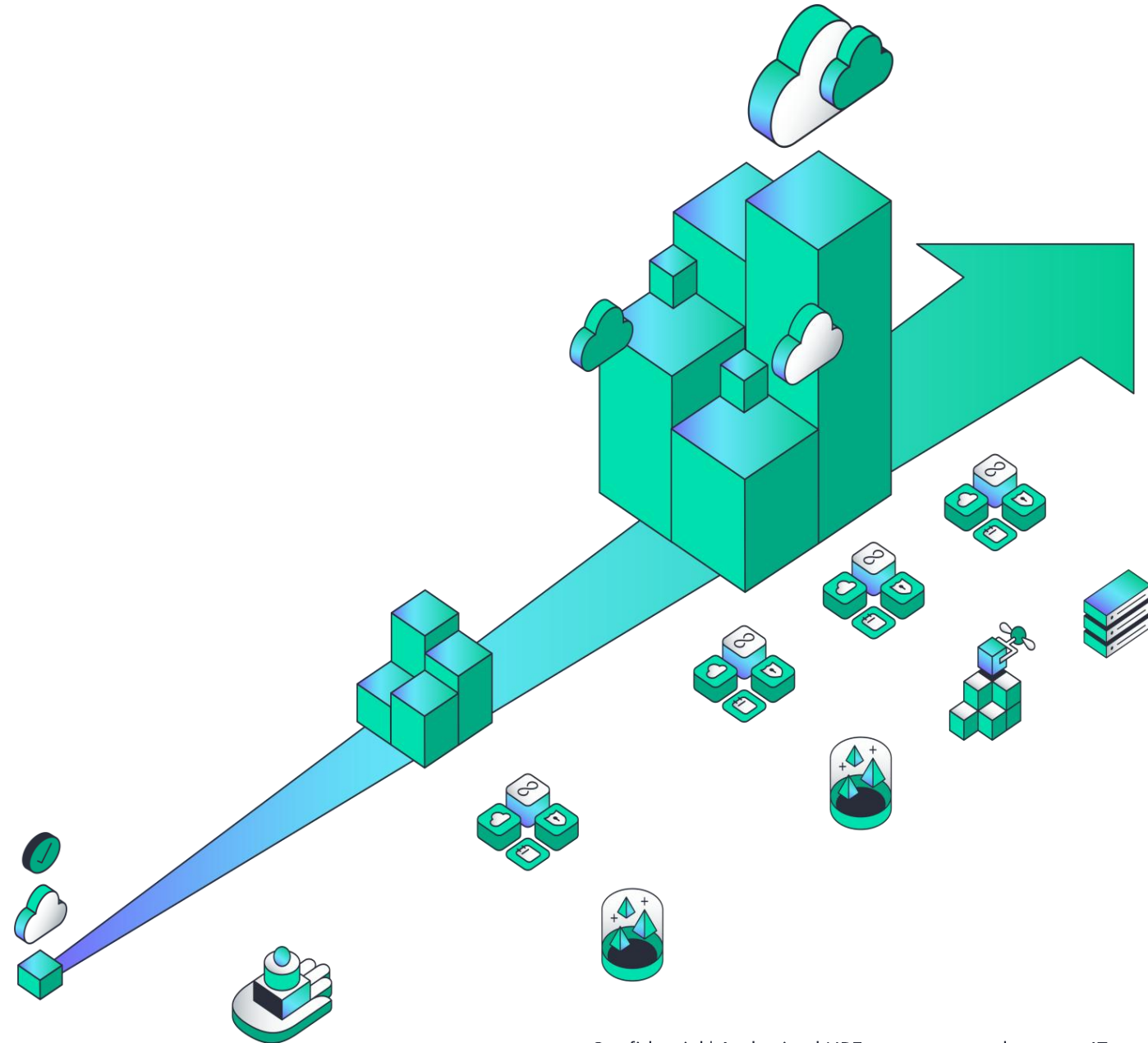
- **Increasing scale & reliability:** Larger batches, faster cutovers, predictable throughput
- **NFS targets:** Land VMs directly on shared NFS
- **Cross-cluster HVM mobility:** Rebalance capacity and simplify maintenance tasks
- **Enhanced API & automation**



\*Future features under development & subject to change without notice  
VMware → HVM involves downtime; plan cutovers based on dataset size and link speed.

# Customer ASK #1

- SIGN UP for a FREE Assessment and HPE Technical Deep Dive session on HPE Morpheus VM Essentials
- Process to follow :
  - Contact your Datacentrix account manager
  - Datacentrix pre-sales team will start Assessments
  - Datacentrix account team will schedule a HPE technical deep dive session
  - Datacentrix and HPE will present the findings from the assessment and questions from the technical deep dive session
  - Customer engagement and next step mapping



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# Real world strategies for simplifying modern infrastructure

## Compute – ProLiant

- Enhanced Security
  - Quantum Computing
  - Cyber breach
- AI optimised platforms
- Edge location options

## Hypervisor option

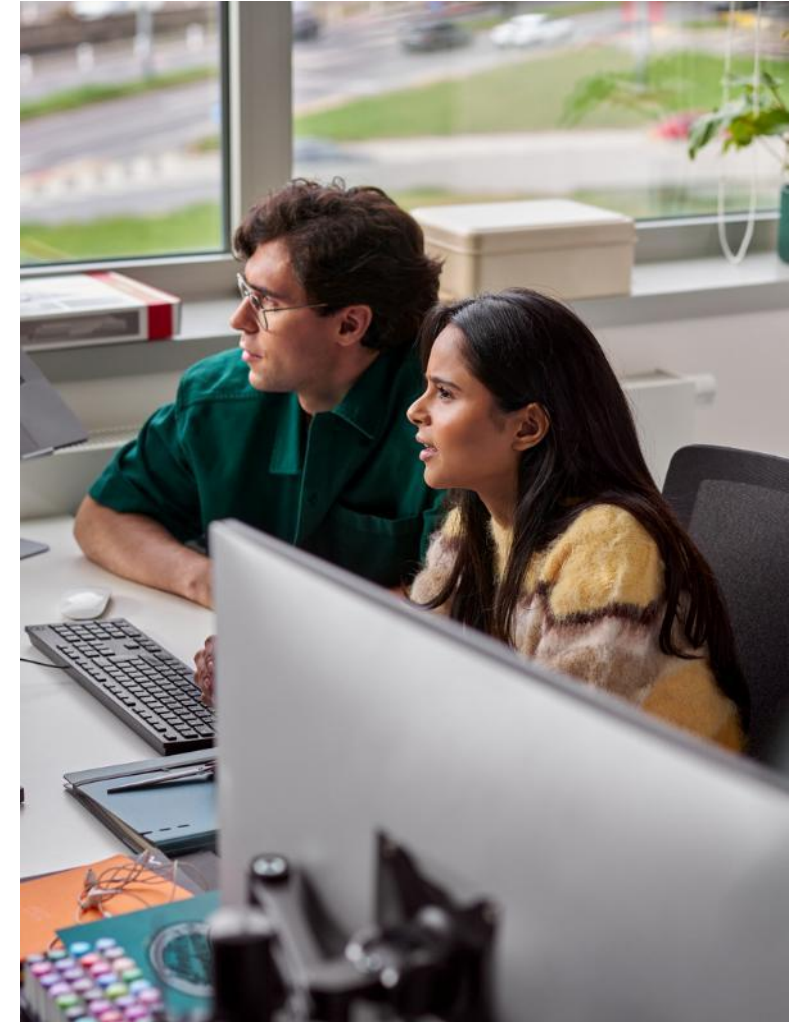
- VMWare customers do your research.
- Test the alternatives
- Do pricing comparisons

## Storage – Alletra MP

- Understand the roadmap of your current storage platform
- Built in cyber resilience features
- Faster, efficiencies and AI
- Ecosystem partnerships

## AI

- Your enterprise is exploring it already
- NVIDIA is the market leader
- Be aware of industry options
- HPE has comprehensive private and hybrid options



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# Private clouds: The cornerstone of your hybrid cloud strategy

88%

of environments  
are hybrid<sup>1</sup>

51%

of production workloads  
run on premises<sup>2</sup>

50%

use their own/dedicated  
infrastructure for GenAI<sup>3</sup>

## Where agility meets control

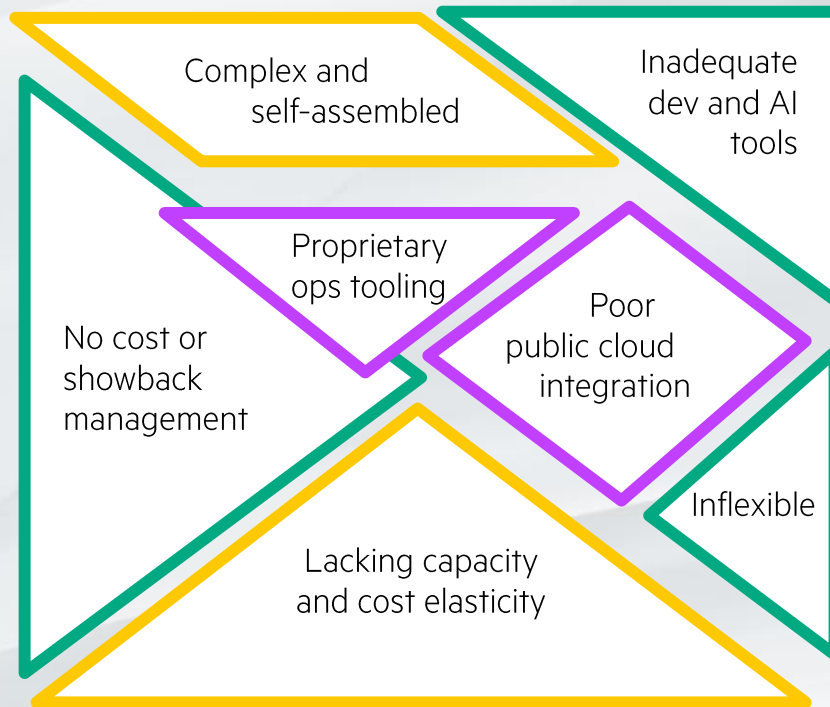
Speed | Performance | Cost | Data sovereignty | Compliance | Security

Source:

- 1 IDC, Cloud Pulse Survey, Q3 2024 n=1,724
- 2 IDC, Hybrid and Private Cloud Continue to Thrive, doc #US52666224, October 2024
- 3 IDC, Preference for Flexible Consumption of Dedicated GenAI Infrastructure, #US52044624, Feb 2024

# The modern private cloud: Your data, your rules

## From...



## To...

### HPE Private Cloud solutions

**Engineered full stack systems**—fast time to value, workload-optimized, evergreen

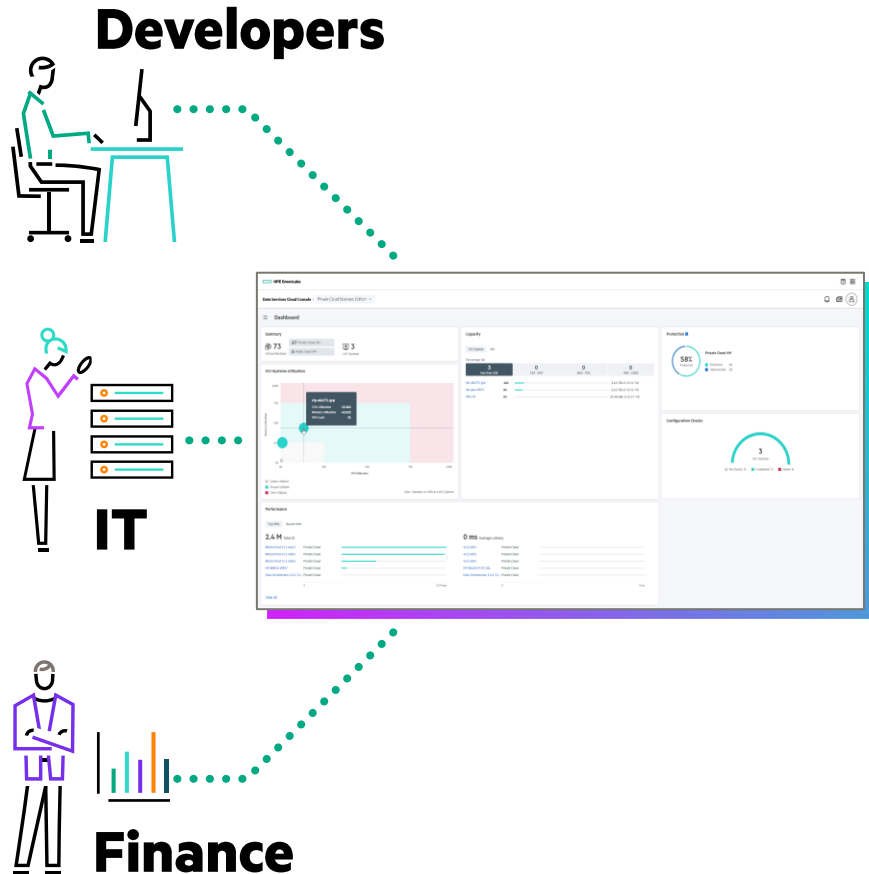
**Full cloud experience** for developers and data scientists—self-service, scalable, agile

**Hybrid by design** for simple manageability and operations as part of a hybrid estate

**Enterprise-grade governance and control** over cost, usage, compliance, IT sustainability



# Make on-prem as easy and agile as public cloud



## Self-service

Get access to IT resources and tools to **deploy apps faster**

## Monitor, manage and optimize systems

Gain **observability** of my complex hybrid cloud environment, automate, and scale

## Deploy, manage & protect on prem and public cloud VMs

Deliver a consistent **cloud experience** across my entire IT estate

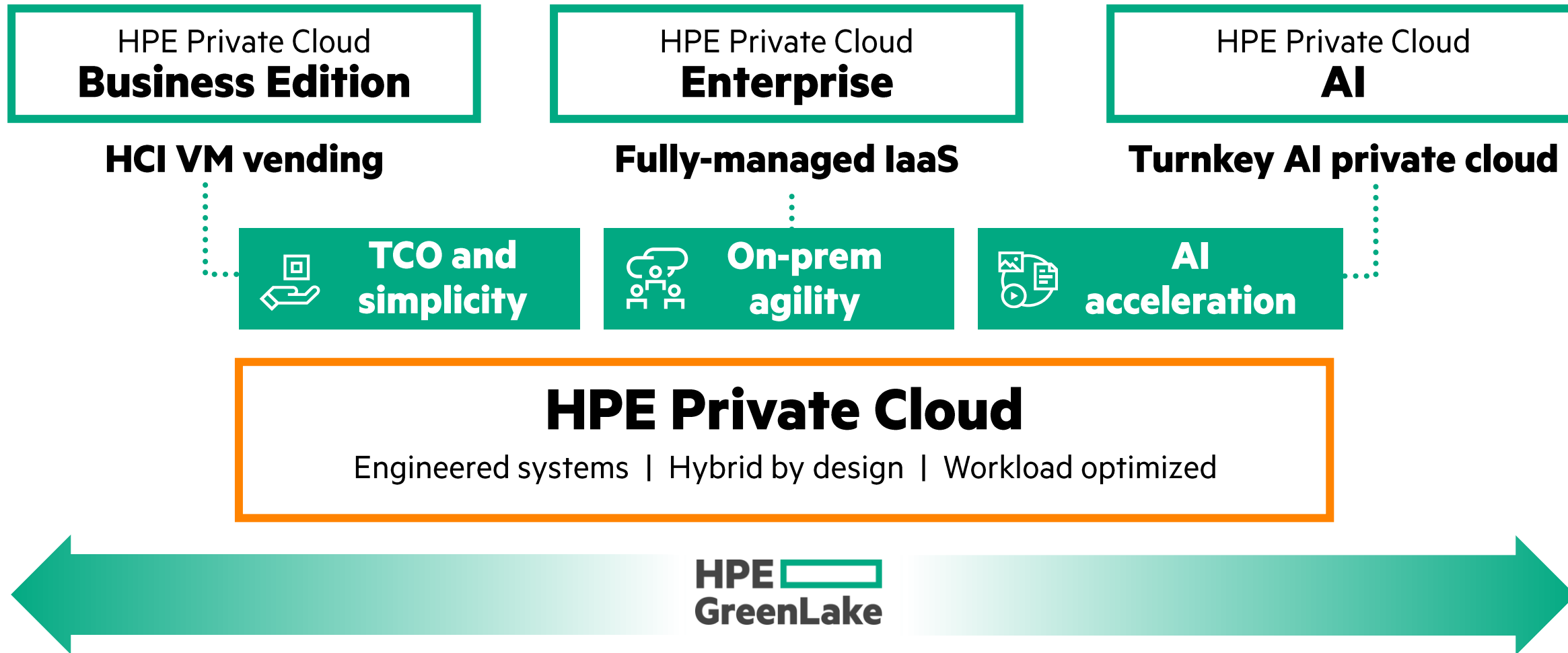
## Govern and control

Keep **data private** and benefit from role-based access, **financial and operational controls**

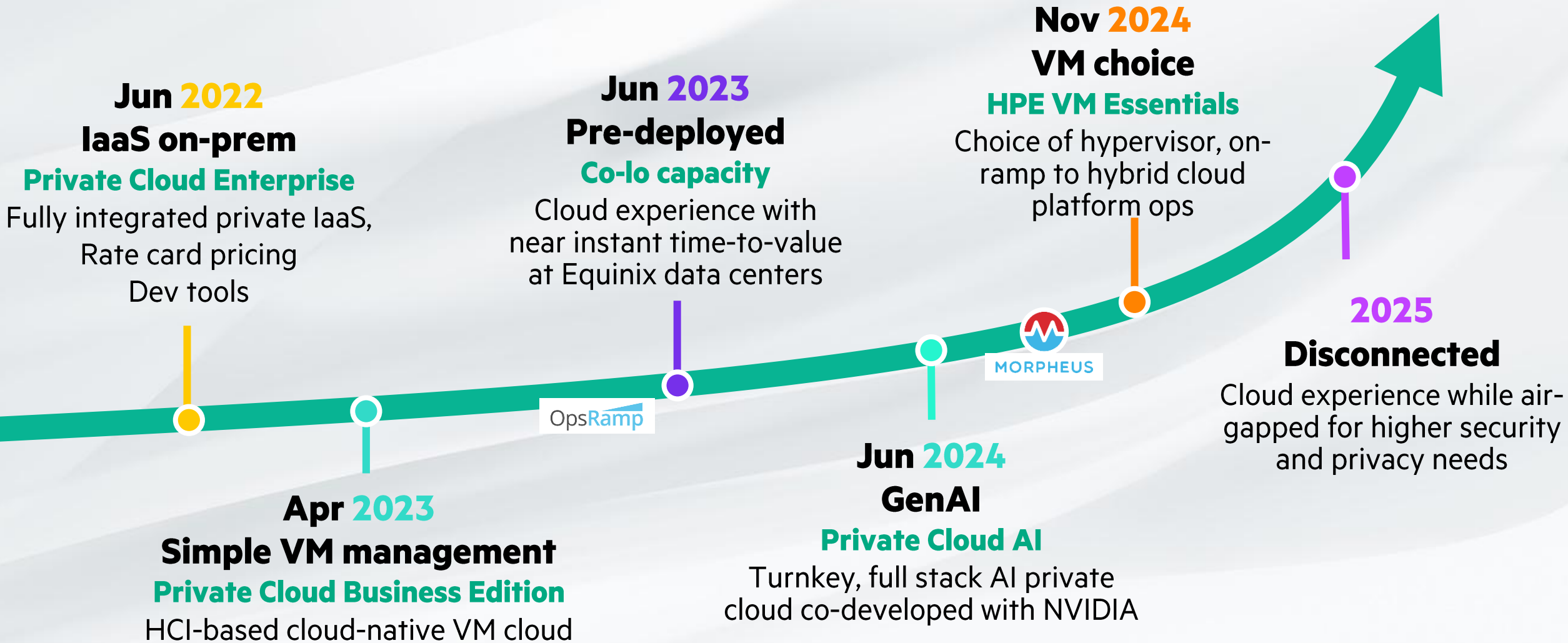
## Global dashboards

Gain **visibility** and analysis into cloud spending across on-prem and public clouds

# A unified private cloud portfolio

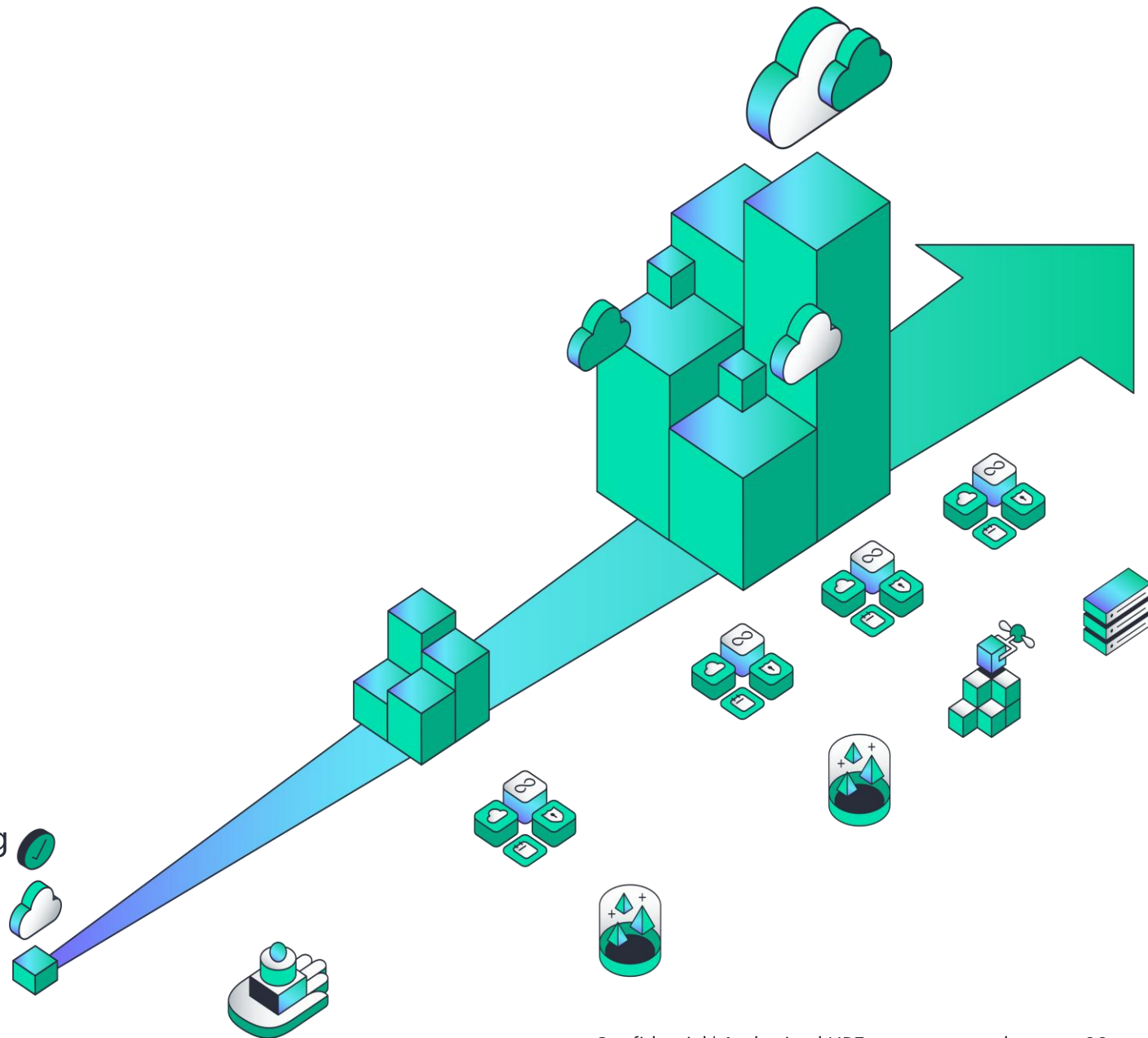


# Private cloud: The journey of innovation



# Customer ASK #2

- SIGN UP for a FREE Assessment and HPE Technical Deep Dive session on Private Cloud solutions
- Process to follow :
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# Thank You

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