HEWLETT PACKARD PUBLIC SECTOR DISRUPTIVE TIMES NEED DISRUPTIVE SOLUTIONS

WORLDWIDE GOVERNMENT
SOLUTIONS FORUM 2012

Munir Ismet, VP PS EMEA

hp

DISRUPTIVE TIMES REQUIRE DISRUPTIVE SOLUTIONS

Mobility: Offer e-gov services to Y-generation

Cloud Computing: Achieve breakthrough cost reduction

Analytics: Interprete human information and be informed
(structured, unstructured)

Security: Maintain trust in online and IT services

THE PERFECT STORM – MOBILITY+

Office 2010+

BYOD

Managed Print

Windows 7

UC

Mobility

Management

Virtualisation

Applications

Security

HP MANAGED PRINT SERVICES

VARIETY OF SERVICES – OPTIMIZE DOCUMENT MANAGEMENT

– ePrint Enterprise: Secured mobiles officials printing within "organization"

– HP ePRINT public print locations

Find with GPS print locations Citizens print at Public Locations

Your data stays within your Government Agency

HP CONVERGED CLOUD

Hybrid delivery based on common architecture across traditional & all cloud models

INFORMATION
APPLICATIONS
INFRASTRUCTURE

Traditional

Private Cloud

Managed Cloud

Public Cloud

Choice

- **Open**…standards-based across all delivery models
- **Heterogeneous**…hypervisors, development, infrastructure
- **Extensible**…partner ecosystem

Confidence

- **Security**…across info, apps, infrastructure, delivery models
- **Management** …end to end
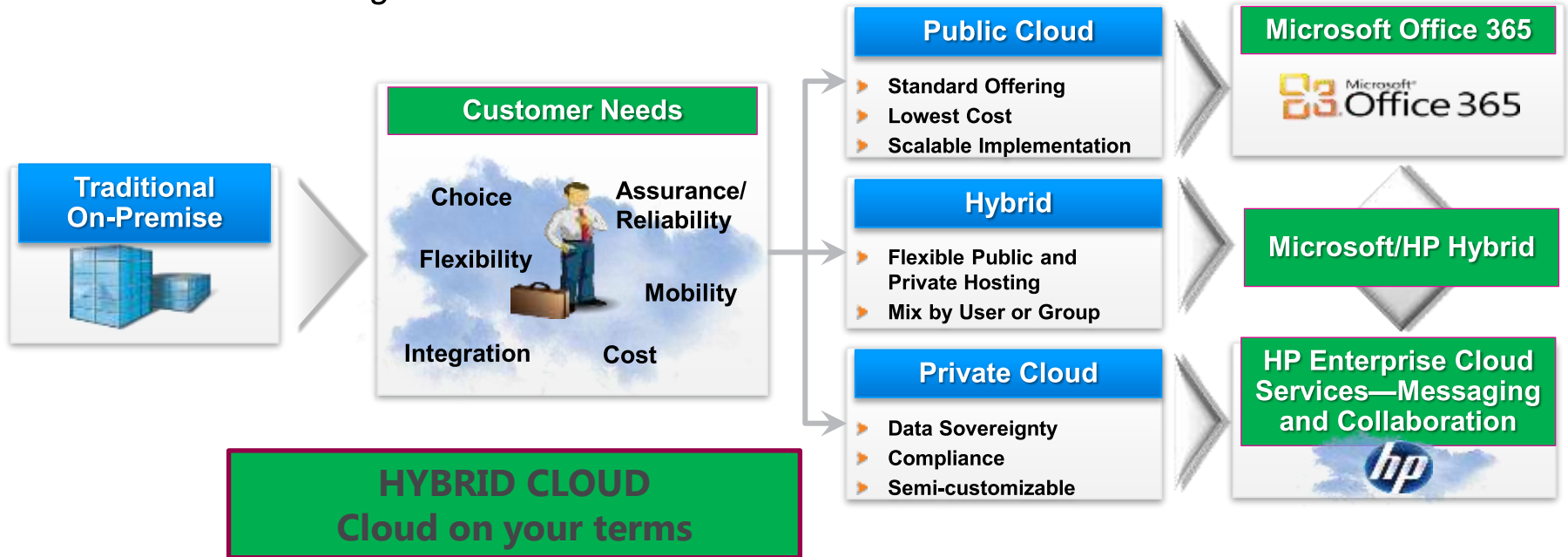- **Automation…**for cloud based architectures & processes

Consistency

- **Common architecture…**across all delivery models
- **Portability**…for flexibility & optimization
- **Consumption experience…**one simple model

HP & MICROSOFT BRING JOINTLY HYBRID CLOUD!

Customers Accessing the Power of the Cloud

HP & Microsoft Deliver a Choice of End-Points

Traditional On-Premise

Customer Needs

Choice

Assurance/ Reliability

Flexibility

Mobility

Integration

Cost

HYBRID CLOUD Cloud on your terms

Public Cloud
- Standard Offering
- Lowest Cost
- Scalable Implementation

Hybrid
- Flexible Public and Private Hosting
- Mix by User or Group

Private Cloud
- Data Sovereignty
- Compliance
- Semi-customizable

Microsoft Office 365

Microsoft® Office 365

Microsoft/HP Hybrid

HP Enterprise Cloud Services—Messaging and Collaboration

HP: THE NEXT GEN INFORMATION PLATFORM

| Transactional Data | IT/OT | Email | Audio | Video | Texts | Mobile | Documents | Search Engine | Images | Social Media |

THE NEXT GEN INFORMATION PLATFORM – IDOL 10

| CONTEXT-AWARE COMPUTING | PATTERN-BASED STRATEGY | INFORMATION SHARING | MONETIZING INFORMATION |

- **Structured and Unstructured information**
- Advanced analytics and pattern-based strategy in real-time
- **Meaning and context**
- **Easy deployable and accessible**

HP: TRANSLATING SECURITY INFORMATION INTO BUSINESS RISK

HP Business Service
Automation (BSA)

McAfee, Symantec, Nessus,
Qualys

Real time from ArcSight
ESM, HP uCMDB or CSV

Enterprise View of Risk

COMPLIANCE AND POLICY	VULNERABILITY MANAGEMENT	ASSET PROFILING	RISK MANAGEMENT

HP EnterpriseView
Security Intelligence and Risk Management Platform

ArcSight	TippingPoint	FORTIFY	DVLabs & FSRG
Security Intelligence	Network Security	Application Security	Threat Research

Private Security Operations Center

CYBER SITUATIONAL AWARENESS AND OPERATIONS DASHBOARD

THIS PARTNERSHIP DELIVERS PUBLIC VALUE

– **Windows 7 migrations – BYOD:** Desktop 360:

– **Managed print services:**

– **E-gov portals:**

  • UK

  • Gov of Georgia (next gen),

  • DSP Ireland

   Plzeň Regional Government

– **Unified Communications:**

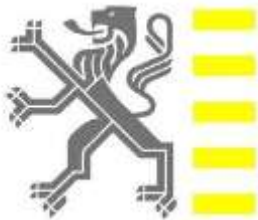# THIS PARTNERSHIP DELIVERS PUBLIC VALUE

– **Exchange 2010 migrations:**

   • European Parliament and Commission, Spanish Ministery of Defenc

– **CRM - applications:** UNHCR – Refugee Registering System

– **Public – Private Partnerships**: Government of Flanders, Government of UK

HP-MICROSOFT FRONTLINE PARTNERSHIP
WHAT OUR 25+ YEAR PARTNERSHIP MEANS TO YOU

– End-to-end alignment on strategy, R&D, sales, partner
  development and customer satisfaction

– Optimized Windows solutions with HP ProLiant and
  BladeSystem servers, StorageWorks, HP Networking ,
  Services, Client devices and printers

– Converged Cloud for hybrid delivery

– Global System Integrator offering consulting, support,
  training, outsourcing and cloud for all Microsoft solutions

THANKS

Please visit us in the expo area at HP POD 2 and 8

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