



HP and Cobweb to Offer Private-label Hosted Solutions for Value-added Resellers

PALO ALTO, Calif., May 28, 2009 – HP and Cobweb, a leading hosted services provider, today announced a new agreement to offer private-label Microsoft Corp. solutions via the cloud to U.K.-based value-added resellers (VARs).

HP's collaboration with Cobweb will provide U.K.-based channel partners the opportunity to enter the growing cloud market by offering new hosted solutions that allow customers to take advantage of monthly subscriptions. This eliminates the need for upfront capital expenditures and instead converts them to operating expenses.

Private-label hosted solutions available through this agreement include Microsoft® Exchange Server, Microsoft Dynamics CRM, Windows® SharePoint Services and Microsoft email archiving – some of today's fastest-growing hosted services.

"Small and midsize organizations can lower costs and optimize staff resources with these new hosted solutions," said Lisa Wolfe, manager, Worldwide Midmarket Strategy and Marketing, Technology Solutions Group, HP. "HP and Cobweb are helping channel partners deliver a broader range of offerings with the hosted services and remain trusted technology advisors for their customers."

Cobweb's software-as-a-service (SaaS) offerings run on reliable, energy-efficient [HP BladeSystem](#) and [HP ProLiant](#) servers.

"Our collaboration with HP helps VARs deliver best-in-class solutions and services that enable customers to streamline their operations and cut costs," said Mark Adams, managing director, Cobweb. "Our new SaaS offerings are the next step in empowering the channel to grow their businesses."⁽¹⁾

"We have been watching the evolution of the cloud computing environment for several years now and wondering which supplier would crack the code on building a comprehensive strategy for its customers, including its channel (which is not easy to do)," said Christina Richmond, channels analyst, IDC. "HP gets the prize for first to market with an overarching approach that benefits HP, its customers and channel partners."

Pricing and availability

HP and Microsoft hosted offerings and pricing options are available today in the United Kingdom through Cobweb. More information is available at www.cobweb.com/HP. More information on the SaaS sales tools and training options developed by HP is available at www.hp.com/partners/us/cloud.

About Cobweb Solutions

Editorial contacts:

Michael Thacker, HP
+1 650 857 2254
thacker@hp.com

Shelley Tanner, Cobweb
+44 1329 242563
shelley.tanner@cobweb.com

HP Media Hotline
+1 866 266 7272
pr@hp.com
www.hp.com/go/newsroom

Hewlett-Packard Company
3000 Hanover Street
Palo Alto, CA 94304
www.hp.com

Cobweb has been one of Europe's leading providers of Hosted Microsoft Exchange Services since 1996. Cobweb is ISO27001, ISO9001 and ISO14001 accredited and is a Certified Microsoft Gold Partner with five core competencies.

The company offers SaaS services including Hosted Microsoft Exchange, Hosted Microsoft Dynamics CRM 4.0 and Microsoft Windows SharePoint Services 3.0 with mobile and archival solutions, and white-label hosting for reseller and referral partners.

About HP

HP, the world's largest technology company, simplifies the technology experience for consumers and businesses with a portfolio that spans printing, personal computing, software, services and IT infrastructure. More information about HP (NYSE: HPQ) is available at <http://www.hp.com/>.

⁽¹⁾ IDC, HP Presents ONE face to SMB, Doc # IeUS21729909, March 2009.

Microsoft and Windows are U.S. registered trademarks of Microsoft Corporation.

This news advisory contains forward-looking statements that involve risks, uncertainties and assumptions. If such risks or uncertainties materialize or such assumptions prove incorrect, the results of HP and its consolidated subsidiaries could differ materially from those expressed or implied by such forward-looking statements and assumptions. All statements other than statements of historical fact are statements that could be deemed forward-looking statements, including but not limited to statements of the plans, strategies and objectives of management for future operations; any statements concerning expected development, performance or market share relating to products and services; any statements regarding anticipated operational and financial results; any statements of expectation or belief; and any statements of assumptions underlying any of the foregoing. Risks, uncertainties and assumptions include macroeconomic and geopolitical trends and events; the execution and performance of contracts by HP and its customers, suppliers and partners; the achievement of expected operational and financial results; and other risks that are described in HP's Quarterly Report on Form 10-Q for the fiscal quarter ended January 31, 2009 and HP's other filings with the Securities and Exchange Commission, including but not limited to HP's Annual Report on Form 10-K for the fiscal year ended October 31, 2008. HP assumes no obligation and does not intend to update these forward-looking statements.

© 2009 Hewlett-Packard Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein.

