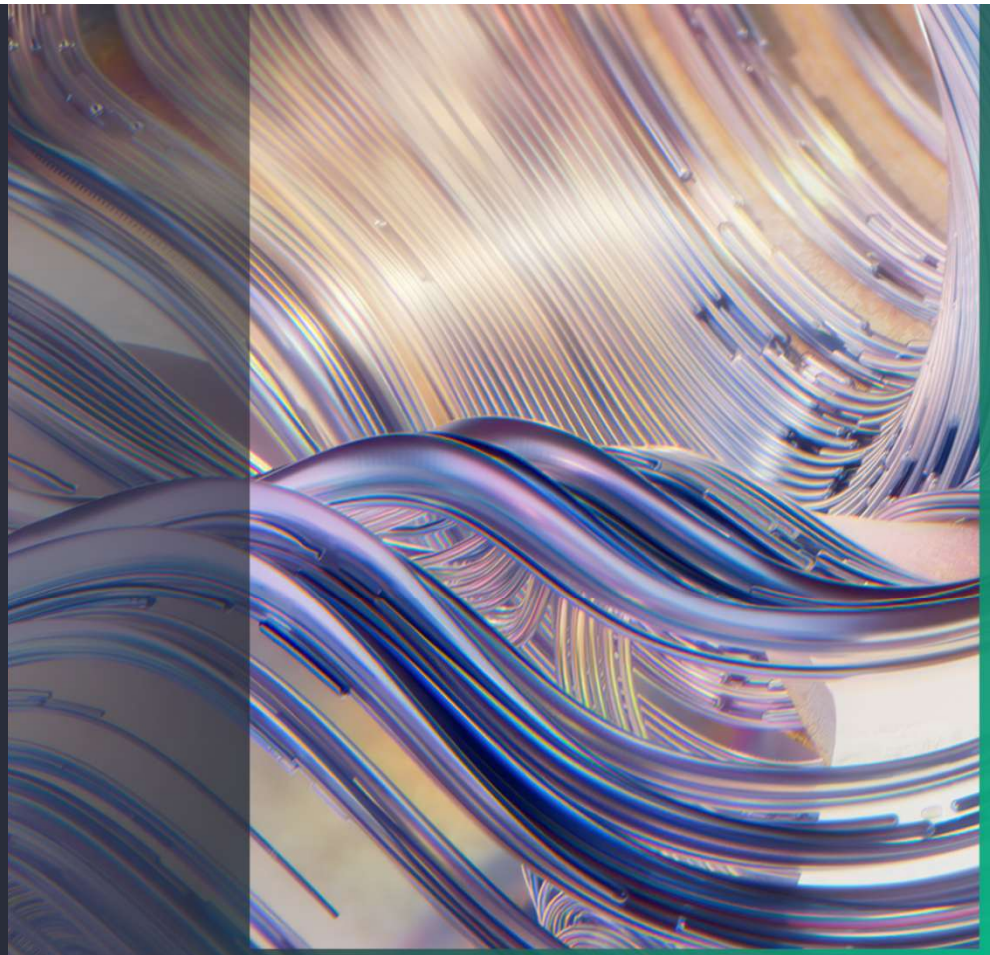
The VM Reset
HPE Morpheus Software

Andrew Perchaluk – HPE Canada Presales Leader: Storage and Data Services

October 21, 2026



Three Technology Priorities Shaping IT Strategies Across Industries

What we're hearing from organizations like yours — and where we see opportunities to modernize, innovate and reduce risk.

01 Modernizing IT & Rethinking Virtualization

Simplify operations. Improve flexibility. Control costs.

- **Reassess virtualization strategy**
  Explore choice, cost and migration paths
- **Modernize private and hybrid cloud**
  Deliver infrastructure with greater agility
- **Simplify IT operations**
  Unify visibility, automation and management
- **Refresh infrastructure efficiently**
  Balance performance, lifecycle and economics

02 Preparing Data & Infrastructure for AI

Turn AI ambition into practical business value.

- **Build an AI-ready data foundation**
  Make data accessible, governed and useful
- **Accelerate time to AI value**
  Move from pilots to production outcomes
- **Support AI at the edge**
  Bring intelligence closer to where data is created
- **Modernize AI networking**
  Plan for scale, bandwidth and connectivity

03 Strengthening Cyber Resilience & Security

Protect critical services. Reduce exposure. Recover faster.

- **Protect and recover critical data**
  Strengthen backup, recovery and resilience
- **Secure users, networks and access**
  Support modern distributed environments
- **Protect business-critical workloads**
  Plan for continuity and rapid restoration
- **Address sovereignty and control**
  Align data placement with risk and compliance

Discussion starter: Which of these priorities is most relevant to your organization over the next 12–24 months?

Virtualization cost increases shattered the status quo

Economic shock

VM license changes increased 5x on top of public cloud, core count and memory increases

Architecture drag

VM-centric stacks already giving way to K8s & cloud



Operational strain

Fragmented tools and teams, complexity outpacing IT

AI pressure

AI is the most hybrid workload you'll ever run

Virtualization costs increases shattered the status quo

From VM tax and lock-in to hybrid-by-design flexibility and control

Today's reality	Tomorrow's possibility
Rising license and support costs and forced product bundles	Predictable economics and flexible consumption
New workloads driving increasing heterogeneity	Freedom to deploy into any mix of hardware, runtime, and cloud
Tool sprawl and siloed operations	A cloud operating model with end-to-end workload orchestration
Limited readiness for data-intensive AI	A secure foundation of IT for AI plus built-in intelligence to apply AI for IT









Hybrid by design

The opportunity

Confident hybrid cloud operations across any environment

Manage every workload
through unified hybrid cloud ops



- Any workload
- Any runtime
- Any cloud, private or public
- Any location

90%
of enterprises will accelerate hybrid cloud through 2027

The new way forward: From cost to control

From organizations burdened by rising virtualization costs to those seeking a true hybrid-cloud operating model, HPE Morpheus Software transforms complexity into simplicity—delivering freedom from lock-in, predictable economics, and seamless operations across any hypervisor, container platform, or cloud.

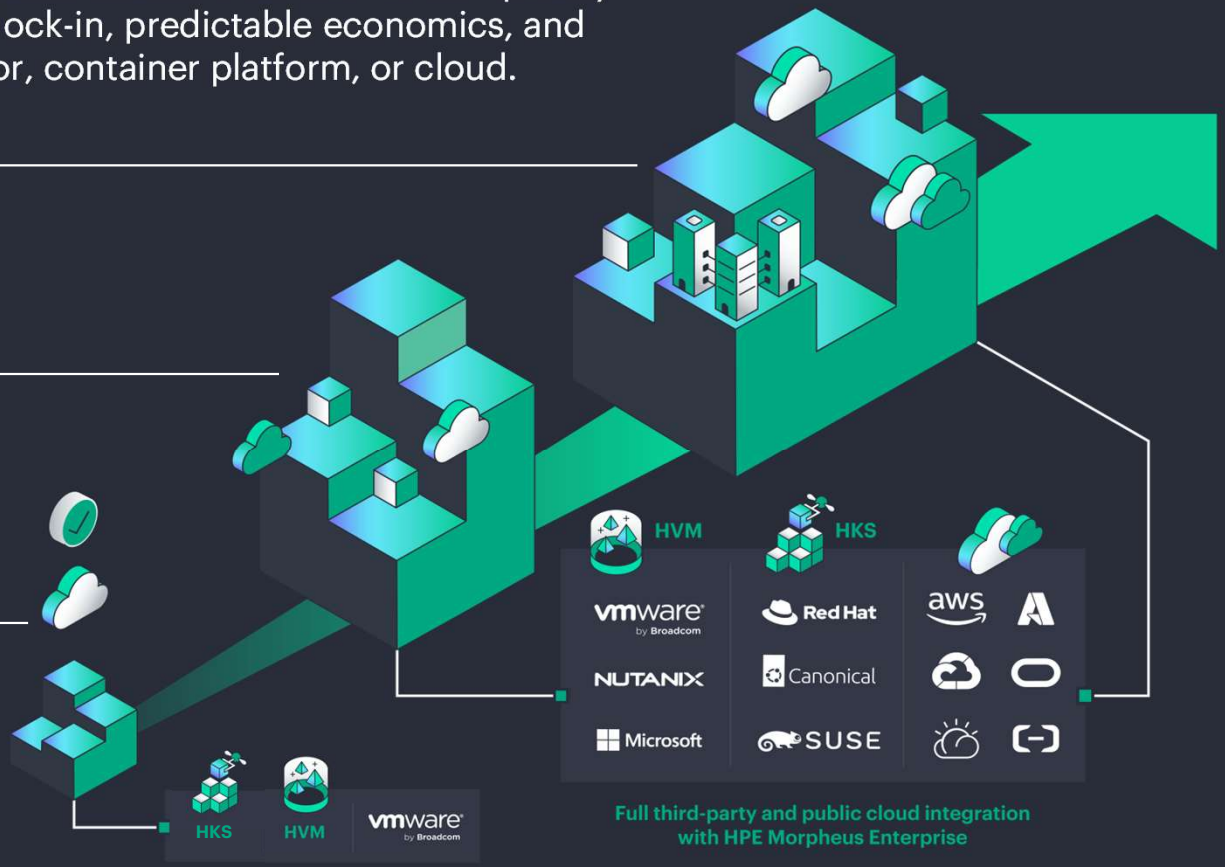
Unified cloud operating model
HPE CloudOps Software incorporating HPE Morpheus, HPE OpsRamp and HPE Zerto

Orchestration and automation
HPE Morpheus Software—enterprise

HPE Private Cloud PC7000
HPE Private Cloud AI

Virtualization to Private Cloud
HPE Morpheus Software—
VM essentials or advanced edition

HPE SimpliVity PC1000
HPE Private Cloud PC3000



HPE Morpheus Software

One platform, three editions



Simplified and unified operations

Eliminate tool sprawl with unified workflows and governance. 150× faster provisioning.

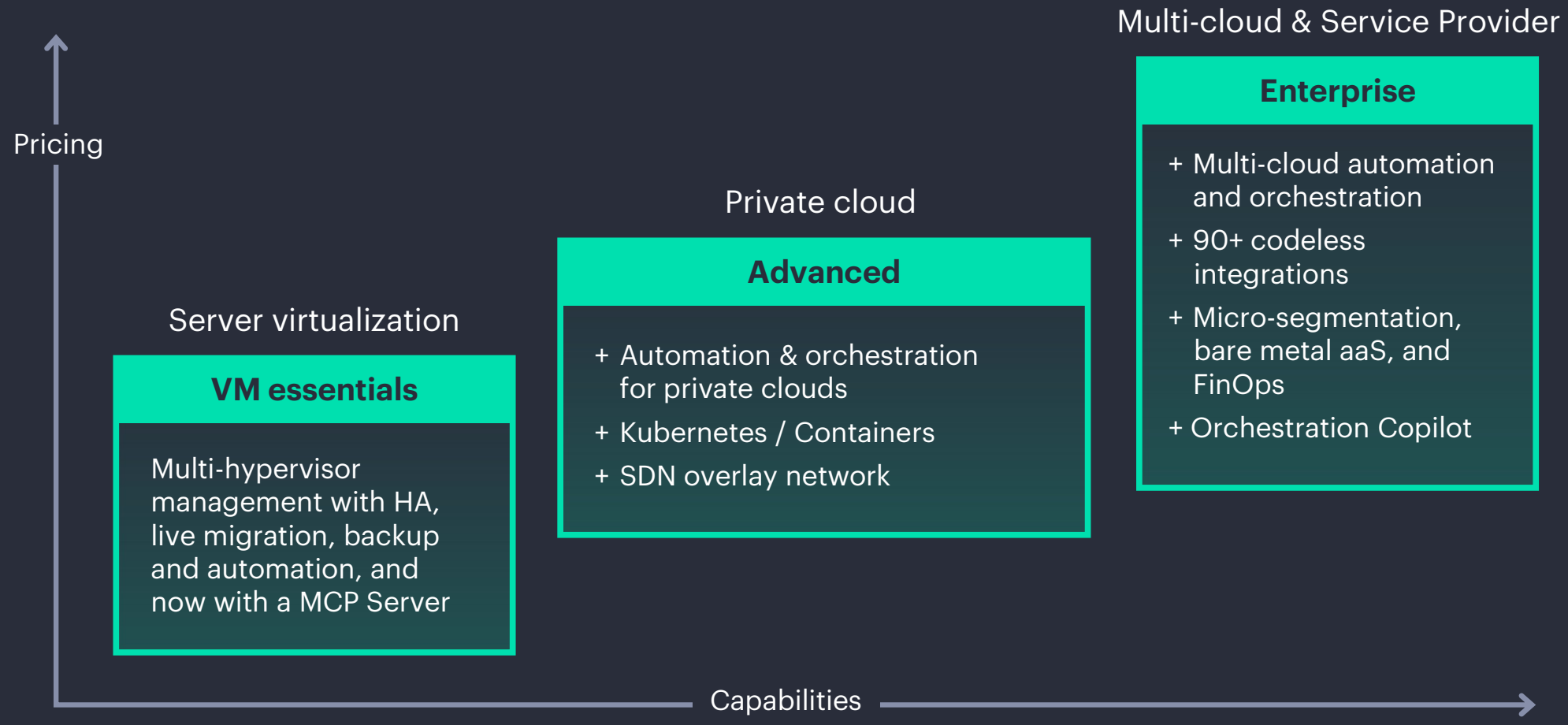
Freedom from lock-in

One control plane across any hypervisor, container platform, or cloud.

Cost savings and predictable economics

Up to 90% VM licensing savings.
Up to 3× lower 5-year TCO.

HPE Morpheus Software offerings



HPE Morpheus Software capability comparison

	VM Essentials VM cost optimization	**Advanced** Private Cloud (VM + k8s)	**Enterprise** Multi-cloud operations
HPE Morpheus Central	Unified multi-site management, included with every variant		
Multi-hypervisor & multi-cloud	HVM + VMware	HVM + VMware	Any cloud, any workload
Containers & Kubernetes	Not included	HKS Kubernetes	Full K8s ecosystem
Public cloud support	Not included	Not included	AWS, Azure, Google and more
Governance & multi-tenancy	RBAC	Persona-based governance	Policy engine + multi-tenancy
Automation & orchestration	Basic scripting	Multi-tool automation	Full lifecycle orchestration
AI & AI operations	AI integration via MCP server	MCP server + AI workflows (BYOM) + AI monitoring	Full AI ops: workflows, monitoring, AI chat, proactive agents
Built-in FinOps	Not included	Not included	Full FinOps
Ecosystem & integrations	Core integrations**	Expanded integrations**	Full ecosystem (90+ plugins)
Networking	OVS networking	VxLAN overlay + SDN plugin support	Micro-segmentation
Suggested US price*	$600 / socket / year	$2,000 / socket / year	$4,500 / socket / year



- Suggested US list price — not a guaranteed selling price; partners set their own prices.

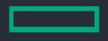
** Ecosystem plugins for the supported features are available. E.g. Backup plugins available, FinOps plugins not available



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VM essentials

Available standalone or within HPE Private Cloud systems
Enterprise grade hypervisor with per-socket pricing
Simplified management across VMware and HPE
Future-proof IT with flexible consumption & upgrade paths
Reduced risk with enterprise-grade support & ecosystem



HPE Morpheus Software—VM essentials

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

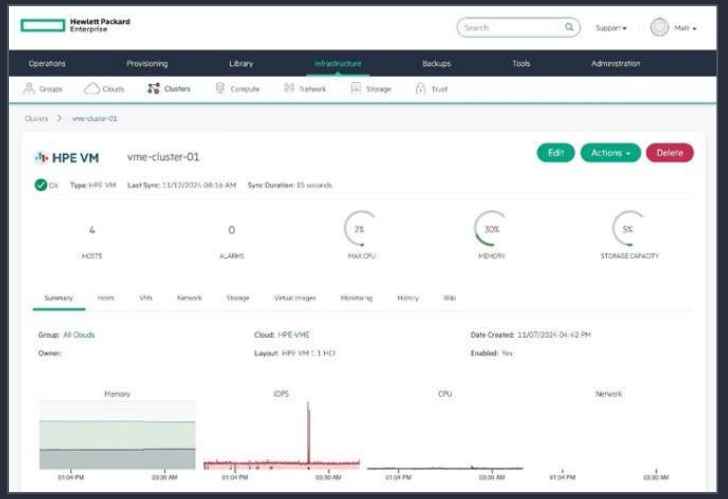
Connect VMware clusters for simple VM-vending into ESXi and HVM from one place. Includes IPAM & DNS integration, task execution, secrets management, and built in ESXi to HVM migration.

Future-proof with flexible consumption paths

Available as standalone software or integrated into HPE Private Cloud, with a path to either the Advanced for K8s support, or the full Enterprise variant for private and public clouds support, workflows, governance, and FinOps.

Lower risk with an enterprise-grade support & ecosystem

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 3rd-party HW
- Integrated in HPE Private Cloud offerings
- Integrated installer and OS now available

Enterprise-grade virtualization



Hardened

- Over 15 years of innovation

Enterprise-grade security

- Modern encryption, MFA, and role-based access with Seamless identity integration (AD, LDAP, SAML)
- STIG-aligned hardening and FIPS-compliant modules

Enterprise support & services

- 24/7 global support, advisory & managed services

Highly available

- Automated workload balancing with affinity-based placement
- Native snapshots, integrated backup, and Zerto for DR and migration
- 100% data availability guaranteed by HPE Alletra[1]

Validated guest OSs

- Win Server 2016-2025 | Win 10, 11 | RHEL 7-10 | SUSE Linux Enterprise 15 | Ubuntu 22.04, 24.04 | Rocky Linux 9 | Oracle Linux 9 | CentOS 8

Validated hardware

- Open architecture, validated with HPE and a variety of 3rd party offerings including Cisco UCS, Dell, Lenovo, Hitachi, Fujitsu, Supermicro and xFusion servers, plus Pure Storage, NetApp, Huawei and IBM storage

Ecosystem integration

- Supports third-party backup tools including Veeam and Commvault
- Workloads from database, VDI, video surveillance to analytics

1 Based on the industry's first disaggregated, scale-out block storage with a 100% data availability guaranteed

Run HPE Morpheus on the hardware you already own

Expanded HCL across Pure, NetApp, Cisco UCS, Dell, Lenovo and Hitachi



8 server vendors validated



8 storage vendors validated

Validated servers

HPE ProLiant, Alletra 4000, SimpliVity, Synergy

Cisco UCS C-Series | Dell PowerEdge
Lenovo ThinkSystem, ThinkEdge | Hitachi HA8000V
Fujitsu PRIMERGY | Supermicro | xFusion FusionServer

Validated storage

HPE Alletra, MSA, XP8
Pure FlashArray//X, //XL, //C | NetApp AFF A- and C-Series
Dell PowerStore, Unity XT | Hitachi VSP, VSP One
Lenovo DE Series | Huawei OceanStor Dorado
IBM FlashSystem

Connectivity: iSCSI, Fibre Channel and NFS

Modernize without a rip-and-replace: protect existing hardware investment, avoid lock-in and standardise management across a mixed estate with one platform.

Source: Qualification Matrix for HVM Clusters Managed by HPE Morpheus Software, August 2026. Untested hardware may be compatible but is not validated. Partners can certify further platforms through the HVM self-validation program.

90%

lower licensing costs with per-socket pricing[1]

<1%

performance difference vs bare metal[2]

1 Based on internal analysis of the cost of HPE Morpheus VM Essentials licensing versus available market data on cost of existing virtualization licensing.
2 "SPEC and the names SPEC CPU 2017 and SPECrate are registered trademarks of the Standard Performance Evaluation Corporation (SPEC). The stated SPEC CPU 2017 comparison (1260 vs. 1246) is based on SPECrate2017_int measurements comparing a bare-metal system against the aggregate score of 8 equal-sized HVM instances on the same system. Results are submitted as of 11-21-2025, see spec.org. All rights reserved."

Efficiently using memory in the AI era

Before

100%

memory reserved per VM



AI demand has sent memory costs soaring

Yet 20–40% of provisioned memory sits idle in most environments

After

~2x

workload density on the same hosts*



Our solution:

1 Consolidate workloads onto fewer systems

Use HPE CloudPhysics to identify and consolidate existing workloads—getting more out of the hardware already in place

2 Pool memory across hosts with overcommit

Safely run more workloads on the same hosts by tapping stranded memory, freeing up servers for other projects

* In HPE Lab testing

2026 Gartner® Magic Quadrant™ for Server Virtualization Platforms

HPE has been named a Challenger in the Gartner® Magic Quadrant™ for Server Virtualization Platforms based on Completeness of Vision and Ability to Execute.

Additionally, HPE is included in the Gartner® report Top 7 Alternatives to VMware.

For more information:
Visit the Gartner® Magic Quadrant™ landing page

Figure 1: Magic Quadrant for Server Virtualization Platforms



Source: Gartner Magic Quadrant for Server Virtualization Platforms, Tony Harvey, Daniel Bowers, Paul Delory, Tony Iams, Owen Marino, September 2026. Source: Gartner Top 7 Alternatives to VMware, Paul Delory, April 2026.
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Gartner® Magic Quadrant™ for Infrastructure Platform Consumption Services (IPCS) 2025



HPE is named a Leader in the 2025 Gartner® Magic Quadrant™ for Infrastructure Platform Consumption Services for Completeness of vision and ability to execute.

- **HPE GreenLake** platform provides a comprehensive consumption-based as-a-service (aaS) offering across various infrastructure domains and specialized solutions.
- **HPE Morpheus Software – VM essentials** offers a cost-effective, enterprise-grade KVM-based virtualization solution for customers impacted by VMware licensing changes and continued support for VMware.
- HPE's AI-powered, multi-vendor and multicloud HPE CloudOps Software (**Morpheus + OpsRamp + Zerto**) enhances operational agility and reduces administrative complexity.

Source: Magic Quadrant for Infrastructure Platform Consumption Services, 15 October 2025- ID G00826322.

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Wherever workloads run, HPE Morpheus orchestrates, Veeam protects

Veeam 13.0.1
Morpheus Software 8.0.13-2

Global leader in private cloud solutions

HPE

+

Global leader in data resilience

veeam

From VMs to Kubernetes, HPE Private Cloud with Veeam delivers resilience, security, and portability—by design

Expanded strategic partnership for cyber resilience and data protection

Global leader in hybrid data solutions

Global leader in data protection

- Comprehensive protection from edge-to-cloud and source-to-target
- Commvault will integrate and offer HPE Zerto Software to customers
- Enhanced HPE Alletra Storage MP and Commvault Cloud solutions

Integration announced, under development & subject to change without notice

Supported workloads with HPE Morpheus VM Essentials

Databases

- Apache Cassandra
- Aerospike Enterprise Edition
- CelerData Enterprise StarRocks
- Oracle Database[1]
- Oracle MySQL
- Microsoft SQL Server[1]
- MongoDB Enterprise Advanced
- PostGreSQL
- Rocket® Vertica® Enterprise Analytics

Data protection

	Agent based	Image based
Veeam Backup & Replication	✓	✓
Commvault Cloud Backup & Recovery	✓	✓ Sep (CBT)
Cohesity NetBackup	✓	Dec
Cohesity Data Protect	✓	Sep
OpenText Data Protector	✓	✓
SMInformation ClusterPlex*	✓	
iTernity iCAS* and iCAS-FS*	✓	

Other

Workload category	Workload
AI & Analytics	Splunk Enterprise[3]
AI & Analytics	Splunk Enterprise[3] SmartStore
AI & Analytics	Elastic Stack
Security	Thales CipherTrust Manager*
Security	Vali Cyber ZeroLock*
File Services	CTERA*
Messaging & Collaboration	Microsoft Exchange
Video Surveillance	Milestone XProtect
Healthcare	Sickbay Clinical Platform
Developer Tool	Sentry* (Application Performance Monitoring and error tracking platform)
Digital Signage	Wipro VisionEDGE*

VDI

	Basic[2]	Full[2]
Omnissa Horizon	✓	CYQ1 27
Citrix	✓	CYQ1 27
HP Anyware	✓	
Virtual Cable UDS Enterprise*	✓	
Accops Hyworks*	✓	

Latest HPE Morpheus VM Essentials Workloads
Latest HPE Morpheus VM Essentials Compatibility Matrix

* ISV self-validation

[1] Oracle: single instance; SQL Server: single instance with availability groups
[2] *Basic* refers to interoperability validation with manual provisioning while *Full* refers to integration with automated provisioning and power management
[3] Distributed clustered deployment, single site

HPE Morpheus VM Essentials Software References –

Click the logo for reference details

HPE Morpheus VM Essentials



HPE Morpheus VM Essentials

A phased path to VM Essentials

Coexist with VMware while moving workloads at a pace the business can support.

01

Assess

Understand application dependencies, downtime tolerance and renewal deadlines.

02

Coexist

Manage VMware and HVM through VM Essentials while preparing the target platform.

03

Prove

Pilot representative workloads and validate application performance and recovery.

04

Scale

Migrate in waves with agreed cutovers and business owner sign-off.

A phased approach reduces migration risk and gives customers control over timing.

HPE Morpheus VM Essentials

Migration options fit business needs

Downtime tolerance and application complexity determine the right approach.

Business requirement	Migration approach	Tools and support
A planned outage is acceptable	Cold migration VM is off during the copy	Included native migration tool Supported backup / restore
A shorter cutover is required	Warm migration Replicate first, then cut over	HPE Zerto Software RiverMeadow RMT
Complex estate or limited resources	An assessed migration plan Mix methods or rebuild	HPE Services and partners Planning through execution

VMware-to-HVM migration requires a planned cutover. Timing depends on the workload and method.

The next step: a migration assessment and a representative pilot

HPE Morpheus Software resources

Publicly available

HPE.com: HPE Morpheus Software

HPE Community:Morpheus Blogs

Collateral and other assets

Seismic: HPE Morpheus Software briefcase

PSNow: Morpheus collateral and more

HPE Support Center

Training

Sales Pro: HPE Morphus Software e-learning

Tech Pro: HPE Morpheus Software learning path

Slack Channels

Partner: #software-morpheus-enterprise-external

HPE: #ask-hpe-morpheus-enterprise

Demos

HPE Demo Portal > enter Morpheus into the search field

Thank You

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