



## HP Enables Clients to Drive Business Growth, Innovation through Applications Transformation

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PALO ALTO, Calif., May 11, 2010 – HP Enterprise Services today announced new initiatives to help clients create a self-funded journey that transforms their applications portfolios.

The initiatives include a client modernization experience and options for financing their technology infrastructure transformation.

Many organizations face business constraints caused by limitations of older technology infrastructure. Technologies such as mainframes, legacy midrange platforms and outdated applications are causing environments that are rigid and resistant to change. Through applications transformation, clients can align their portfolios with business services, driving innovation for the business while reducing overall operating costs.

HP has the tools and expertise to help organizations determine the best approach for upgrading legacy systems by identifying exactly which applications do not support business priorities. By applying HP's innovative approach based on analysis of hundreds of client engagements, clients can improve business performance while reducing application and infrastructure costs.

"Clients are struggling to shift technology spending away from operations to further drive innovation and grow their business," said Sean Kenny, senior vice president, Worldwide Applications and Business Process Outsourcing, HP Enterprise Services. "Leveraging HP's expertise and technology portfolio, we help clients create a customized modernization roadmap and determine self-funding options to break through the 'innovation gridlock.'"

The first step is the HP Applications Modernization Transformation Experience, a one-day, in-person session that helps clients understand their current situations, explore funding options and identify business outcomes. The session outlines various modernization methodologies, such as applications retirement, that free up funds to be reinvested in projects with strong business implications.

HP is currently offering qualified clients a complimentary Application Modernization Transformation Experience.<sup>(1)</sup> Built on more than 40 years of managing and modernizing client applications as well as infrastructure, the HP Applications Modernization Transformation Experience demonstrates HP's approach and

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summarizes the results HP has achieved for other clients. This interactive experience shows how other organizations have approached similar modernization challenges, highlighting what proven solutions and architectures are currently available.

As a result, clients can identify self-funding options, as well as realize the scope, scale and critical success factors necessary for their own transformations. Specifically, clients can quickly identify wins that generate momentum, help create stakeholder buy in, locate projects to free up funds, and lay out the next steps for their own journey.

A modernized applications portfolio will enable organizations to:

- Increase responsiveness to business priorities and changing customer demands by eliminating the complexity inherent to legacy systems and server sprawl.
- Improve productivity for employees and reduce maintenance costs by streamlining complex, legacy systems to more modern, efficient technologies.
- Achieve faster speed to market with modernized infrastructure and applications.
- Self-fund the modernization journey with projects such as retiring old applications and reducing the overall expense of maintaining overprovisioned, older systems.

Additionally, the experience enables clients to explore different ways to fund the modernization journey. For example, HP Modernization Funding Options provide clients with access to capital based on the value of existing systems, which helps them to fund investments in new technology.<sup>(2)</sup> The program enables clients transitioning to new environments to free up investment dollars and reallocate them to more strategic initiatives.

The experience is part of the [HP Applications Modernization Services](#) portfolio, which includes applications assessments, applications transformation and applications management to help clients achieve the full value of their modernized environment. The solutions are available for clients across all industries, including government, manufacturing and financial services.

More information is available at [www.hp.com/go/applications-initiatives](http://www.hp.com/go/applications-initiatives).

### **About HP**

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(1) Clients must complete the application available at [www.hp.com/go/applications-initiatives](http://www.hp.com/go/applications-initiatives) to be considered for this complimentary offer. HP plans to extend an invitation to a limited number of qualified applicants and will notify clients if their application has been accepted. Travel and lodging costs are not included.

(2) Financing available through Hewlett-Packard Financial Services Company and its subsidiaries



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