



HP Halo Collaboration Studio

Overview

The HP Halo Collaboration Studio is a real-time, customized collaboration environment in which businesses can conduct face-to-face meetings with colleagues across the globe in a way that feels so natural that meeting participants feel they are in the same room. Participants see each other in life-sized images projected on three studio-quality displays and can communicate with no perceived delays, regardless of how far apart the teams may be – whether in neighboring states or across the globe.

With the HP Halo multipoint functionality, businesses can connect up to four Halo studios around the globe simultaneously with a few clicks of a mouse. This multipoint experience allows for interactivity between teams and enhances business productivity by fostering social connections that help drive quick and effective decision-making, while reducing the need for travel and related costs.

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Key features of HP Halo Collaboration Studio

- The HP-created Halo Video Exchange Network (HVEN) provides a high-bandwidth, full-duplex, no perceived delay connection experience between HP Halo studios. The HVEN Operations enable remote diagnostics and calibration, ongoing service and repair and a 24 x 7 concierge service. HP Halo is a turnkey, managed service that streamlines the ease of connecting business executives around the world.
- Enhanced multipoint capabilities enable three- or four-point connections between HP Halo studios simultaneously.
 - Connection of up to four studios requires a few simple mouse clicks, bringing global teams to the same table to work eye to eye in real time to accelerate decision-making and project development.
- An in-studio phone bridge allows people who are not in one of the HP Halo locations to dial in via conference call to be an active participant in the discussions.
- Participants are able to easily share documents and data and play full motion video directly from their notebook PCs with individuals in other studios using a collaboration screen mounted above the displays.
- All HP Halo studios contain a high-definition, high-magnification document camera that enables individuals to zoom in on objects on the table, revealing the finest of details, from colors to patterns. These images are also shared with other HP Halo studios via the collaboration screen.

HP Halo market adoption

HP has seen consistent HP Halo customer and network growth since June 2006:

- As of September 2006, 63 HP Halo studios are either currently deployed or in development around the world, a 26 percent increase from the 50 studios in June 2006.
- The HP Halo customer base has increased by 25 percent and now includes such world-class companies such as AIG Financial Products Corp., AMD, BHP Billiton, Canon, General Electric Commercial Finance, Novartis and PepsiCo.
- HP Halo has expanded its presence worldwide. HP Halo studios are located on five continents in 14 countries (Australia, Chile, China, France, Germany, India, Ireland, Israel, Japan, Singapore, Spain, Switzerland, United States, United Kingdom).
- HP Halo now serves an even wider variety of industries including pharmaceuticals, financial services and manufacturing.

Key benefits of HP Halo

- Increased business effectiveness and faster decision making based on real-time access to up to four project teams around the globe.
- The ability to see and hear people's physical and emotional reactions to conversation and information, enhancing the social connection and collaboration capabilities of remote teams.
- Customer reassurance that the HP Halo Collaboration Studio will never go out of date as many future upgrades and enhancements are available to them at no additional cost.
- Improved quality of life based on the reduced need to travel for team meetings.
- Reduction in travel time and related expenses.

Language Line Services relationship

Through a relationship with Language Line Services of Monterey, Calif., HP provides HP Halo customers with an easy-to-use and confidential interpretation option from English into more than 150 languages, including sign language.

Customers that have contracts with Language Line Services have the option of immediately engaging an interpreter via phone, or, with seven days notice, as a visible participant via a HP Halo Studio in Chicago, New York or Washington.

Pricing

HP Halo rooms start at \$425,000, with multi-room package incentive options from there. In the United States and other global business centers, the network and operations fee is \$18,000 monthly per room. This fee varies in countries outside the U.S. depending on local telecommunications costs.

Through its financing arm, HP Financial Services, HP also offers a 48-month financing⁽¹⁾ payment plan for the HP Halo Collaboration Studios. In the United States, customers would pay approximately \$10,000 per month for a single studio. By combining the Halo Studio and HVEN Operations, HP makes the solution attractive to U.S. customers at a price of approximately \$27,000 per month⁽²⁾ per room in a four-studio scenario.

The plan includes the flexibility for customers to add additional studios and upgrade existing technology, as business needs change. Additional monthly payment plans are

also available for 36- and 60-month terms.

Availability

HP Halo Collaboration Studios can be installed anywhere in the world to meet customers' needs and is based on the availability of adequate fiber optic circuits.

⁽¹⁾ Financing available to qualified customers through Hewlett-Packard Financial Services Company or one of its affiliates and is subject to credit approval and execution of standard HP Financial Services documentation. Other restrictions may apply. HP Financial Services reserves the right to change or cancel this program at any time without notice.

⁽²⁾ Monthly rate quoted is for a 48-month lease with a fair market value end-of-term purchase option. Excludes other amounts payable under the lease such as taxes and shipping. Monthly payments will consist of two invoices, one from HP Financial Services for the lease payment on the Halo Studio, and one from HP for the HVEN Operations.

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