



## SCORE “Counselors to America’s Small Business”

The nonprofit organization that is premier source of free and confidential small business advice for entrepreneurs

### Overview

Since 1964, SCORE has provided expert advice and valuable resources for entrepreneurs looking to start and grow their own small businesses. Assisting more than 7.6 million Americans, SCORE’s 10,500 volunteer counselors provide individual guidance and conduct business workshops for aspiring entrepreneurs and small business owners.

Entrepreneurs are coached through every phase of their venture: generating and evaluating ideas, preparing a business plan, raising capital, and managing the operations and finances of the growing venture. SCORE is a unique organization – there is no other U.S. nonprofit today that offers similar small business services.

As part of their mutual interest on helping small business owners to become more savvy and efficient, SCORE and HP are extending that relationship by jointly providing training to small businesses on how to protect and secure their business.

Starting on March 28, SCORE, in collaboration with HP, will make an extensive list of topics and learning tools relative to technology available through its website [www.score.org](http://www.score.org). The new content will cover:

- Top 5 tips: “Make the most of your PDA”, “Secure your laptop”, “Include technology in your marketing”, “Share files in your office”
- 60 Seconds guides: “Planning for Disaster Recovery”, “Creating your own business cards”, “Setting up a wireless LAN”, “Buying your next PC”
- Articles on: “Demystifying Firewalls”, “Microsoft Vista”, “Creating your own logo”, “Organize you digital life”
- E-learning tools on: “Create your own marketing brochure”, “Print on the go”, “Set up a wireless LAN”, “Turn your notebook into two desktops”, “When to consider a Server”

Starting May 2007, both SCORE and HP will deliver a series of educational workshops for small business owners and entrepreneurs on topics related to technology for small business, particularly, disaster preparedness and protection for small business. These “Face to Face” seminar series will kick off in 10 cities across the nation: Orange County, Calif.; San Diego; Los Angeles; Phoenix; Atlanta; Houston; New York; Portland, Ore.; St. Louis; and Chicago.

Through their collaboration, HP and SCORE will increase awareness and provide the tools to educate small business owners on how to use technology to make their business more efficient and achieve cost savings.

Additionally, for three years, SCORE and HP have successfully co-sponsored Business Matchmaking, a program that matches small businesses with buyers from the corporate sector, as well as local, state and federal governments. Since its inception in 2003, more than \$735 million in contracts have resulted directly from the Business Matchmaking program, with even more contracts in negotiation. To date, Business Matchmaking has facilitated more than 45,000 face-to-face meetings between small business owners and procurement representatives.

Working with HP will serve the technology needs of small business. The alliance provides more education, allowing business owners to become more savvy and efficient.

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03/2007

