



New HP Solutions Designed for Midsize Companies

HP delivering continuity, efficiency and security for the “Global 500,000”

PALO ALTO, Calif., Sept. 12, 2007 – HP is delivering new midsize solutions configured for vital applications such as mail, messaging, customer relationship management and enterprise resource planning.

Created in close collaboration with some of the industry’s leading independent software vendors, the solutions provide the increased levels of continuity, efficiency and security that are required by midsize companies to deliver their business outcomes.

Consisting of hardware, software and services, the solutions are easy to use and priced specifically for midsize customers.

HP’s solutions for midsize companies are designed and integrated with partners such as Citrix, Microsoft, Oracle, Sage Software, SAP and VMware. The solutions extend across HP ProLiant and BladeSystem servers as well as HP StorageWorks offerings for the midmarket. Modular and standardized, the solutions are fast to deploy, enabling them to deliver business value almost immediately.

The top midsize business applications addressed are Microsoft® Dynamics AX, Microsoft Dynamics CRM, Microsoft Exchange Server 2007, Oracle’s JD Edwards EnterpriseOne, Oracle® E-Business Suite, Sage SalesLogix and SAP All-in-One.

For businesses looking to run multiple applications in a single consolidated HP BladeSystem c3000 environment, HP has done the additional design work to deliver HP BladeSystem Solution Blocks. These tested and documented combinations of HP server blades, storage blades and management software were developed for channel delivery on the BladeSystem c3000.

“Midsize customers must protect data, manage business operations and maintain compliance, all while controlling costs,” said Paul Miller, vice president, marketing, Enterprise Storage and Servers, HP. “HP’s holistic approach makes it much easier for midsize companies to manage their most critical business challenges with limited IT staff.”

Midsize companies recognize the value resellers provide to solve specific business problems and look to them for innovative solutions. To support them in this endeavor, HP has made it easy for channel partners to sell midsize business solutions by providing sales guides, tools, 80+ sample midsize configurations, up-sell opportunities and whitepapers to help them solve real customer problems.

About HP

HP focuses on simplifying technology experiences for all of its customers – from

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individual consumers to the largest businesses. With a portfolio that spans printing, personal computing, software, services and IT infrastructure, HP is among the world's largest IT companies, with revenue totaling \$100.5 billion for the four fiscal quarters ended July 31, 2007. More information about HP (NYSE: HPQ) is available at www.hp.com.

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