

Transform your client infrastructure.

HP Client Strategy Services

Take the first steps to setting your client infrastructure transformation in motion.

Service brief

Be ready

Change is coming to the desktop. Again. Technology has matured, the cloud is coming and Microsoft® Windows® 7 is here. All positive things. On the other hand, devices continue to proliferate and security is a challenge—leaving you to deal with the many cost and management challenges of an unstructured client infrastructure.

Wherever you are on the client journey, it's clear you need a strategy to deal with all the choices, complexity and change to better meet the needs of your users and your business.

What if you could quickly add value to the business with desktop investments that mitigate risk and improve return on investment (ROI) for reliable scalability? Then do the analysis and gain consensus on the risks and benefits for your client infrastructure projects before you begin.

HP Client Strategy Services are a set of business consulting services designed to help you be ready for a successful client infrastructure transformation—one that includes client virtualization and client migration to Microsoft Windows 7.

Working together, we help you lay down a solid strategy, as you take the best first steps to:

- Build consensus
- Identify opportunities for increasing business value that are unique to your organization
- Pinpoint the risks and mitigation opportunities

Strategy first

A successful client infrastructure strategy begins by focusing on your business priorities and outcomes. It starts with business value, as you ask:

- What is your company's vision for increasing user productivity?
- What are the areas of low productivity and/or high

cost that need improving?

- Where can you apply new technologies to make the biggest difference?
- How do you provide the right client for the right workload across the enterprise?

To find answers to these questions, consider a series of high-quality, hands-on interactive consulting services, delivered through our series of Business Value workshops and services, and complemented by interviews with key business stakeholders.

Using proven methodology, our experienced consultants focus on how technology can specifically help your organization, as you align business goals with a technology deployment roadmap.

Our approach provides a vehicle for building momentum that goes beyond a simple migration or a client virtualization implementation, providing significant value to your users, business units and organization. Each service is structured to promote a highly interactive environment, while covering all the critical aspects of a true client infrastructure transformation. Working closely together, we enable you to:

- Identify and link to your organization's strategic initiatives
- Understand your current situation and future aspirations as you define a roadmap
- Quickly prioritize your organization's needs and identify measurable business benefits

Flexibility is part of the vision

Each workshop builds on the previous one, so we can walk your stakeholders through an understanding of the complete value of client infrastructure. We then move on to specific business benefits and clear ROI for your organization, right through to a technology deployment roadmap.

Be strategic – build your business case and prioritize investments with HP Client Strategy Services

Service Objective Scope Activities

Transformation Experience Workshop

Help gain a complete view of all implications and opportunities related to your client infrastructure transformation

Duration: 1 day

Who should participate:

cross-section of key stakeholders from IT and line of business

Discuss your current client environment and a vision of your future environment

- Quantify opportunities and risk
- Build clarity around what you can achieve and how you can achieve it

- Gain stakeholder buy-in as you create a client infrastructure strategy that supports business objectives

- Determine the best place to begin your transformation as you pinpoint areas where you can most quickly gain traction

Business Benefits Roadmap Provide a complete view of benefits to be gained using real business case studies

Duration: 1–4 weeks

Who should participate:

CIO, IT managers, key business unit managers

- Link client computing investments with business needs

- Link strategic initiatives and implications

- Discover business cases with key business stakeholders

- Identify, quantify and analyze solution benefits

- Create a high-level client infrastructure computing roadmap that builds on your business benefits and benefit quantification

Strategic Architecture Create a clear blueprint and

roadmap for an effective client infrastructure transformation

Duration: 1–4 months

Who should participate:

IT owners, IT managers

- Align business and information contexts with architectural decisions

- Provide a complete, clearly scoped solution

- Involve stakeholders in requirements collection

- Identify business requirements, constraints and linkages

- Provide a strategic architecture blueprint and detailed client infrastructure computing transformation plans to introduce new technologies

Count on more value from HP

Choosing to work with us means working with business technology innovators and support and consulting experts with the deep expertise to help you keep your business up and running no matter what. We can provide you with the peace of mind that we've been here and done that with thousands of clients around the globe.

Comprehensive service offerings from expert service professionals – From assessment to design to implementation and support, we provide leadership services for the data center, network and client infrastructure to help ensure project success. Our team of service professionals brings you deep expertise. We've completed thousands of transformation projects and led hundreds of best practice implementations.

- **Education services that tailor to your needs** – From hardware and software training to end-user training on key Microsoft technologies like Office 2010 and Windows 7, our education services are designed to help you manage the change associated with the rollout of new technologies as we help users be more productive through new skills and knowledge. The results? Improved ROI and business outcomes.

- **Ability to provide end-to-end solutions** – HP offers market-leading products for every component of the client architecture, including thin clients, remote display software, server and storage solutions, partner virtualization software, client automation software, application modernization, integration, and support services.

- **Flexibility** – We take a collaborative approach, working with you the way you want, to tailor client infrastructure solutions to your specific needs. Whether you're approaching client transformation from a cost-reduction or control perspective, we can help you meet your goals.

- **Best-in-class partnerships** – HP has close working relationships with leading vendors in the virtualization and desktop space. We have the world's largest and most experienced Microsoft-trained workforce and the largest number of VMware-certified professionals. We are also the largest global VMware Authorized Training Partner, and a global system integrator for Microsoft, VMware and Citrix.

First steps

Where to begin? Consider an HP Transformation Experience Workshop to simulate a complete transformation of your client infrastructure as you build a business case for moving ahead in the way that's right for your business. Or perhaps start with an HP Business Benefits Roadmap to give you an accurate view of your users' work patterns, aligning their needs to the optimal client infrastructure approach as you identify benefits and build a detailed roadmap. Working collaboratively, we can help you move from

strategic vision to successful implementation—with the right hardware, software and solutions to transform your client infrastructure.

The time is now: rethink the client

To learn more, contact your HP sales representative or visit www.hp.com/services/clientinfrastructure.

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