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For Brian Allen, Symantec is both an HP enterprise Services customer and an HP Agility Alliance go-to-market solutions partner. When Allen interfaces with Symantec as a managed services outsourcing customer, he is focused on meeting and exceeding budget and service level goals agreed upon by the two companies. It also gives him a front row seat in integrating Symantec products and technologies into the HP services delivered to Symantec.

When working with Symantec as a partner, he recommends and deploys many of the same technologies and solutions to HP customers that have been proven within Symantec IT. In the below interview, Allen discusses the Symantec and HP relationship in the context of HP’s “Instant-On Enterprise” vision.

QUESTION: How does your current role at HP intersect with the company’s relationship with Symantec?

BRIAN: My current role with Symantec is actually very unique within HP. Symantec is both my customer and a partner. This, of course, allows me to work very closely with Symantec’s IT and all of the Symantec product groups and business units. We collaborate with Symantec to integrate the company’s own technologies into their enterprise and identify the benefits and value to both IT and their business. From there, we can integrate Symantec and HP technologies to develop IT and business solutions for external HP and Symantec customers.

QUESTION: What are some of the key business and technology issues that your customers have today and how is Symantec helping you address those?

BRIAN: Since Symantec has outsourced IT to HP Enterprise Services, integrating Symantec’s technology with HP Services has been a great benefit to both companies. HP is able to perform early testing in real-world environments and enable new features and functions to improve the optimization within Symantec IT. For example, about a year ago we sponsored an HP Enterprise Services’ Top Gun initiative to help develop a new virtual infrastructure backup service that combines Symantec NetBackup with HP Backup Services. We’ve subsequently taken that solution and are formulating it into a new cloud service offering. Symantec IT gains value and then both HP and Symantec are able to drive revenue with a new solution offering.

QUESTION: Symantec is an HP Agility Alliance Partner. What does this encompass?

BRIAN: Agility Alliance Partners bring key technologies to integrate with HP Enterprise Services that provide customers with the best possible solutions to enable the Instant-On Enterprise from end to end.

QUESTION: How do Symantec technologies and Symantec.cloud services enable HP to deliver value-added solutions for its customers?

BRIAN: Joint solutions from HP and Symantec enable us to safeguard their businesses and mission-critical applications with a breadth of different solution offerings. HP’s partnership with Symantec encompasses testing, technology alignment, and the ability to deploy solutions rapidly. In addition, we collaborate with the Symantec team to proactively identify and address product trends, training needs, and processes for improvement. This gives our clients distinct benefits and value in addressing security requirements and concerns.

“Security is a significant element of the Instant-On Enterprise.”

– Brian Allen, CTO, Symantec Services Group, HP Enterprise Services

– END –
QUESTION: How do you envision Symantec and HP jointly addressing opportunities in the cloud?

BRIAN: HP is currently working with Symantec product teams and Symantec IT to enable both private cloud services and public cloud services using Symantec solutions. In particular, we’ve been evolving the Symantec IT infrastructure—both servers and storage—to a cloud service model by leveraging HP solutions such as HP Matrix Operating Environment that includes Cloud Map features. This allows us to provide ready-to-deploy solutions within the physical cloud infrastructure.

QUESTION: How are Symantec security and compliance solutions helping HP to deliver more robust solutions to its customers?

BRIAN: Security is a very high impact area for HP. HP Enterprise Services helps secure more than a million applications with over 2.6 billion lines of code, and have examined and stopped more than 1.7 billion spam messages. In addition, we quarantine over 40 million malware environments annually and track 21 billion security events daily. Indeed, HP has been a pioneer in the security industry for almost 30 years. For example, we have more than 600 security-related patents and secure 70 percent of the worldwide ATM and point of sales transactions totaling $9 trillion a day. This security focus is the main reason HP has chosen Symantec as an Agility Alliance Partner.

BRIAN: We plan to have three sessions with a primary focus on the ways in which HP Instant-On Enterprise integrates with Symantec security technologies and how this enables robust cloud services infrastructures. The Instant-On Enterprise must be supported by an IT environment that provides access to its information services anywhere, anytime, and anyway that customers need it. Instant-On Enterprises are driven by major marketplace trends, including evolving business models, rapid technology advancements, and changes in the workforce.

Of course, many of these shifts have a significant impact on IT security. And security is a significant element of the Instant-On Enterprise. We’re participating in Vision to share how HP and Symantec can help our customers prevent risks and threats, manage rising volumes of information and data, and enable mobile workplace environments. Finally, we want to help customers embrace the flexibility of cloud-based IT models without generating unexpected security risks. All three of our sessions will focus on these aspects of our Instant-On Enterprise offering.

Portions of the interview with Brian Allen are available as an Executive Spotlight Podcast at go.symantec.com/allen-podcast.
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