

Alojzije Jukić

Managing Director, Hewlett-Packard Croatia

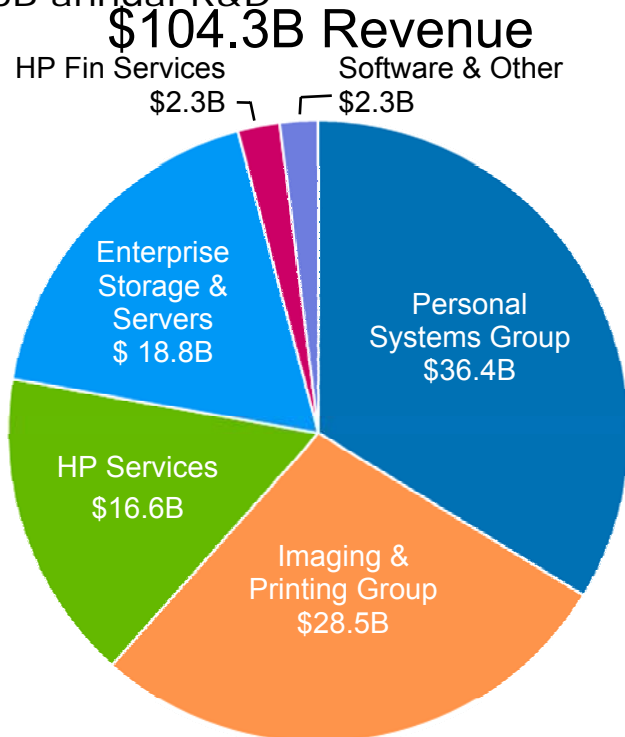
HP completes EDS acquisition

- \$13.9B transaction is largest ever in IT services, second-largest in technology sector
- Services company with FY2007 annual collective revenue of \$38B
- 210,000+ services employees in 80 countries¹
- EDS becomes HP's fourth major business group, retains its Plano, Texas, base under Ron Rittenmeyer's leadership

A Combination of Respective Strengths

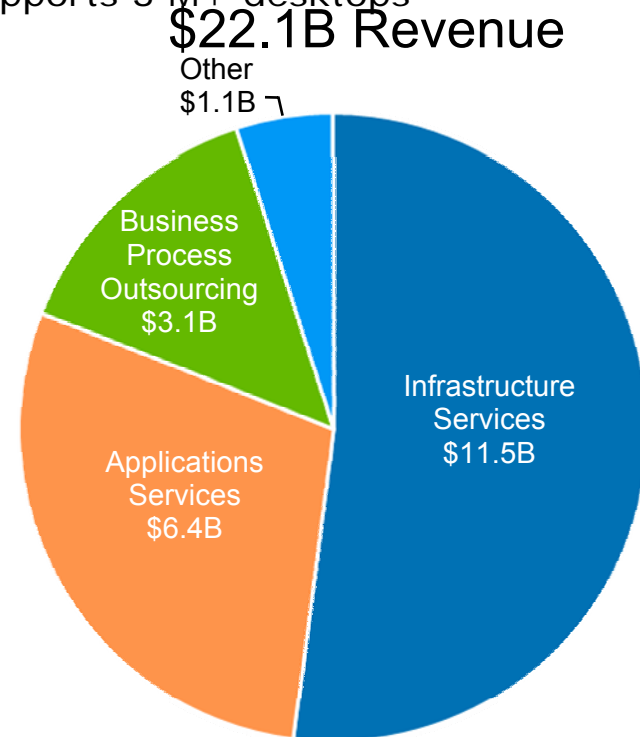
HP FY2007

- Fortune 14 - U.S.; Fortune 41 - Global
- 172,000 employees
- 145,000 sales partners; 73,000 service partners
- 88,000 retail locations
- \$3.6B annual R&D



EDS FY2007

- Fortune 111 - U.S.; Fortune 384 - Global
- 140,000 employees
- Manages 1M+ software apps & 2.6B lines of code
- Manages 300,000+ servers
- Supports 3 M+ desktops



EDS, an HP company

The game has changed.

#1 in Technology Hardware

#1 in Distributed Management Software

#2 in IT Services Globally

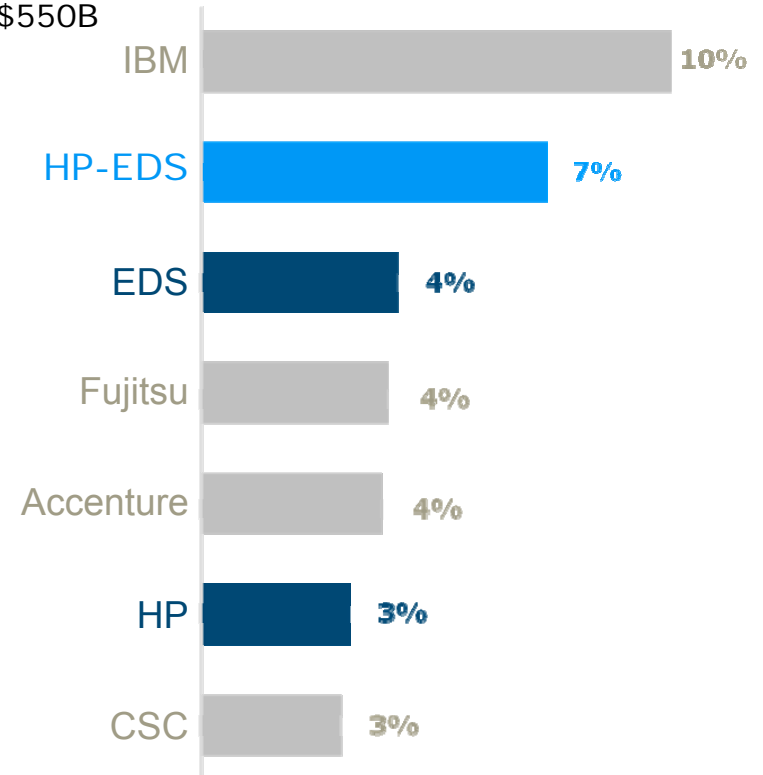
#2 in Infrastructure Technology Outsourcing

#2 in Application Outsourcing

The opportunity is compelling.

IT Services

Estimated Addressable Market (2007): \$500B - \$550B



HP: Largest Technology Company in the World

Source: IDC; Gartner's April 2008 IT Services Market Metrics Worldwide Market Share

HP executing on a focused, multiyear strategy

Services EDS

- Scale and expand services
- Leverage go-to-market
- Drive efficiencies

Software Mercury, Opware, Peregrine

- Expand portfolio
- Double R&D
- Optimize go-to-market

Integrated successfully

Hardware Compaq

- Scale
- Focused R&D for growth
- Optimize go-to-market
- Drive efficiencies

Integrated successfully

Why HP-EDS will Succeed

- Complementary offerings – limited overlap
- Service excellence and quality
- World-class talent, strong leadership
- HP and EDS broad integration experience

Fast facts

- #1 in Technology Hardware
- #1 in Distributed Management Software
- #1 in Blades
- #1 Disk Storage Systems
- #1 Technology Hardware
- #1 Distributed Management SW
- #2 IT Services Globally
- #2 Infrastructure Technology Outsourcing
- #2 Applications Outsourcing
- Service Delivery Automation
- Green technology
- Value economics delivering mission-critical infrastructure

HP has successfully integrated 30 companies in the past 42 months

End-to-end capabilities spanning the full spectrum of technology

Imaging & Printing Group



- 20+ years of industry leadership
- #1 in inkjet, laser, large format printers, printing supplies, scanners and print servers
- Leading imaging and printing intellectual property portfolio with more than 12,000 patents worldwide

Personal Systems Group



- 35M devices shipped annually
- Worldwide PC market leader
- Broad portfolio for consumers, SMB and enterprise businesses includes:
 - Notebooks & handhelds
 - Desktops, workstations & thin clients
 - Gaming & digital entertainment

Technology Solutions Group



- Industry-leading servers and storage, software and support services
- Leadership in driving industry standards
- Helping customers accelerate growth, lower costs and mitigate risks

EDS, an HP company



- #2 in IT Services globally
- #2 in Infrastructure Technology Outsourcing
- #2 in Applications Services
- Administers 45 million credit card accounts
- Supports more than 1,700,000 SAP users in 9 languages, 54 countries
- 180 data centers worldwide, 90+ Solution Centers, 44 service desk centers

Comprehensive solutions across Infrastructure, Services & Software to manage IT holistically and impact business outcomes

EDS, an HP company - services



Integrated solutions incorporating industry's leading products and services deliver both technical and economic benefits

Global delivery – combined strengths

Expansive, little overlap, top quality, well-balanced and globally consistent

- Complementary strategies with operations in 80 countries
- 30+ years global delivery experience
- 22,000 Best Shore applications resources, 25+ global delivery centers
- More choices for right work at right location on-, near- and offshore
- Quality through common environments using CMMI, ISO, ITIL, etc.
- Global Services Network ensures visibility, security and business continuity worldwide
- Flexible delivery models – application factories offer cost-effective options



A balanced delivery model mitigates the geopolitical risk inherent in global delivery

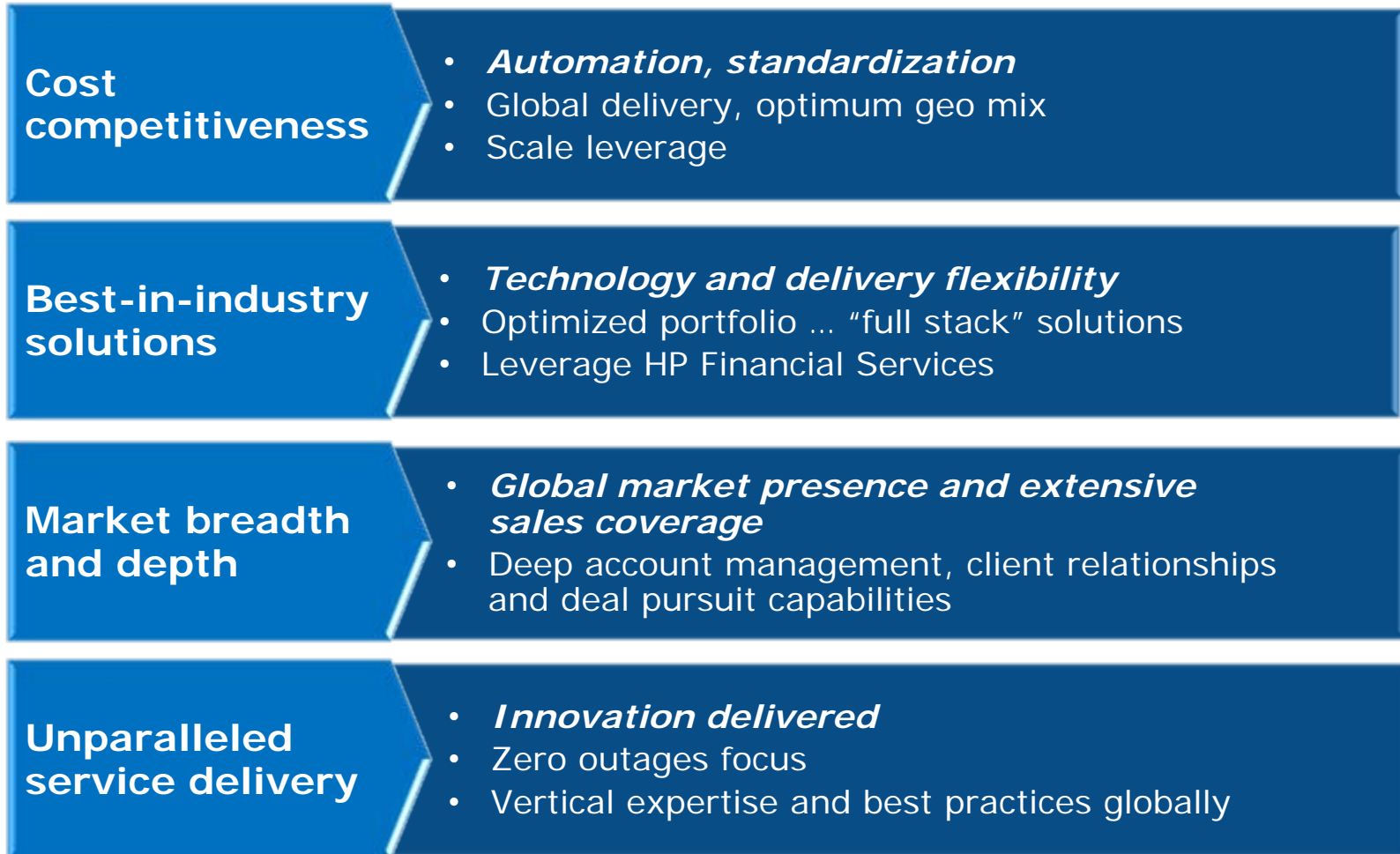
Market-leading technology and innovation

- \$3.6 billion R&D budget
- 7 global HP innovation labs
- Global Innovation Network
- EDS Agility Alliance Partners
- EDS Innovation Centres



Investments and partnerships bring the best talent and solutions together, providing a steady stream of practical innovation

Value proposition



HP - Delivering the industry's most comprehensive portfolio of IT solutions

- Comprehensive solutions across Infrastructure, Services & Software to manage IT holistically
- Automation across people, processes and technology for efficient IT service delivery
- Integrated solutions incorporating industry's leading products and services
- Global delivery of solutions to maximize consistency & cost efficiencies



Helping customers manage and transform their technology environments

Industry solutions



- Expertise spans 8 vertical industry markets and more than 30 segments
- Integrated solutions across Applications, BPO and ITO
- Each supported by an Industry Framework and road map
- Differentiated products and intellectual property
- Access and support through Global Competency Centers

Flexibility and choice

Solutions tailored to meet your changing business needs

Portfolio of solutions	Deployment choices	Flexible Financing
<ul style="list-style-type: none">• Combine solutions to meet your unique requirements• EDS can supply and support your entire end-user workplace environment, including technologies from a wide range of vendors	<ul style="list-style-type: none">• Deployment flexibility – outsource all or a portion of your solution to EDS• Combine people, processes, and technology to create a seamless end-user experience	<ul style="list-style-type: none">• A variety of financing options – including consumption-based payment options• Financing arrangements to meet your objectives

Get the most from your Oracle environment - with HP

Ken Surplice
HP Enterprise Storage and Servers
Europe, Middle East, Africa



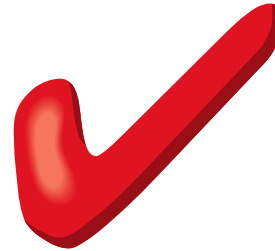
Warning



HP

HaPpy

~~High Prices~~



Hot Product

~~High Quality
People~~



Helping
People

What help do you need?

- Better
- Faster
- Cheaper



- Do you have the same problems as last year?
- Does the real problem go unsolved?

What can you do?

- Simplify
 - Standardise
 - Consolidate applications
 - Consolidate servers
- Automate
- Move time from operations to development synchronised with business needs

who can
help
you?



HP, IBM, Sun.
All the same?

Windows,
UNIX, x86,
RISC all
different.

How can HP help you?



Not all the same

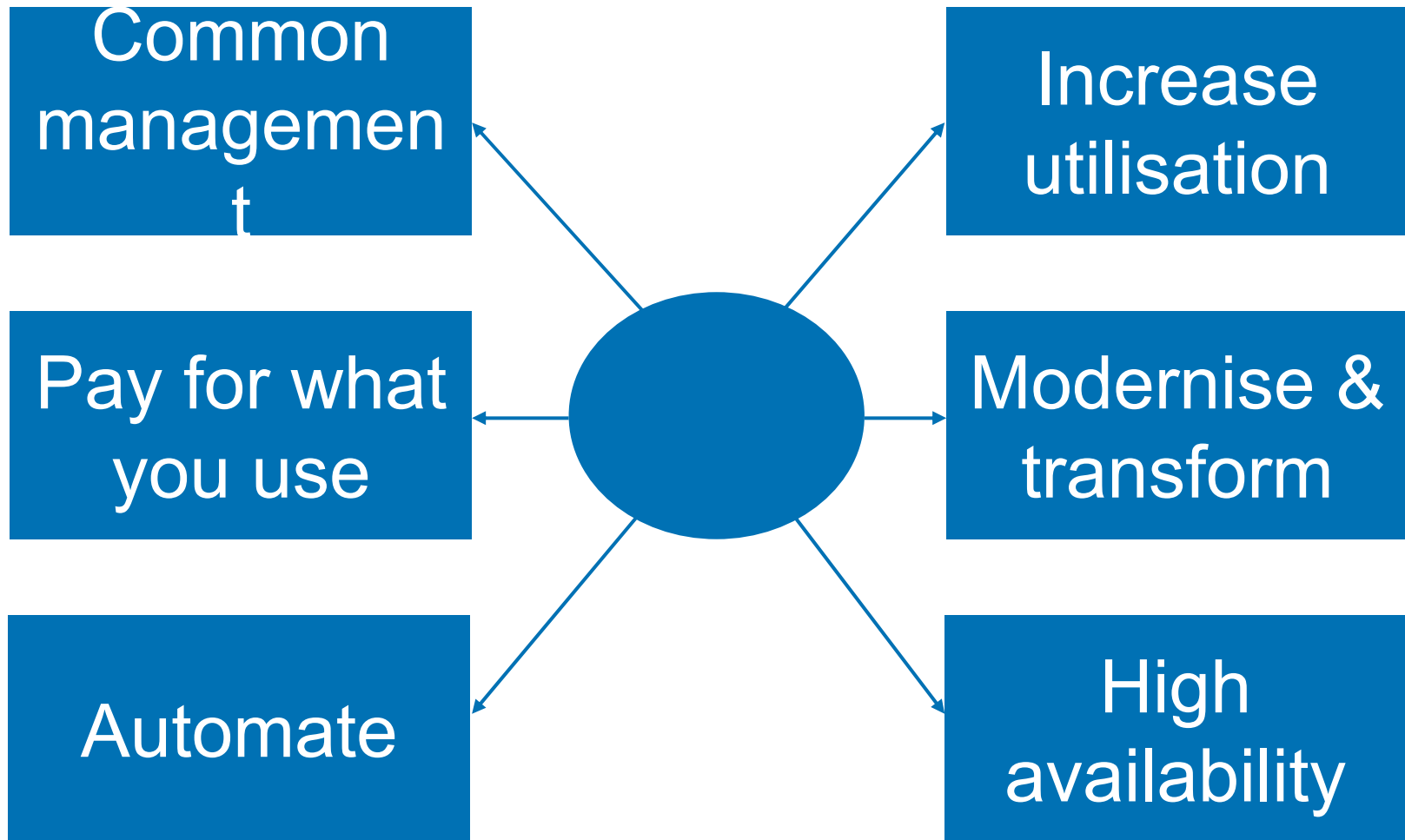
HP common datacentre approach, not chip centric

Simplify, converge, automate to reduce TCO, increase flexibility

Today

- Common management, Blades, chassis
- All industry standard

What can we do?



Who can help you, here in
Rovinj?

HP Agenda

- **Thursday, 16th October (HP Track)**

- **10:00-10:45** Intel® Itanium® Roadmap to Mission Critical Servers - *Michael Eisa, Strategic Initiatives Manager (EMEA Intel)*
- **11:00-11:45** Want to combine reduced costs, continuous availability and rapid installation of new Oracle instances? Scale-up with virtualized HP Integrity servers that protect your entire Oracle environment ==> *Ken Surplice, Product manager, HP Business Critical Systems, EMEA*
- **12:00-12:45** HP Integrity Blade i Oracle - povolno riešenie za pouzdano i brzo posluživanje baza ==> *Drasko Tomic, HP*
- **14:30-15:15** How Oracle can benefit from HP Virtualized server environment ==> *Yann Allandit, HP/Oracle pre-sales consultant*
- **15:30-16:15** HP & Oracle session ==> *Thoma Elke, HP Oracle Alliance Director EMEA*



Michael Inside (HrOUG)



IDC: Itanium is the fastest growing server platform in the world

Ken and Albert

Efficiency = Money * Computers ²



- The truth about scale-up vs. scale-out for Oracle environments
- Save money; get your weekends back
- How to choose & where to start



Drasko's clinic

How to benefit from integrated Oracle/HP solutions

Oracle

- + Virtual Server Environment
- + Storage Management Suite
- + Blades

- **Easy** administering Oracle file-system with up to **10x more performance** vs. standard solutions.
- Powerful open virtualization gives
 - **high server utilization**
 - fault isolation
 - **dynamic workload balancing** in a high-available Integrity environments.
 - integrated solutions on **C-class Integrity blade infrastructures**, Oracle end-user can gain an additional benefits, like Virtual Connect technology and Smart Power options.
- **HP is the strongest and most innovative Oracle partner since the advent of Oracle database clustering and grid technologies!**

Take me!



No, take me!



Yann brings you all-terrain Oracle



- Virtualisation is here!
- Automate your service
 - Meet service level objectives
 - Allocate the right resource at the right time, automatically
 - Optimise your global IT workload, not just the database
 - Stop your phone ringing
- Go cycling!

Elke explains

- It's big. It's beautiful. It's the Oracle-HP Alliance
- What we together
- Why we do it
- Why it is good for you
 - Reference architectures
 - We test – your life gets easier
- HP – your Oracle partner



Four things, then dinner

<http://www.communityconnecteurope.org/>

CommunityConnect
Europe 2008



10-12 November 2008 | Mannheim, Germany



Delegates

Exhibitors

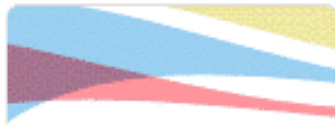
Education

Registration

Housing

Why Attend

Contact Us



Register Today

Exhibit at Community
Connect Europe

Community Connect Europe 2008
10-12 November 2008
Mannheim, Germany
m:con Congress Center Rosengarten

Closing thoughts

Choosing is
loosing



Are you taking
advantage of
Moore's law

If you do not
transform, you
get more of the
same

Join our back-to-back sessions. They are for you!

How many Oracle
specialists does it
take to change a
light bulb?

None! It is a
hardware problem.



HP can help you

- HP datacentre approach
- Reduce total cost of ownership
- Oracle innovation, testing, reduced risk
- UNIX meets volume economics
- Go down the beach - automate

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- **H**P datacentre approach
- **R**educe total cost of ownership
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Thanks for listening
Join us tomorrow