



Discover2014

It's time to build a better enterprise.
Together.

Aligning to our clients' agendas

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Enterprise drivers

Increasing our relevance to our clients' agendas



**Customer
experience**



**Citizen
engagement**



**Employee
empowerment**



**IT-enabled
transformation**



**Acquisitions,
divestitures**

Seven practices aligned to our clients' agendas

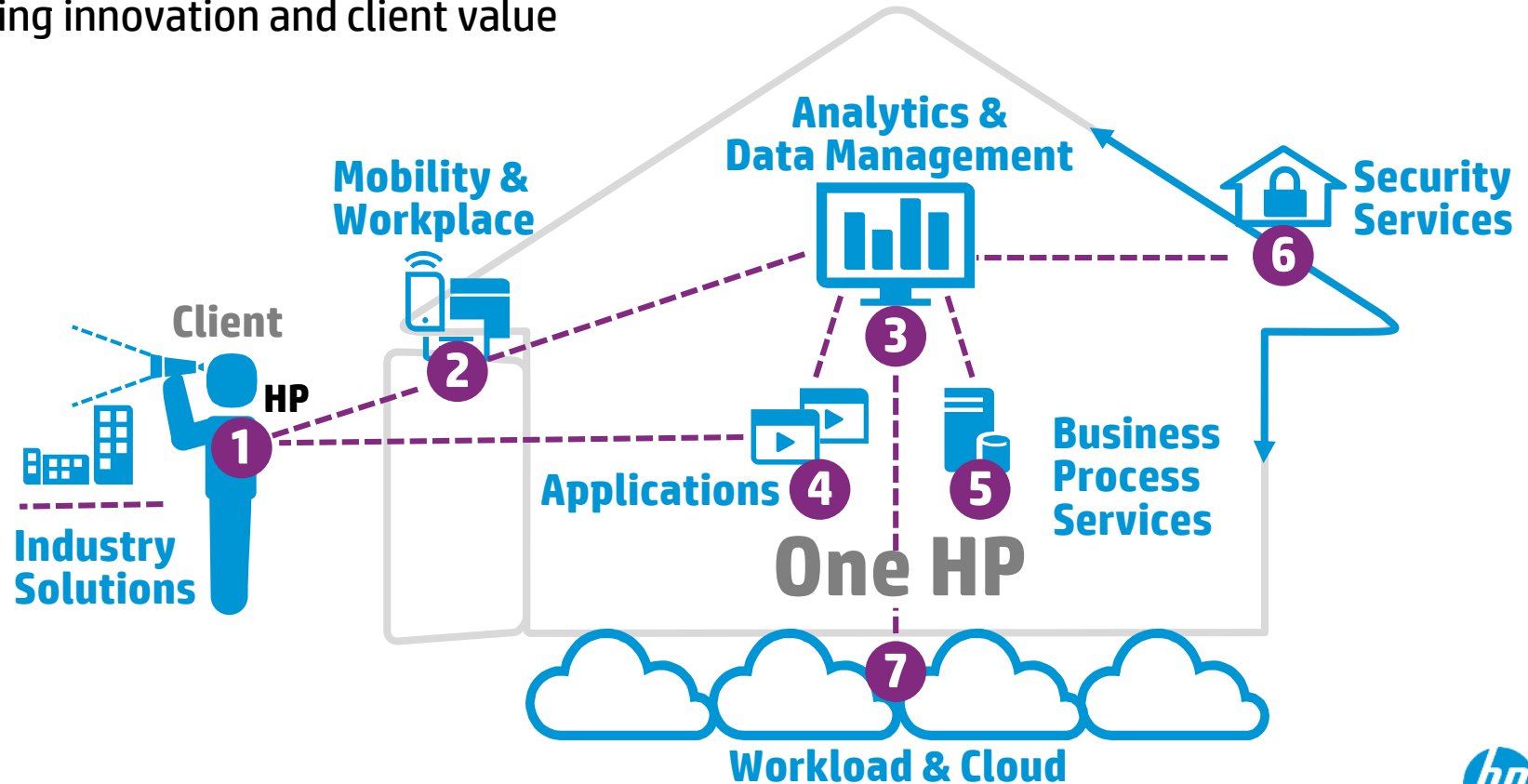
Practice

What we do

Industry Solutions	Mobility & Workplace Solutions	Analytics & Data Management	App Services & Program Excellence	Business Process Services	Enterprise Security	Workload & Cloud Solutions
Leverage specialized intellectual properties and platform expertise around specific industry segments	Simplify and automate traditional end-user support and enable workforce productivity in a mobile world	Deploy analytics to identify business opportunities and efficiently run your business, while streamlining data complexity	Manage integrated app practice and leverage center of excellence for project capabilities & transformation roadmaps	Partner with process experts and drive results with economic models based on continuous improvement	Understand gaps in security operations and protect information as it moves in and out of the organization	Define the optimal environment for critical app workload and enable network, storage and communication

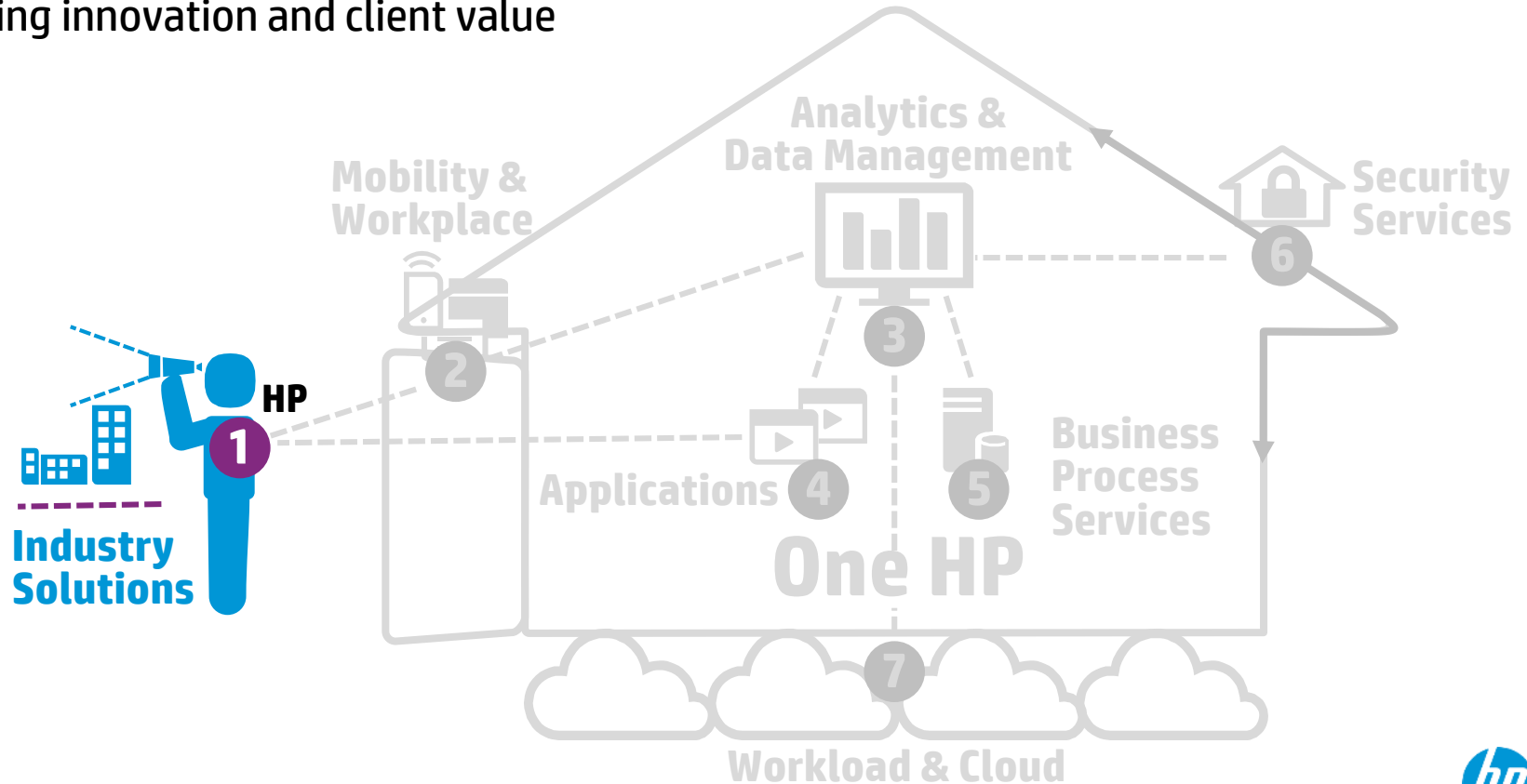
Services across seven interconnected practices

Delivering innovation and client value



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Trial without error

Rogers Wireless met Canadian subscribers at their favorite sites or apps with a data plan Day Pass. Customers responded with, “**Sign me up!**”

It's a SNAP

- HP SNAP software links critical controls with subscriber info.
- The customer receives an irresistible offer.
- Quick setup and an appealing trial run win subscribers.

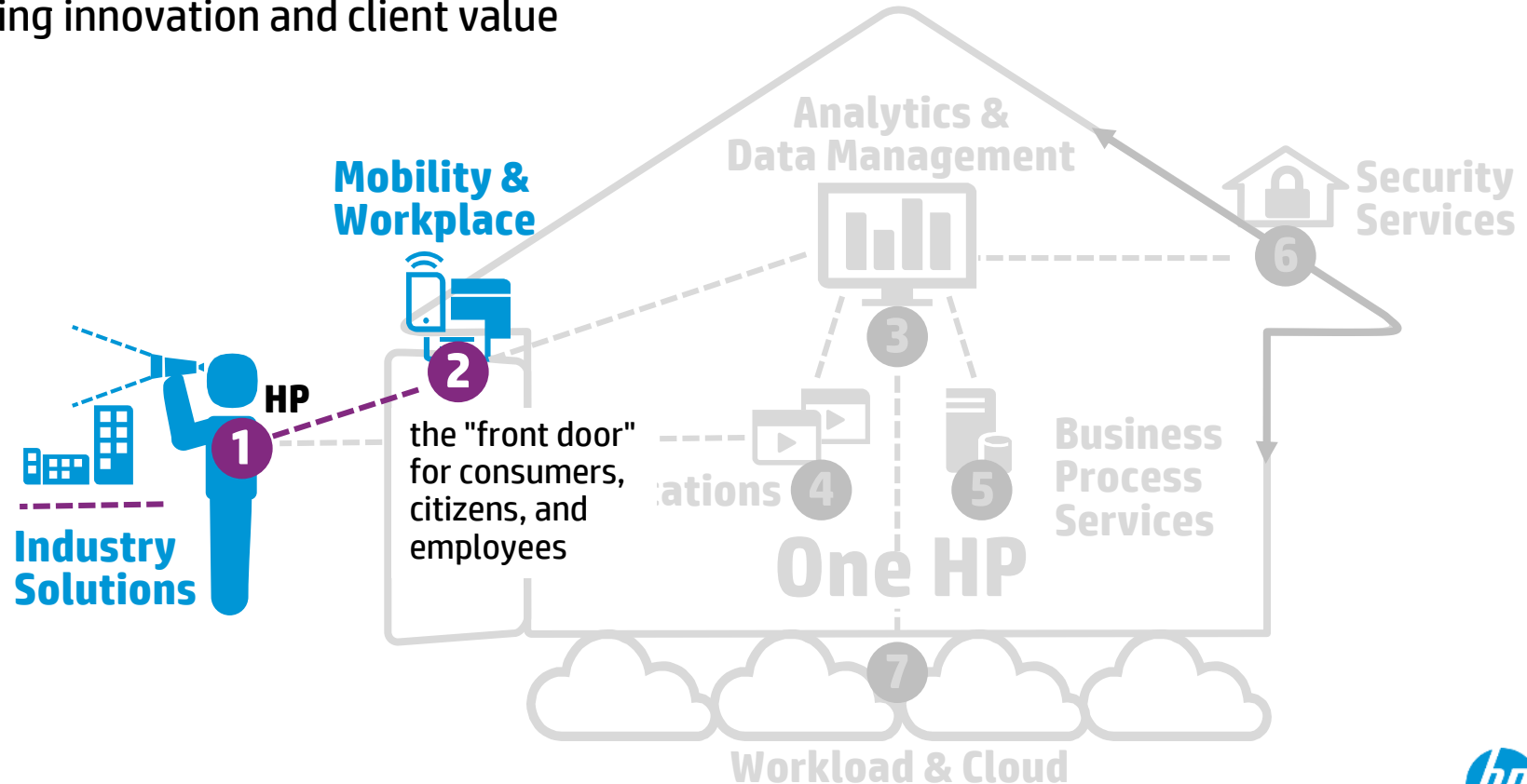
It's a hit

- **26%** increase in unique data pass users
- **17%** increase in data pass revenue
- **10%** customer conversion to recurring plans
- **98%** reduction in credits



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Effective communications is now a business critical requirement

Black & Veatch manages professionals across more than 110 countries on six continents. This made timely, effective communications a business critical requirement—but also a big challenge.

Solution

- Modernize its communications with feature-rich technologies
- HP deployed a unified communications solution from Microsoft improving overall productivity

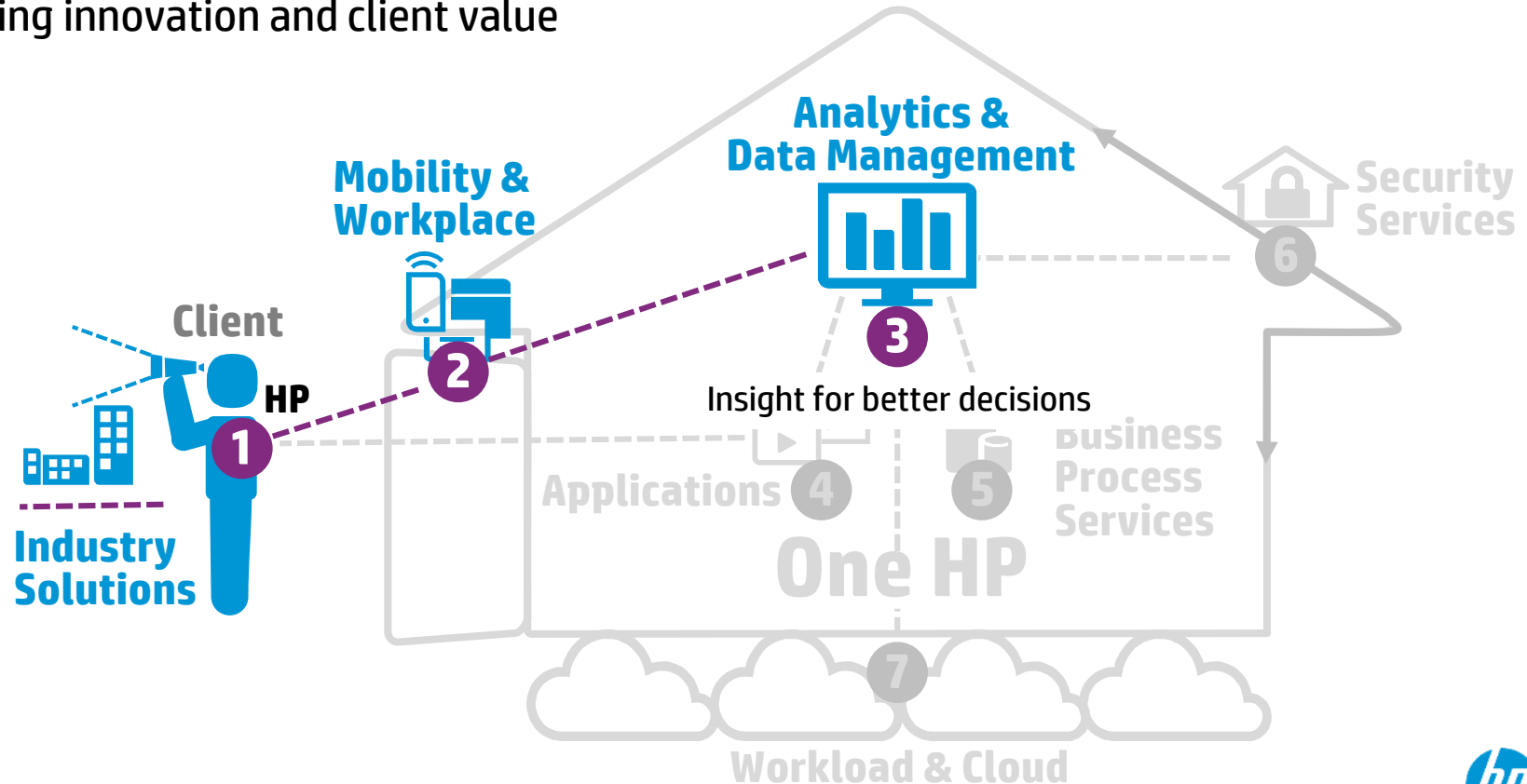
Outcomes

- Allows users to work with each other from any device anywhere.
- Generates enough savings to essentially pay for itself
- Save the client additional money within just 18 months.



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Protecting and informing — from the hub

A cloud-based information hub is improving decision-making and quality of citizen services for Norfolk County Council.

An integrated, seamless connection

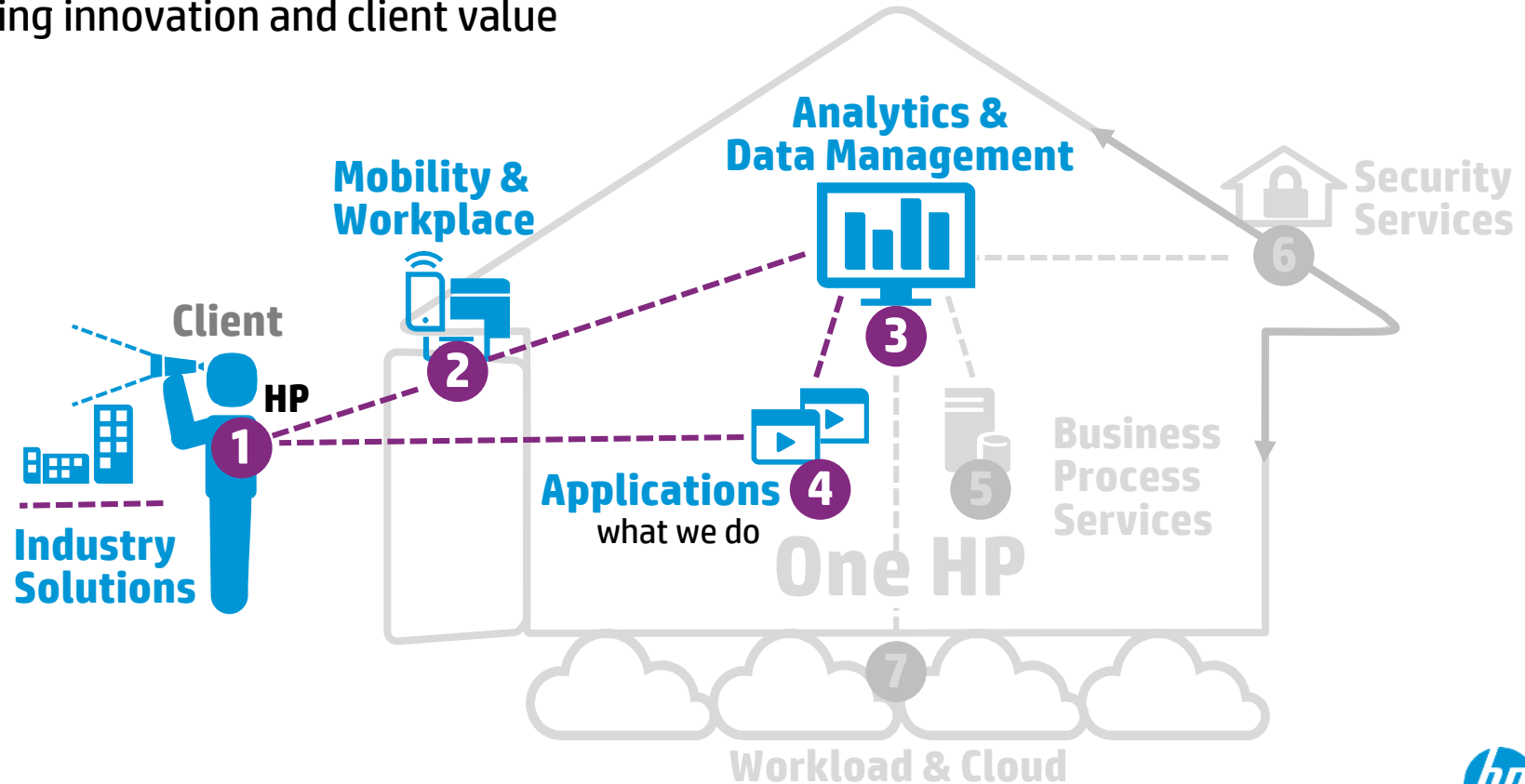
- County employees, partners, and citizens have access.
- It connects diverse data.
- It provides a 360-degree view of data, documents, and records.

A return on investment

- Data is secure and the quality of service improved.
- Smarter decision-making cuts costs.
- The Council saw a return within 6 months.

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SAP as a service? At your service.

Origin Energy wanted to deploy a new SAP ERO solution — quickly — to support an important investment.

The ideal option

- Origin wanted to benefit from SAP HANA innovations.
- There was no time for an on-site implementation.
- HP and SAP had an as-a-service alternative to implement with Origin.

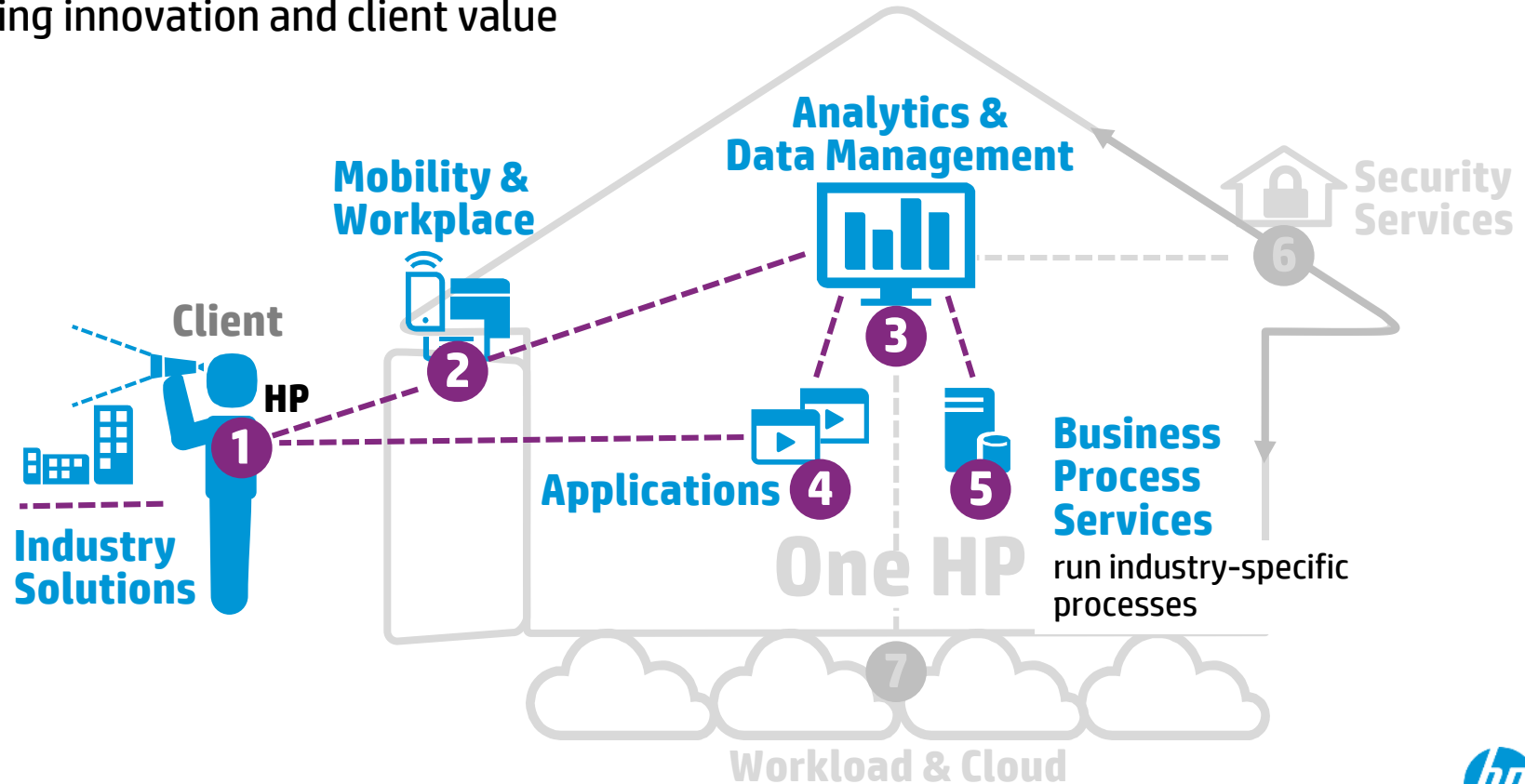
A successful solution

- It met Origin's deadlines—and business goals.
- It addressed cost and speed issues.
- It provides SAP quality and consistency.



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MAPIR

Healthy incentives

Thirteen states partnered with HP to create a shared solution for Medicaid program administration—the MAPIR application.

An application through collaboration

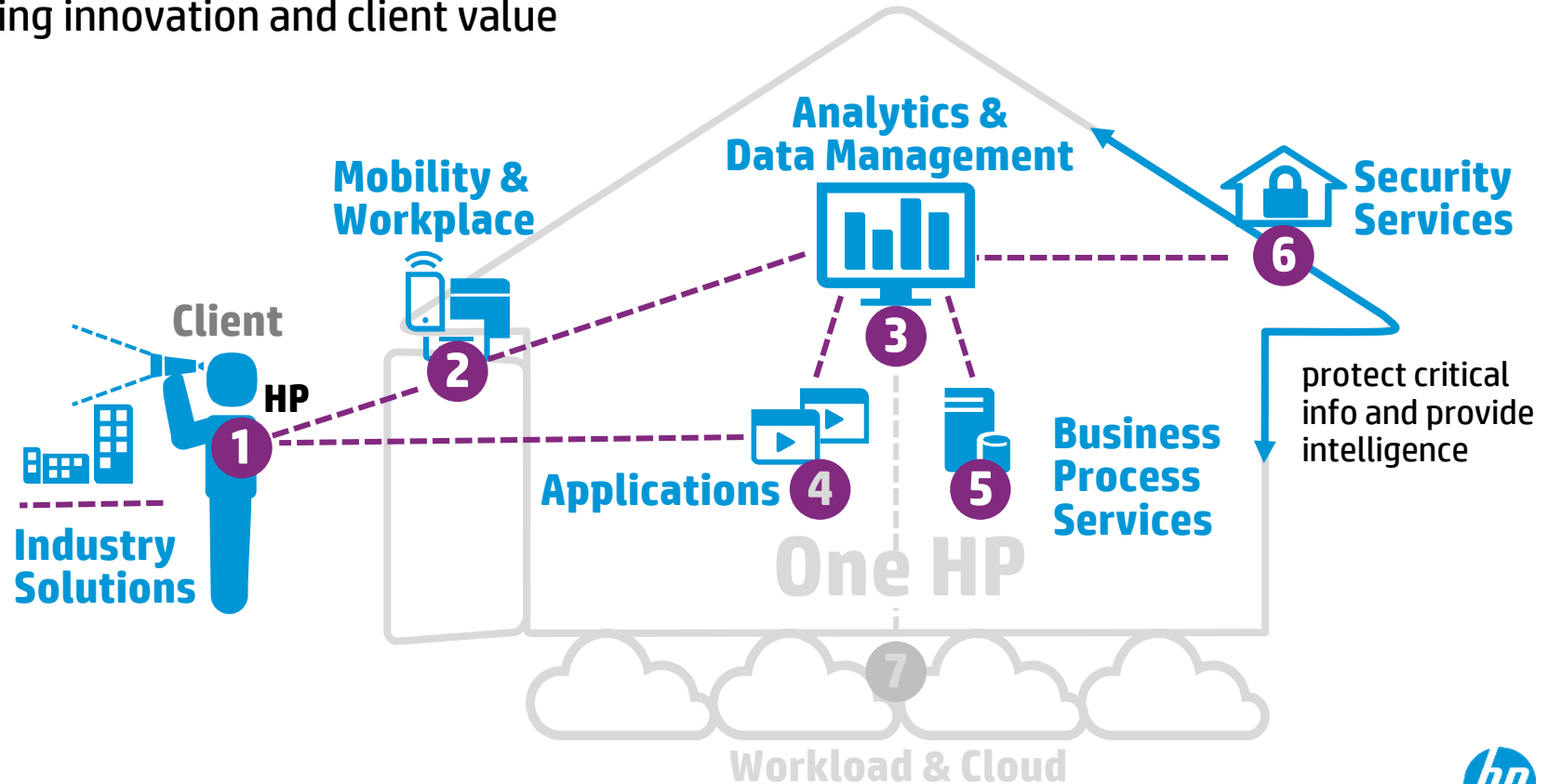
- The solution provides incentives for EHR system use.
- It integrates with each state's MMIS.
- Providers use a secure web portal and the state's financial system.

Good providers

- The states issued more than \$1.4B in incentive payments.
- The states are collaborating in new ways.
- MAPIR helping states contain costs, increase efficiency.

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Secure — within and without

Imagine 320,000 GE employees and partners having Internet access—even outside the enterprise facilities, and from any device, with the same protection.

Access plus threat insurance

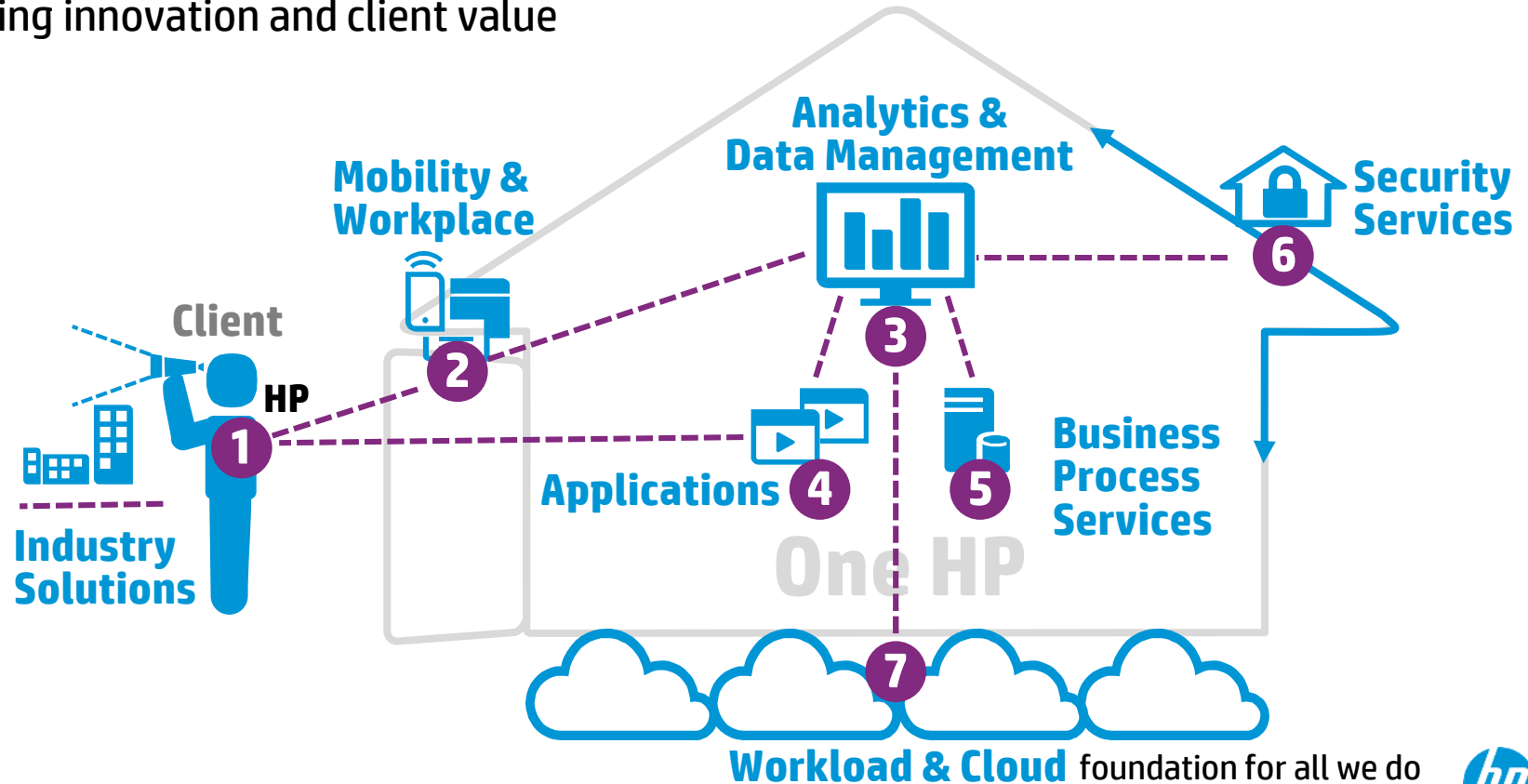
- Move a next-gen proxy service to the cloud.
- Equip that cloud with 24/7 security support.
- Put security management into HP's hands.

Cloud-based confidence

- Advanced threat protection for a resilient, secure network
- Access to the Internet from any device, from anywhere
- Continual innovation in web and network security

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Dedicated HP virtual private cloud

Elders links primary agriculture producers with world markets, so they need scale and flexibility in a rapidly changing industry.

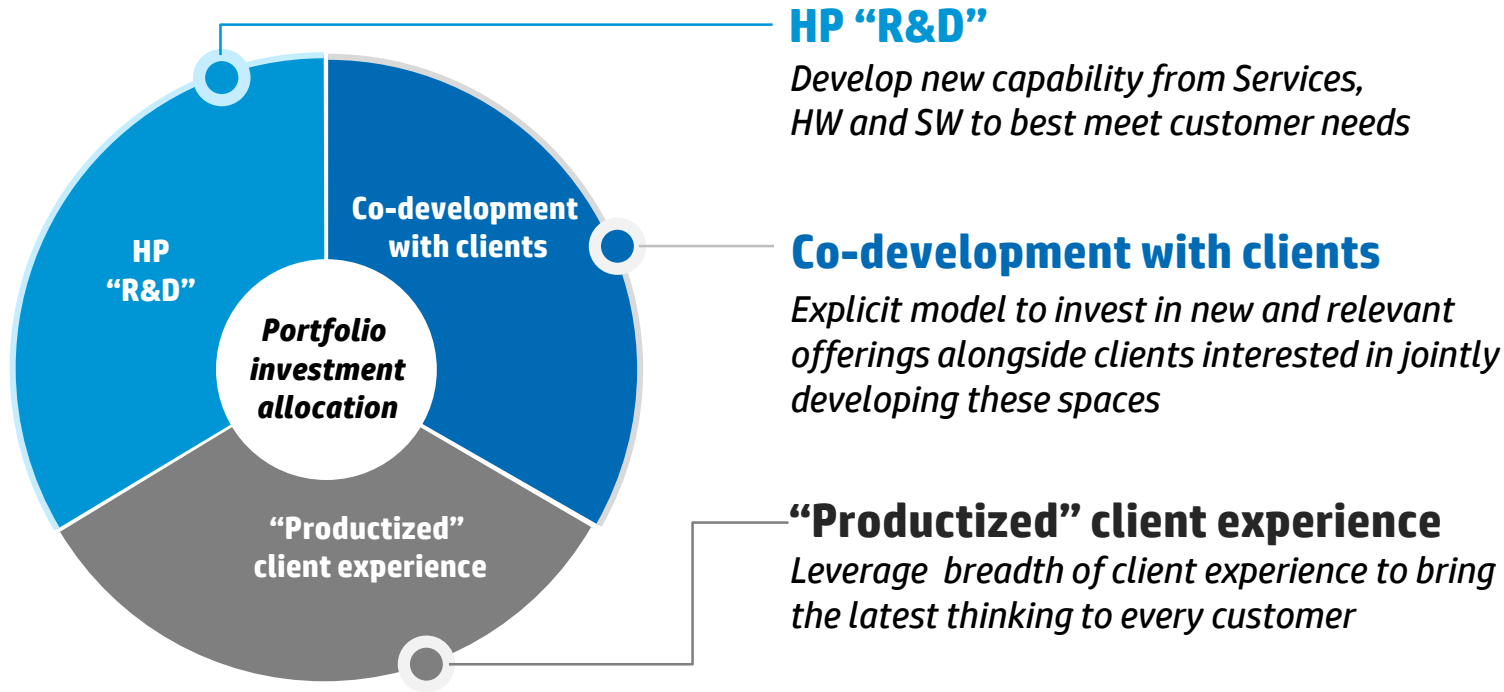
Objectives

- Reduce IT costs and deploy effective technology
- Rationalize and modernize
- Roll out the changes in phases to align with business needs & resources
- Minimize capital expenditures

The new cloud-based infrastructure provides:

- Agility to scale up for each program release and to access extra storage or systems as needed for special projects.
- Real-time data access for faster business decisions—which is something every enterprise could benefit from these days.

Accelerating and scaling innovation



Centrally managed Global Practice organization to drive consistency across regionally deployed teams

Bringing together our best offerings and capabilities

Global Practices feature

How it works

Practices by client issue

Practices that align to the way clients want to engage with HP and buy IT services today encompassing *new and old-style IT*

Advisory services

Practice and industry advisory teams with *deep expertise* to advise and help shape the client's IT roadmap

Innovative offerings

Explicit model to *invest in new and relevant offerings & IP platforms* alongside clients interested in jointly developing these spaces

Breadth of offerings

Strengthened ability for account teams to bring the *full suite of HP offerings* to clients through identified domain experts in each Practice

Industry leading solutions

Proven reusable solutions to rapidly identify and enable cost-effective delivery by minimizing unnecessary customization



Thank you





Make it matter.