




HP Solution Centers

Putting your solutions on the fast track





At over 80 locations worldwide, HP Solution Centers offer customers a risk-free environment in which to develop, test, and validate solutions on the latest technologies—speeding time to market, reducing costs, and increasing agility.

- **Reduced risk:** You can cut risk and deliver a functionally sound solution through testing under extensive operational and deployment scenarios and discover your best use of resources and user requirements well before implementation.
- **Higher-quality implementations:** Effective, thorough testing in a real-world environment, using your actual data, delivers increased quality of your implemented solution.
- **Lower project cost:** You can gain all the advantages of a fully realized development and testing site without the investment risk, keeping project costs low.
- **Faster time to market:** A focused, dedicated environment means that project development moves quickly, allowing you to bring projects to market ahead of the competition.
- **Assistance from industry experts:** Each solution center boasts an impressive range of expertise from HP consultants and from third-party solution experts. At the solution centers, HP and our partners can meet to work together to address your needs.
- **Consistency and repeatability:** A defined, repeatable proof-of-concept process means your project is tested and proven quickly and thoroughly.
- **Total confidentiality:** Rest assured that your data and projects are kept secure.

With the pressure to reduce costs and the risks associated with purchasing and deploying new technology, companies are finding it more and more challenging to implement the IT solutions they need to meet their business challenges. These challenges, along with the need to shorten implementation time for new solutions, mean that buying hardware and software sight unseen is no longer the best option for their companies. HP understands that you need proven concepts and technologies and the peace of mind that comes from demonstrating the value proposition of a new solution before it's out of the box.

HP Solution Centers can help provide a better return on existing assets and new investments, enabling a more adaptive enterprise, which is HP's vision of an agile organization that reacts quickly to emerging business challenges. HP Solution Centers provide you with the facilities, tools, expertise, and services you need to develop, test, and tune solutions in a secure, real-world environment using your own data. By providing you with a facility where your needs and our capabilities intersect, we assist you in implementing solutions that meet your business needs.

Know how your IT solutions will perform before you risk implementing them.

Whatever your IT needs are, the HP Solution Centers can help you find the answers you're looking for. Whether you are seeking to test a new architecture or perform scalability tests on an existing infrastructure, the HP Solution Centers provide fully equipped environments

in which to perform testing and demonstrate the value of HP (added) solutions. Services offered at the centers include:

- Proof-of-concept testing, sizing exercises, and scalability tests
- Benchmarking new products and services
- Investigating alternatives for improving a solution or architecture
- Testing and tuning of solutions based on a variety of hardware architectures, including the new HP Integrity servers based on the Intel® Itanium® 2 processor
- Demonstrating HP products and solutions

Worldwide presence with the flexibility of remote access

With over 80 installations around the world, HP Solution Centers provide a global reach. Moreover, if you wish to tap the power and expertise of the solution centers remotely, you will find that many of their benefits can be realized through virtual access. High-bandwidth connections allow your engineers to test and prove solutions remotely on industry-leading HP equipment, without the added cost in time and travel expenses.

HP's worldwide Solution Center resources consist of:

- Hundreds of terabytes of data storage
- Thousands of servers, from single-processor systems to 64-processor HP Integrity Superdome servers
- Hundreds of technical experts

Let HP Solution Centers put you on the fast track to synchronizing your IT infrastructure with your business goals.

Ready-to-deploy solutions for even faster time to market

HP Solution Centers have been the proving grounds for hundreds of solutions. We've closely documented many of these projects, building a library of blueprints consisting of best practices and outlining our most effective approaches to problem solving in several key areas, including network and service providers, financial services, business intelligence, wireless, and high-performance technical computing. Blueprints offer ready-to-deploy solutions that have already been demonstrated, so they can be implemented quickly—while still offering a level of customization that allows you to meet your business-specific needs.

HP Solution Center blueprint benefits

Even faster time to deployment—Proven techniques and off-the-shelf modular technology stacks mean that HP has done much of the work for you already. Your solution can be deployed that much faster, improving performance and bringing you a better return on investment, sooner.

Quality and performance assurance—HP Solution Center blueprints are hardware and software solutions that have been demonstrated to perform in the field. HP provides engineers and consulting experts who have extensive experience in exactly the areas you want to address most.

Simplified implementation—HP blueprints save you time and reduce complexity by eliminating the need for complicated decision making. Complete reference libraries and guides to sizing, architecture, and implementation make choosing the right solution quick and easy.

Proof of concept at HP Solution Centers

Proof-of-concept projects allow you to demonstrate and measure the efficacy of new solutions. Your project will have dedicated technical consultants from HP and our partners, secure and private access to IT resources, and an independent meeting room. Proof of concept includes:

- Definition of the project—a test plan created and agreed upon by all parties
- Infrastructure setup—based on your requirements and ready to use when you arrive
- Technical checkpoints—including briefings and project reviews
- Technical recommendations—based on results and data analysis
- Detailed report—with comprehensive results of your visit

HP Solution Centers—compelling results in the field

CompUSA, one of the nation's leading retailers and resellers of technology products and services, seeks to continuously improve its data warehouse performance. CompUSA utilized the HP Solution Center in Cupertino, CA to perform benchmark tests on HP Integrity servers. Results from the HP Solution Center indicated that HP Integrity servers would improve their data warehouse solution substantially. In fact, results show that processes that took 14 hours on their existing architecture take only 33 minutes on an HP Integrity Superdome server. Doug Gray, Director of SAP Operations for CompUSA, praised the results, saying "The HP Solution Center provided a great resource to benchmark this solution in a secure environment, and the access to HP experts was integral for our success in testing this new architecture."

With over 3,000 companies visiting HP Solution Centers worldwide in a typical year, we've had the opportunity to take many similar, successful implementations to market.

Locations—Tiers I, II, and III

● **Tier I:** Proof-of-concept testing, porting services, Web testing, solution benchmarking, product/solution demonstrations and training, customer briefings

● **Tier II:** Solution benchmarking, product/solution demonstrations and training, customer briefings

● **Tier III:** Product/Solution demonstrations and training, customer briefings



Why HP?

HP has a long history of proven expertise in solution development and deployment. HP brings you the benefits of this experience and reach, including:

- Market-leading track record and expertise in mission-critical disciplines
- Creativity and expertise in problem solving and developing solutions
- Proven success with partners and support suppliers
- Proven history of quality and customer satisfaction
- Flexible and innovative pricing
- Proven results in helping our customers achieve their goals
- Global reach and resources

For more information

For more information on how to take advantage of HP Solution Centers solutions, please contact your local HP representative or visit

www.hp.com/go/solutioncenters.



To learn more, visit www.hp.com

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