



HP and the new era of Business Technology

Accenture

"Accenture and HP have worked together for more than a decade, addressing clients' strategic business needs and complex technology challenges. HP's new business technology message aligns very well with Accenture's own focus on helping our clients become high performance businesses and governments as we see IT as a key enabler of high performance. We see HP's Adaptive Infrastructure aligning with our view that infrastructure will be more and more virtualized to provide businesses with the agility to quickly support changing business needs."

- Don Rippert, Chief Technology Officer, Accenture

Capgemini

"As business and technology continue to evolve at ever increasing rates, Capgemini is a leader in helping clients understand the business value in the way processes and information can be used to create increasingly effective business models. Together, HP and Capgemini provide the business skills, technology building blocks and capabilities that will help enterprises achieve superior business outcomes. Capgemini supports HP's message as both compelling and relevant to the rate at which business is moving today."

- Andy Mulholland, Chief Technology Officer, Capgemini

Cisco Systems

"Like HP, we recognize that technologies working together are helping customers do business in different ways and in different places. We support HP's view that the industry is moving toward technology providing Business Solutions, and together with Cisco Service-Oriented Network Architecture (SONA) we are helping our customers more effectively implement technology across the pervasive network to drive business growth."

- Paul McNab, vice president of Enterprise Solutions, Cisco Systems

Citrix Systems

"By providing customers with an end-to-end strategy for application delivery, Citrix is helping businesses rapidly adopt emerging applications and deliver those applications with the best performance, security and cost savings to an increasingly diverse set of users and an ever broadening range of application architectures. To date, over 90,000 customers have experienced the benefits of combining Citrix's Application Delivery Infrastructure solutions with HP's products and services. So, we continue to invest in our 10 year partnership with HP because we believe that technology is best used to optimize business outcomes and together Citrix and HP deliver more value and lower risk to

customers than we could individually.”

- David Jones, corporate vice president, business development, Citrix System

Cognos

“HP and Cognos are seeing the same trend in the industry and are aligned in our desire to create business technology solutions to help our customers succeed. Our goal is to give companies access to key business information that employees at all levels can understand and act on, and help answer the fundamental question of performance management: ‘How are we doing?’ Through our alliance with HP, we can help customers answer this question while providing a new level of visibility they have never had before to make better business decisions.”

- Jennifer Francis, vice president of market development, Cognos.

Deloitte Consulting LLP

“Understanding that complex business solutions require more than just technology, Deloitte Consulting teams with HP to combine our world-class business process knowledge and methodologies with HP's business technology and services portfolio. Together we have helped many Fortune 500 companies with their efforts to accelerate growth, reduce costs and mitigate risk. We believe HP's Business Technology positioning further clarifies their intentions to expand on a market leadership position.”

- Frank Strelau, Deloitte-HP Global Alliance Lead, Deloitte Consulting LLP

i2 Technologies

“As a strategic partner of HP's for 14 years, i2 Technologies fully supports HP's view that the industry is moving toward Business Technology and expect that the collaborative focus of our joint technologies and solutions will help optimize business outcomes in the supply chain space.”

- Barbara Stinnett, executive vice president & Chief Customer Officer, i2 Technologies, Inc.

InfoSys

“The net effect of technology to an enterprise is that it should provide businesses with agility, cost reduction and support expansion. The business outcome is the moment of truth for technology deployment.”

- Merwin Fernandes, vice president and business head – Finacle, InfoSys

Intec Telecom Systems

“Intec Billing sees and agrees with HP's view that the industry is moving toward Business Technology. Today's business environment compels our customers to use technology for competitive advantage to increase market share, streamline operations and drive profitability. We believe HP and Intec's business technology is a winning combination that fits the new business reality.”

- Marcus O'Sullivan, Director Global Market Development, Intec Billing

ITRON

“Itron and HP share a common vision of how technology can be the key driver to delivering transformative business solutions to our customers. Two initiatives that embody

this commitment are the joint work we have done on utility Meter-to-Cash business process monitoring and OpenWay® Smart Metering solutions. We see tremendous synergy between HP technologies for optimizing business outcomes and Itron Smart Metering systems and Software. HP is a terrific strategic partner and we are delighted to be working with them.”

-Eric Miller, vice president, Software Solutions, ITRON

JDA Software Group

“HP’s vision of improving the alignment of IT with business imperatives is critical to any company looking to improve operations and profitability. At JDA, we share HP’s goal of helping retailers, wholesalers, distributors and consumer goods manufacturers align industry best practices and processes with IT to create opportunities for growth. We are delighted to be working with HP through our strategic alliance.”

- Jeffrey Varon, vice president, Global Alliances, JDA Software Group, Inc.

Lawson Software

“Lawson and HP share a point of view about the role technology can play in achieving business outcomes. Corporate Social Responsibility (CSR) outcomes can be enhanced by Lawson's solutions for CSR and by implementing the HP solutions they run on. The HP solutions themselves play a key role by helping to reduce energy consumption and harmful emissions as well as eliminating future technology waste by consolidating server farms with new HP solutions.”

- Jeff Frank, vice president, Lawson Software, Inc.

Manhattan Associates

“Leading corporations around the globe are redefining what it means to be a CIO. Today’s CIOs have earned ‘a seat at the table’ and are seen as full-fledged business partners and enablers. Manhattan Associates is proud to stand with HP in this new initiative, enabling global supply chain leaders to marry technology-fueled advances with improved business results.”

- Jeff Cashman, senior vice president, business development, Manhattan Associates.

MCS Software Corporation

MSC Software supports HP’s mission to be the best at helping customers manage and transform their IT environments optimize business outcomes. Our enterprise simulation solutions allow customers to accelerate business growth, speed time to market, improve decision making and therefore drive revenue. This approach helps our customers strategically increase market share and is firmly aligned with our strategic partnership with HP. We are jointly committed to the resulting accelerated business growth, lower costs and mitigated risks that customers will enjoy.”

- Frank J. Kovacs, vice president, Strategic Alliances, MSC Software Corporation

Microsoft

“Businesses want to hear how IT solutions can help their people collaborate, share information, compete and invent. We see strong synergies between the work HP is doing with their view that the industry is moving toward Business Technology and our own People-Ready Business strategy to deliver the tools customers need to build cost-effective

and innovative IT solutions that advance their business."

- Kevin Turner, Chief Operating Officer, Microsoft

MicroStrategy

"MicroStrategy supports HP's prospective on the value of technology in producing positive business outcomes. Our customers are known to have some of the largest and most sophisticated business intelligence applications in the industry. The integration of MicroStrategy's BI software with HP technology provides our mutual customers with the scalability, security, flexibility, and performance to optimize business information and make insightful, data-driven decisions every day."

- Sanju Bansal, Chief Operating Officer, MicroStrategy

MySQL AB

"We agree with HP's view that the industry is moving toward Business Technology, and as a strategic partner we are thrilled to be working with them to deliver joint solutions. Open source software like MySQL can be a great catalyst to assist users in aligning their IT departments with successful business outcomes."

- Mark Burton, executive vice president of Sales, Channels and Alliances, MySQL AB

Oracle

"Oracle agrees with HP that technology is a key tool in optimizing business outcomes. We've helped our joint customers experience fantastic business results with their Oracle and HP solutions. Our customers are seeing that technology can indeed take them to previously unreachable levels of growth, cost effectiveness, and responsiveness that are so critical to businesses today."

- Judson Althoff, vice president, Platform & Distribution Alliances, Oracle

QAD

"QAD has a longstanding strategic alliance with HP and is proud to endorse their view that the industry is moving toward Business Technology. QAD and HP both share a passion for making customers' businesses more efficient, and we look forward to working with HP and others in the industry toward shaping a perfect lean market for manufacturing. "

- Gordon Fleming, Chief Marketing Officer, QAD Inc.

Reuters

"Latency in our customer's trading systems is often what distinguishes the winners from the losers - customers want to shave off as much as possible. Reuters supports HP's view that the industry is moving toward Business Technology; that by working together to deliver platforms with the lowest latency and maximum performance, we will deliver tangible business results that can be measured in millions of dollars per day."

- Michael Parlapiano, global head of Information Management Solutions, Reuters

SAS

"Working together, SAS and HP have the products, the services and people to deliver better business intelligence that results in better business outcomes for our joint customers. As successful partners for more than 23 years, HP and SAS are continually delivering integrated and proven solutions that effectively address both business and technology

pains."

- Jim Davis, senior vice president and Chief Marketing Officer, SAS

Synopsys

"Synopsys believes that technology can be a key tool in optimizing business outcomes. We see a tremendous amount of synergy between optimizing business outcomes and our own strategy of enabling predictable success for our customers. HP is a strong strategic partner in this regard."

- Debra Martucci, CIO, Synopsys

TEMENOS

TEMENOS works relentlessly to provide the banking market place with the most advanced core banking software available. In addition to our considerable R&D expenditure, we invest a lot of time in listening to and understanding our customers' needs and challenges. Like HP, we too hear that technology is key in optimizing business success and we are pleased to have HP as a strategic partner in this area.

- Mark Gunning, group strategy director, TEMENOS

TIBCO

"We are in complete support of HP's view that the industry is moving toward Business Technology, and as our strategic platform partner, we are thrilled to be collaborating with them. Together our joint offerings will help customers to better align and manage their resources to achieve groundbreaking business performance."

- Sanjay Gupta, vice president, Global Alliances, TIBCO

UGS

"UGS' vision of enabling a world where organizations and their partners collaborate through Global Innovation Networks is completely consistent with HP's view that the industry is moving toward Business Technology. UGS is focused on helping its customers accelerate new product development and improve decision making. Our strategic partnership with HP enables companies to use technology to connect people, processes, and information with their business system and optimize their business outcomes."

- Chris Kelley, vice president of Partner & Platform Marketing, UGS

Vignette

"HP's view that the industry is moving toward Business Technology closely mirrors Vignette's strategy, and we are pleased to be partnering with them in this initiative. The right technology partners are critical to enabling us to deliver on our promise of ensuring every online customer interaction delivers value."

- Leo Brunnick, SVP Products & Marketing, Vignette

VMware

"VMware has worked closely with HP for years to enable our thousands of joint customers to enhance IT agility and reduce costs through VMware Infrastructure. HP's view that the industry is moving toward Business Technology presents a fresh perspective on IT that reinforces the impact of technology on doing business. We look forward to continuing our work with HP to further enable our joint customers to optimize business outcomes through collaborative technologies."

- Brian Byun, vice president of global partners and solutions, VMware.

Wipro Technologies

"The alliance between Wipro and HP provides our clients with a competitive and strategic advantage through our 'applied innovation' driven business solutions. In partnership with HP, Wipro helps organizations accelerate business results; by delivering cost savings and empowering customer organizations with advanced capabilities for business innovation and enhanced enterprise agility. As a leading global services provider delivering technology-driven business solutions that meet the strategic objectives of our clients, we will work together with HP on this initiative and help our customers maximize their business outcomes. We see a tremendous amount of synergy between optimizing business outcomes and our own strategy of helping clients to innovate and enhance business."

- Gangadharaiah, President TeS, Wipro Technologies

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