



## HP Halo Telepresence Solutions

### Overview

HP Halo Telepresence Solutions are fully-managed, end-to-end collaboration technologies that bring people from across the globe into an environment that looks, sounds and feels as if they are just across the table.

Participants see each other in life-sized images projected on high-resolution 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. This experience creates a live, virtual meeting room providing the clarity to work face-to-face and eye-to-eye, read body language and foster stronger business relationships, while reducing the personal cost, time and stress of business travel.

### The HP Halo difference

HP Halo is a complete, global service that allows the customer to focus completely on using Halo for faster business results while HP manages the day-to-day operations of the network.

As part of this managed service offering, all HP Halo Telepresence Solutions worldwide operate on the Halo Video Exchange Network (HVEN), a dedicated fiber optic network designed specifically for optimal and reliable video collaboration. With the HVEN, customers enjoy bandwidth that is always available. Additionally, through the HVEN and Halo Multipoint, customers can connect to multiple locations around the world at one time, including studios inside and outside their company. Consequently, customers can easily collaborate face to face with their suppliers, vendors or partners in real time, anytime.

Halo's managed service also provides highly responsive, worldwide support including remote diagnostics and calibration, ongoing service and repair and a 24x7 concierge service. Customers will enjoy technology refreshes and can rest assured that security is a top priority. Halo provides customers with AES256 encryption, the highest level of security commercially available for video communication.

### Broad, flexible collaboration portfolio

HP Halo Telepresence Solutions are available in three configurations to meet companies' diverse communication needs.

- **HP Halo Collaboration Center**

Making the HP Halo experience more accessible to executives and small groups, the HP Halo Collaboration Center is Halo's smallest and most adaptable telepresence solution. It is available as a Two Seater or Four Seater model and can be placed in multiple locations including an executive's office, a conference room or even a large

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cubicle area. Both models offer all of the benefits of HP Halo telepresence in an innovative industrial design that is optimal for an executive or small group.

- **HP Halo Collaboration Meeting Room**

The HP Halo Collaboration Meeting Room is designed for larger teams. It provides a more immersive experience, can easily seat six and combines a best-in-class collaboration experience with a flexible design that is engineered for installation within an existing larger conference room space. Like the HP Halo Collaboration Center, because no build-out is required, customers are able to keep site preparation time and costs to a minimum and are offered more flexibility in studio locations.

- **HP Halo Collaboration Studio**

The HP Halo Collaboration Studio is HP's ultimate collaboration solution, combining state-of-the-art studio design and precision components. This is an actual telepresence studio that is installed inside a designated space. Lighting, sound and video are optimized to offer the most immersive Halo telepresence experience. This edition of Halo includes specially designed sound-absorbing wall coverings, fully duplexed spatial audio with echo cancellation, a graphic eye lighting control system and an executive table with chairs.

**Leverage existing videoconferencing investments with HP Halo Gateway**

Through HP's alliance with TANDBERG, HP Halo meeting participants have the option of connecting to standards-based video conference meetings. For example, with a few simple mouse clicks, HP Halo participants can connect to a video conference meeting enabled by traditional video conferencing products that adhere to the ITU H.323, H.320 or SIP standards simply by providing the appropriate connection to the customer's network.

**Key features**

- **HP Halo Multipoint Capabilities:** Halo Multipoint functionality allows simultaneous connections with multiple locations around the world at one time and features a three-axis control operation proprietary camera system, which automatically adjusts to provide superior eye contact. HP Halo Multipoint is available to all customers at no additional cost.
- **Dedicated, High-Definition Collaboration Channel:** Participants can easily share documents, presentations and motion-picture quality digital video from their notebook PCs using the high-definition collaboration screen mounted above the displays. Customers also are able to share a variety of multimedia materials – such as DVDs or audio within presentations – via this channel. The Collaboration Channel is standard with all HP Halo Telepresence Solutions.
- **Award-Winning Ease of Use:** Halo's award-winning<sup>(1)</sup> graphical user interface (GUI) allows even new users to connect to multiple locations worldwide with just a few clicks of a mouse. The GUI's native language capabilities increase ease of use by localizing languages to meet the specific needs of each user. Users can select up to 15 different language options in each HP Halo location.
- **High-Definition, Overhead Object Camera<sup>(2)</sup>:** The high-definition, high-magnification, overhead camera enables individuals to zoom in on objects or hard-copy documents on the table, revealing the finest of details, from colors to

patterns. These images can be shared with participants in other HP Halo studios via the overhead collaboration screen.

- **Exceptional Design and Components:** HP Halo takes telepresence into a new dimension with state-of-the-art design and precision components, including fully duplexed spatial audio with echo cancellation, broadcast-quality cameras and optics and executive furnishings.
- **Technology Refreshes:** Halo technology refreshes ensure that all components critical to maintaining the Halo experience remain current,<sup>(3)</sup> and that the customer benefits as HP develops new innovations to further improve levels of service.
- **Language Line Services<sup>(4)</sup>:** HP's relationship with Language Line Services of Monterey, Calif., provides HP Halo customers with an easy-to-use and confidential interpretation option from English into more than 150 languages, including sign language.

### **Key benefits**

- Avoid the cost and risks of network and technology infrastructure upgrades with HP Halo's global, fully managed, end-to-end solution accountability and highly responsive, worldwide support. HP Halo allows the customer to focus completely on using Halo for faster business results without having to worry about making costly upgrades to an existing corporate network or hiring additional IT support staff.
- Make business decisions faster and with greater control using a fully HP-managed communications solution engineered for simplicity.
- Support efforts to minimize greenhouse gas emissions associated with business travel while fostering more personal connections. For instance, if a team of four people uses a Halo studio instead of flying from New York to London, they can avoid emitting more than 12,000 lbs. of CO<sub>2</sub>.<sup>(5)</sup> This is the same as taking more than 360 cars off of U.S. roads for one day<sup>(6)</sup> or planting nearly 5,000 trees.<sup>(7)</sup>

### **HP Halo market adoption**

HP Halo has seen consistent customer and network growth since launching in December 2005:

- The HP Halo customer base includes world-class companies such as ABN AMRO, AIG Financial Products Corp., AMD, AstraZeneca, BHP Billiton, Canon, Dow Chemical, DreamWorks Animation, General Electric Commercial Finance, Novartis, PepsiCo and Toshiba.
- As of March 2008, there are HP Halo Telepresence Solutions in operation or being installed globally in 22 countries on five continents. These countries include: Australia, Brazil, Canada, Chile, China, Denmark, Finland, France, Germany, Hong Kong, India, Ireland, Israel, Japan, Netherlands, Singapore, Spain, Sweden, Switzerland, Taiwan, the United Kingdom and the United States.

### **Pricing and availability**

| Configuration                | Price <sup>(8)</sup> |
|------------------------------|----------------------|
| HP Halo Collaboration Center | \$120,000            |

|   |           |
|---|-----------|
| Two Seater                                  |           |
| HP Halo Collaboration Center<br>Four Seater | \$135,000 |
| HP Halo Collaboration<br>Meeting Room       | \$249,000 |
| HP Halo Collaboration Studio                | \$349,000 |

For major cities in the United States and Western Europe, the network and operations fee, which covers HP's full managed service, is \$18,000 monthly per HP Halo Collaboration Meeting Room or Halo Collaboration Studio and \$12,000 monthly per Halo Collaboration Center. Fees may vary in other regions.

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

- (1) HP Halo's graphical user interface received product design awards from IF and Red Dot.
- (2) The high-definition, overhead object camera is standard with the Halo Collaboration Studio and available as an add-on with other Halo telepresence configurations.
- (3) Does not include any components or elements that change the functionality of the endpoint, and does not guarantee that the Halo experience will be enhanced beyond what the customer originally purchased.
- (4) Customers that have contracts with LLS have the option of immediately engaging an LLS interpreter via phone, or, with seven days notice, as a visible participant via an HP Halo Studio in New York, Chicago or Washington, D.C.
- (5) Calculated using HP Corporate and Brand Marketing Carbon Calculator. Key assumption is that .447 lbs. CO<sub>2</sub> are emitted per passenger air mile.
- (6) According to the U.S. Environmental Protection Agency, the average U.S. car emits 12,100 lbs. CO<sub>2</sub> in a year or 33 lbs. CO<sub>2</sub> per day.
- (7) Based on a 25-year-old forest, Northeast Maple, Beech, Birch, 1,760 lbs CO<sub>2</sub> per acre per year. Average of 700 trees per acre or 2.52 lbs. CO<sub>2</sub>/tree/year.
- (8) Multi-studio package incentive options available.

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