

The Journey of One: Unifying HPE Networking Post-Acquisition

Company Name: Hewlett Packard Enterprise

Industry: Information Technology

Revenue: \$34.3B

Employees: >65,000



Mission Critical Priority

William Choe, VP of Products at HPE Networking, partnered with Gartner to integrate HPE and Juniper Networks—uniting product strategy, sales, and culture through a converged “develop once, deliver twice” roadmap for growth.

How Gartner helped

- **Strategic Analyst Consultations:** Gartner guided HPE in merging parallel product lines, shaping a unified product strategy.
- **Actionable Integration Tactics:** Gartner provided concrete, step-by-step execution plans to operationalize the integration.
- **Go-to-Market and Cultural Alignment:** Gartner supported in repositioning its unified portfolio and aligning organizational culture—the “journey of one.”



Outcome

- **Unified Product Strategy:** HPE is executing a seamless, converged roadmap, aligning teams around a common vision.
- **Market Share Growth:** The unified strategy boosted win rates and delivered strong, better-than-market share gains.
- **Customer and Market Validation:** The new approach earned industry recognition and translated into increased revenue and tangible purchase orders.



Gartner was instrumental in our ‘journey of one,’ providing the real, actionable tactics and concrete execution plans we needed.
— William Choe, Vice President of Products, HPE Networking



Gartner