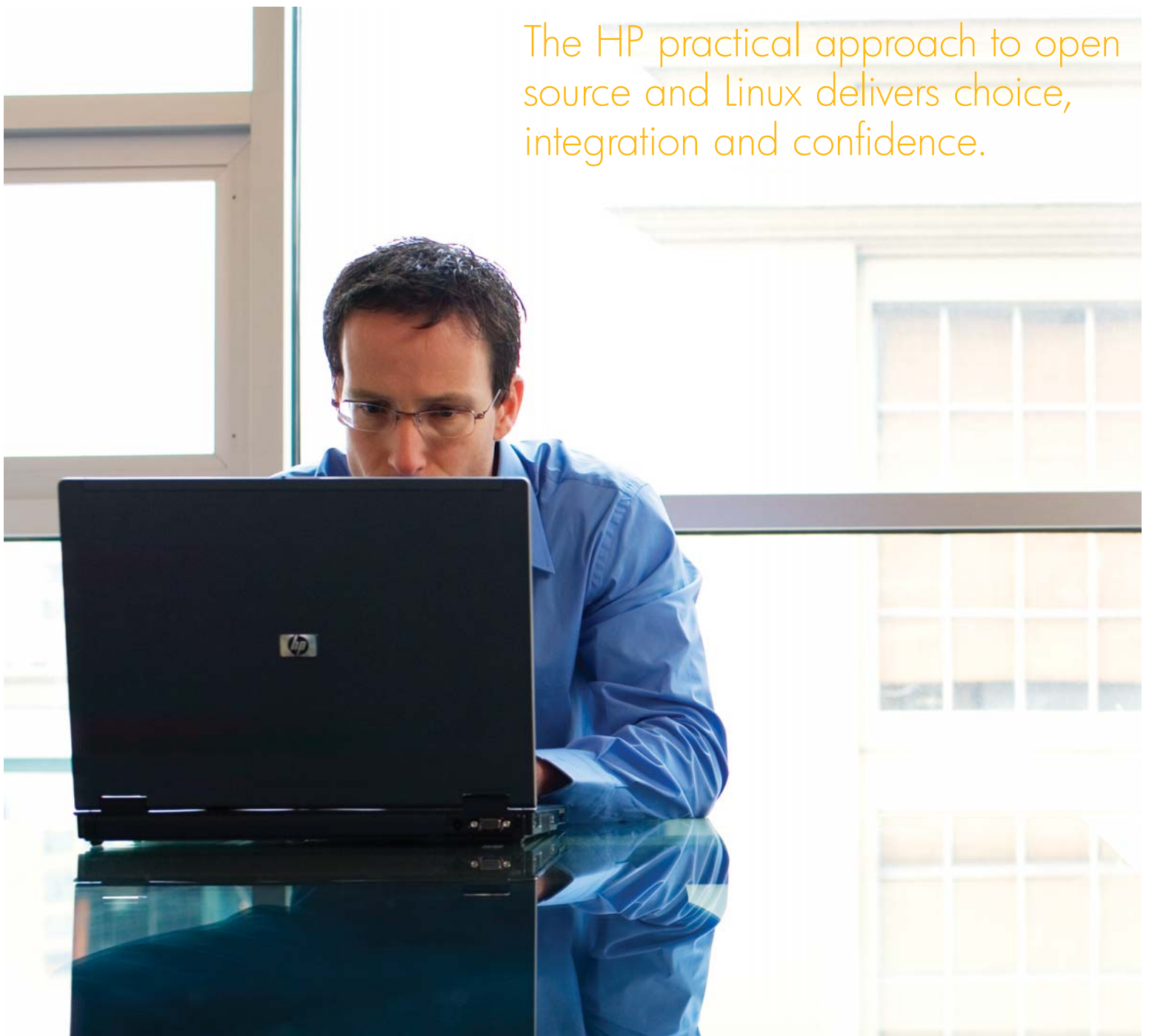


Open source and Linux  
have never looked more  
compelling

Solutions for an Adaptive Infrastructure



The HP practical approach to open  
source and Linux delivers choice,  
integration and confidence.



*“HP has demonstrated that it understands our business needs and can deliver reliable technology to power our business. We will now be replacing the SUN servers in the web and application tiers of the architecture with HP ProLiant systems running Linux.”*

—Ian Castleton, IT Manager, Trinity Mirror

### The choice is yours

There's a good reason why Linux remains the fastest-growing operating system in the world. It has enabled countless companies worldwide to transform their IT strategy, capitalize on business-critical functionality, reduce IT implementation and maintenance expenditures, and achieve a higher level of flexibility for competitive preparedness over the long term. Not bad for a technology that was once adopted only by risk-takers.

Today, all kinds of IT environments use Linux for an increasing number of disparate workloads—HP included. Not only have we implemented the technology in our own enterprise, but we're also leading the industry by adding value to Linux, so you get a faster and better return on your IT investment. We offer end-to-end open source and Linux solutions that are proven components of an Adaptive Infrastructure, in which business and IT are synchronized to capitalize on change. And with Linux running on standards-based platforms, backed by services and support from HP, you can safely and confidently implement a UNIX®-like operating environment with benefits once reserved for Microsoft® Windows® users.

And, as you've come to expect from all of our innovative products and services, HP enables Linux to perform as a core infrastructure component that will help your enterprise adapt to whatever the future may bring. The HP strategy for open source and Linux: the best value for your enterprise. IT managers worldwide seek to maximize return on their IT investment, improve performance, mitigate risk, and increase flexibility. HP helps you accomplish these goals with a choice of best-of-breed products, integrated end-to-end solutions, and unmatched open source deployment expertise for your Linux environment. HP delivers the confidence you need to deploy open source and Linux solutions on proven, industry-leading platforms—backed by renowned HP services around the globe.

**Choice from HP means best value from open source and Linux**  
HP provides freedom of choice for the entire Linux/open source environment—from the desktop to the data center—with a wide range of tools, as well as proven partnerships

and technical expertise. While hardware decisions tend to be based on critical application and middleware considerations, platforms ultimately represent the foundation upon which the enterprise Linux solution is built. As a result, platform breadth, depth and performance are key to designing an integrated open source and Linux business solution. The strengths of HP in these areas are known across the industry, and they provide an invaluable basis for an IT environment based on Linux.

HP continues to support multiple processor platforms for a variety of operating systems. For your Linux implementation, HP offers a choice of platforms: the HP ProLiant server family—the industry's most popular 32-bit portfolio—and the HP Integrity server family, based on the 64-bit Intel® Itanium® 2 processor, which leads the reliability/availability/serviceability (RAS) curve for standards-based servers. And because HP servers support a full range of operating environments, our flexibility and reliability ease the task of integrating Linux into existing heterogeneous computing environments. For added flexibility, HP also supports Linux on workstations, desktops, laptops, storage and printers.

### Delivering integrated Linux solutions

Community involvement: trust and goodwill. HP is an active participant in the Linux community—we're committed to the open source concept and to market leadership as well. HP actively sponsors leading groups and technologies including Linux International, Free Software Foundation, Open Source Software Institute, Apache Software Foundation, Samba, CollabNet, GNOME Foundation, and Gelato. HP is a founding platinum member of the new Linux Foundation – a merger of the Free Standards Group and Open Source Development Labs – whose goal is to promote, protect, and help standardize Linux. HP is also a founding sponsor of the Linux Standards Base, designed to develop and promote a set of standards to increase compatibility among Linux distributions and to enable software applications to run on LSB-compliant distributions. The research and development (R&D) investments of HP are focused on bringing enterprise functionality to Linux, and its own IT group has numerous



examples of open source and Linux technology being deployed across its enterprise infrastructure—all signs of industry leadership and commitment.

#### **Proven open source and Linux partnerships**

For years, HP has partnered with best-of-breed software vendors because we've found that our customers prefer to have a selection of industry-leading solutions to choose from—rather than being confined to proprietary software stacks. In addition, they seek robust solutions that are tested, easy to deploy, and ultimately backed by HP. To this end, HP embraces, encourages and supports open source partners as an integral component of our open source and Linux solutions portfolio.

#### **World-class Linux distributions and security**

A successful Linux deployment begins with a solid Linux foundation. HP has worldwide business and technical alliances with Red Hat and Novell, and is testing select hardware configurations with the new Oracle Enterprise Linux (based on Red Hat Enterprise Linux 4). HP also enjoys country-level relationships with Linux distribution providers like Mandriva and participatory members of Asianux, and offers platform enablement and services for community-led Debian GNU/Linux. The relationships of HP with Red Hat and Novell include joint engineering, marketing, customer support and senior management cooperation. For example, our joint efforts have enabled HP to consistently earn increasing levels of Common Criteria certification for HP ProLiant and HP Integrity servers supporting Red Hat Enterprise Linux and SUSE Linux Enterprise Server from Novell. This certification, recognized by more than 20 governments around the world to determine the level of security and assurance of various technology products, is clear evidence of HP and its partners' rigorous development and test methodology.

#### **Industry-leading ISVs**

The partnerships of HP with industry-leading independent software vendors (ISVs), both commercial and open source, are win-win relationships. HP views these partners as both complementary and critical to the enterprise functionality that HP is driving. We're not trying to sell "one size fits all" packages—we'll provide the right solutions based on your needs. As such, we work with

leading ISVs such as BEA, JBoss, MySQL, Oracle and Symas to build the most valuable palette of software solutions available. And we continue to invest significantly in increasing the availability of key applications and end-to-end solutions for deployment across Linux platforms from HP.

### **Growing platforms— HP BladeSystem server**

HP BladeSystem is an evolution of the traditional rack mounted server. It is essentially a series of server cards—or "blade servers"—that plug into a common enclosure. The enclosure contains a single backplane for connections to power, storage and network fabrics, eliminating cables from each separate server. The enclosure also provides a built-in management processor and connects to a shared power distribution system. Each server blade has standard features such as processors, memory, network and interface connections—plus the innovation you've come to expect from HP.

Unlike individual rack-mount component solutions, HP BladeSystem solutions are indeed systems—integrating servers, storage, networking equipment, power and management software. This provides a real-world advantage in terms of management efficiency—because these systems can change and scale more quickly than traditional environments built on discrete servers, storage and network infrastructures. With the distributed nature of Linux making it ideally suited to the streamlined scale out architecture of blades, HP BladeSystem offers a consistent, modular and integrated design that is easy to deploy—and easy to evolve with your business.



Our latest HP BladeSystem c-Class is an adaptive infrastructure in a 17" box, featuring an innovative consolidated headless design that matches the Linux remote access model and makes it more economical to buy and own than conventional IT. It supports up to 16 full-featured flexibly-configured servers and facilitates workload partitioning, swap out, and aggregated infrastructure like cabling and switches to greatly reduce user error and maintenance costs. Plus:

- Patented HP Thermal Logic technology optimizes power and cooling efficiency
- HP Virtual Connect offers a ground-breaking approach to server-edge virtualization for resource pooling, point-and-click migration, and setup
- HP Insight Control Linux Edition simplifies infrastructure management with automated provisioning, remote monitoring and support that can reduce the time spent on common tasks by 90%.

## Freedom of choice— Linux solutions available through HP

A prime example of the HP commitment to enterprise success with Linux is its rapid implementation in Linux of enterprise functionality that's traditionally associated with UNIX.

### High availability, clustering and virtualization

Linux has become the operating system of choice because it delivers a competitive advantage in several technical-computing application segments, including digital content creation, life sciences, mechanical automation and electronic design automation. Likewise, HP has become an industry-leading Linux solutions provider because our high-availability, clustering and virtualization innovations extend the capabilities of a Linux environment. For example, DreamWorks' use of Linux clients from HP for animation design—and its use of Linux servers for animation rendering plus storage of terabytes of animation data—demonstrates how Linux is transforming the media and entertainment industry, where UNIX platforms had previously dominated.

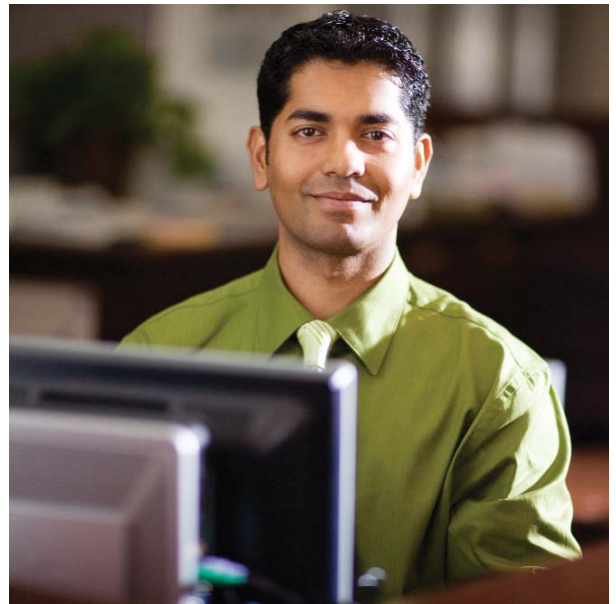
The business-continuity and availability solutions of HP empower customers to improve their business performance and protect their corporate reputations with resilient IT. For

an industry-leading, high-availability and clustering solution, HP offers the award-winning HP Serviceguard for Linux, which protects mission-critical applications from a variety of hardware and software failures. It is ideally suited to support the data integrity, availability and ease-of-management requirements of enterprise-class e-commerce, Internet infrastructure, database, financial and scientific applications.

HP Serviceguard for Linux groups Linux processes into highly available packages. When a server, application service, network or other resource fails, HP Serviceguard automatically transfers control of that node's package to another node within the cluster, maintaining service availability with minimal interruption. Using an end-to-end system of alerts, error detection and dynamic resource allocation, HP Serviceguard for Linux safeguards cluster operations to provide a high degree of availability. And the Linux nodes can be separated by up to 100 kilometers for improved disaster tolerance.

Virtualization is an approach to IT that pools and shares resources—including servers, storage, networking, applications and clients—so that supply automatically meets demand. Recognized throughout the industry as a virtualization pioneer, HP has now brought this technology to Linux. Enabling virtualization within open source, industry-standard Linux environments bring greater flexibility and value to an organization's infrastructure. Virtualization enables the dynamic provisioning and management of resources to adjust to fluctuations in business workloads, shifts in business strategies, variations in markets, and changes in customer base. HP offers a broad range of solutions on Linux, spanning element virtualization, integrated virtualization, and complete IT utility including these offerings:

- **HP Systems Insight Manager (HP SIM)** – serving as a central administration point to manage physical and virtualized environments, not only for Linux but for virtually all HP hardware, including clients, storage, printers, network switches, racks and power products
- **HP Virtual Machine Management Pack (VMM)** – providing unified, central management and control of virtual machines and supporting host-server resources



- **VMware for HP ProLiant servers** – enabling increased resource utilization by allowing multiple independent operating systems and applications to run simultaneously on a single physical server
- **HP NetTop** – based on VMware and integrated with Security Enhanced Linux (SELinux); offering a unified desktop solution of software and services to eliminate multiple workstations connected to separate networks in high-assurance computing environments
- **SystemImager for HP ProLiant and HP Integrity servers** – open source software that simplifies initial deployments and updates of Linux
- **HP Virtual Server Environment for Linux for HP Integrity servers** – an integrated solution that consolidates and virtualizes server resources for the optimum utilization that business priorities demand in real time
- **HP Global Workload Manager (gWLM) for HP Integrity servers** – a policy engine that dynamically allocates virtual server resources to specific applications, integrating with resource management groups, and virtual partitioning techniques to improve server utilization while maintaining service levels across many servers
- **Hard partitions using the HP nPartition (nPars) system capabilities for high-end HP Integrity servers** – enabling configuration of a single-server complex as one large system or as multiple smaller systems and providing complete electrical and software isolation
- **HP Integrity Virtual Machines for HP Integrity servers** – increasing resource utilization by offering sub-CPU virtual machines with shared I/O across Linux, HP-UX 11i and other operating environments with dynamic resource allocation

#### High Performance Computing (HPC)

Linux is well-suited for scale out environments and is particularly good for interconnecting large numbers of compute nodes. High-performance computing Linux is well-suited for scale out environments, and is particularly good for interconnecting large numbers of compute nodes.

These can take the form of compute clusters for parallel processing of a single application or job—or a solution subset of clusters for processing multiple, unique tasks on a per-node basis, either serially or in parallel. Whether in a cluster or a farm, Linux is proving to be the preferred and dominant operating environment for high-performance computing, and many of the world's newest and largest supercomputers are running Linux.

The comprehensive and innovative XC System Software includes a specially-designed, HP-supported variation of Red Hat Enterprise Linux enhanced with clustering technology from the open source community, and integrated by HP engineering with cluster tools and utilities developed by HP and its partners. XC also includes cluster management capabilities for installation and on-going system administration, robust resource management and scheduling, and integrated HP Message Passing Interface library (HP-MPI) and HP Math libraries for message passing.

#### HP StorageWorks products and solutions

HP StorageWorks offerings helps customers with enterprise Linux IT environments put their information to work by delivering simplicity, agility and value. HP StorageWorks offerings have been tested, integrated and optimized for Linux environments. HP offers storage consolidation, business continuity and availability, information lifecycle management (ILM), and unified storage and server management solutions, all based on the deep portfolio of HP StorageWorks products—including storage management applications, backup and archiving software, storage area networks (SANs), disk arrays, tape drives and libraries, and network-attached storage (NAS)—backed by HP Services.



HP provides complete storage solutions and the right components and specialists needed to build those solutions on Linux. These solutions include:

- **Business continuity and availability** – To help promote your business continuity, HP StorageWorks solutions on Linux provides a complete portfolio of data protection—from traditional tape and disk-based backup and emerging virtual tape, through high-availability clustering and multi-site disaster-tolerant solutions. These storage solutions, along with HP Services, offer uniquely integrated capabilities for better business continuity on Linux.
- **Storage consolidation** – HP StorageWorks consolidation solutions help organizations gain control over their Linux IT infrastructures by eliminating over-provisioned silos of technology to create a consolidated, flexible, IT infrastructure that can adapt to changing business needs. HP StorageWorks consolidation solutions encompass a number of solution types to address different storage needs. HP can help make the most of your storage investments, from online storage and backup consolidation, multiple SAN islands, and remote data and infrastructures to moving direct-attach storage into your first SAN.
- **ILM** – For organizations looking to address regulatory concerns while capitalizing on the value of business information, only HP delivers ILM solutions that capture, manage, retain and deliver information throughout its lifecycle. HP StorageWorks solutions allow your organization to create tiered storage, making it possible to assign appropriate levels of accessibility to various types of stored data in order to meet regulatory requirements.
- **Storage resource management** – HP StorageWorks resource management solutions bring stability to your business environment. Whether that stability demands securing resources, measuring quality or managing change, HP resource management solutions deliver the control needed to provide the right information to the right people at the right time. These solutions help unify and simplify enterprise management to allow for more functionality—and less complexity.

### HP management tools

HP has developed a comprehensive set of manageability solutions—ranging from rapid deployment and workload management to remote management and high availability—to meet almost any need.

Linux administration has traditionally been tied to consoles and scripting. HP has designed HP ProLiant, HP BladeSystem and HP Integrity servers to fully embrace that approach while providing solutions to extend those capabilities, particularly in terms of security. HP also extends Linux management for server blades by delivering an all-in-one, Linux-centric management and deployment package called HP Insight Control Linux Edition. HP delivers systems-level management for Linux resources in the context of cross-platform management. For example, HP Systems Insight Manager (SIM) offers management capabilities spanning multiple operating system environments which can be extended beyond the server environment to include HP clients, storage, printers, network switches, rack products and power products—and leverages industry standards to enable management of non-HP platforms. HP SIM is integrated into HP Insight Control Linux Edition but is also bundled with each HP ProLiant server stand-alone.

HP OpenView software provides service-level management, including a variety of tools to manage Linux resources. It also offers native Linux support for HP SIM, HP OpenView Network Node Manager, and many other components. At the same time, HP continues to expand the management-tool roadmap for HP OpenView solutions, which includes making HP OpenView applications available on Linux platforms, for an integrated, holistic approach to managing your IT environment. HP OpenView software manages networks and Linux systems, as well as those from Apache, MySQL, JBoss, Symas, BEA Systems and Oracle. In addition, HP OpenView software supports the management of Linux systems by allowing users to deploy policies that report on the complete service picture, logging and reporting on service states over time, consolidating thousands of events into one logical business-service event, and tracking and reporting service availability as it relates to service level goals.

## Database—and beyond

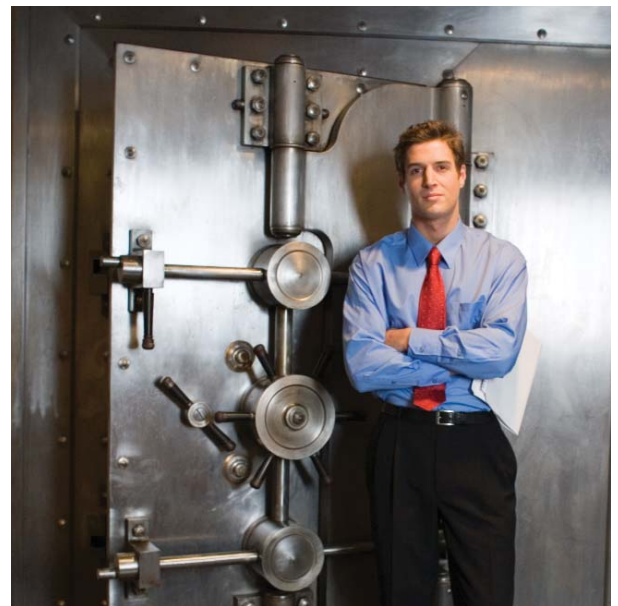
Companies are adopting Linux in parts of the data center never thought possible. HP builds solutions on enterprise, mission-critical databases such as Oracle—the largest commercially available database—as well as on economical open source alternatives such as MySQL, which is experiencing unprecedented market growth in the industry. Together, HP and Oracle create and deliver industry-leading Linux solutions for business continuity and high availability, business intelligence, content management, customer relationship management (CRM), enterprise integration, enterprise resource planning (ERP), supply chain, IT consolidation, manufacturing, messaging and collaboration, and mobility, among other categories. HP offers world-class services and management capabilities that derive greater performance, more functionality and better interoperability and integration from the Oracle solution stack.

Over eight million installations around the world use MySQL to power high-volume websites and other critical business systems. MySQL's award winning speed, scalability and reliability make it an attractive alternative for supporting custom web applications, SAP and other mission-critical enterprise applications, multi-terabyte data warehouses, and high-performance transactional systems. HP sells and supports MySQL Enterprise. This solution, sold as a subscription, includes certified software, software updates, production support, customized alerts, a technical knowledge base and support directly from HP. The HP-certified consulting and integration services organization offers everything from installation, configuration and optimization services to IT consolidation, integration, database migration and application development services. HP customer support stands behind customer deployments, collaborating with MySQL when necessary to enable quick diagnosis and resolution of technical issues, as well as offering a single point of contact and accountability for the complete solution.

## Security

Linux is an excellent platform on which to build, manage and deploy highly secure applications. Because Linux is open source, the IT community can freely examine it for logic bombs, trapdoors, Trojan horses and viruses. Users can choose the level and type of security their environment requires and eliminate any unneeded functionality, reducing the threat profile of their IT systems.

Common Criteria certification is further testament that HP systems running Linux can deliver a high level of security. HP has earned Common Criteria certification for HP ProLiant and HP Integrity servers supporting Red Hat Enterprise Linux and SUSE Linux Enterprise Server from Novell. This certification (ISO/IEC 15408) includes the Controlled Access Protection Profile (CAPP) at an Evaluation Assurance Level (EAL) of 3+.



HP has teamed with Red Hat and Intel to create an even more secure Linux platform for government and commercial IT deployments that need to implement trusted operating system features and minimize the risk of damage from attacks on their networks. HP and Red Hat are nearing completion of a formal Common Criteria certification process with the National Information Assurance Partnership (NIAP) for the Labeled Security Protection Profile (LSPP), Role Based Access Control Protection Profile (RBACPP) and CAPP at EAL 4+. HP worked with the Linux community to provide compatibility with existing multi-level security (MLS) networks to smooth the transition to Linux. The MLS functionality is incorporated into Red Hat Enterprise Linux 5, has been enabled on HP ProLiant and HP Integrity servers, and will constitute the first Common Criteria-certified MLS platform using a standard commercial Linux offering.

HP also offers the following specific security software for Linux:

- **HP OpenView Select Access Software** – for systematic and secure user access to network services and enterprise resources
- **HP OpenView Select Identity Software** – for centralized management of user identities and access rights
- **HP ProLiant Essentials Vulnerability and Patch Management Pack** – delivering vulnerability assessment and patch management to accelerate remediation of vulnerabilities and reduce the risk of exploits
- **HP VPN/Firewall** – to improve security of internal networks
- **HP Virus Throttle for Linux** – an industry-first security technology that provides a proactive, intelligent defense against unknown virus threats based on Linux. HP Virus Throttle for Linux works without the need for specific knowledge of viruses and without business interruption, reducing the potential of damaging any system running Linux.



### **Middleware and application infrastructure**

Many educational institutions, enterprises and ISVs view Linux as an opportunity to develop and deploy applications more effectively, using open source tools such as PHP, Perl, and Python. With Linux, you can consolidate development on a single OS and produce applications that run on several lower-cost, standards-based hardware platforms.

To meet open source service-oriented architecture needs, HP offers a range of solutions featuring JBoss Enterprise, an extensible and scalable suite of products for creating and deploying distributed applications. JBoss Enterprise offers cutting-edge technology components that can be mixed and matched for rollout into a line-of-business infrastructure. Additionally, it is fueled by JBoss Application Server (AS)—the fastest-growing Java™ application server in history. JBoss Enterprise-based solutions run across Red Hat or Novell SUSE Linux distributions on standards-based HP ProLiant and HP Integrity servers, backed by a full range of worldwide support, consulting and integration, and subscription sales options from HP.

HP also partners with long-time middleware leader BEA Systems, whose BEA WebLogic Platform—consisting of application server, portal, integration server and development environment modules—accelerates the service-driven enterprise by simplifying and unifying its development and integration assets. The entire BEA WebLogic offering is fully supported on HP ProLiant and HP Integrity servers. With consistent, industry-leading performance results—such as the Standard Performance Evaluation Corporation (SPEC) jAppServer2002 benchmark—BEA's portfolio offers the opportunity to capitalize on the combined power of a BEA WebLogic Server, WebLogic JRockit Java Virtual Machine, and Linux-based industry-standard servers from HP to process world-record amounts of transactional operations per second.

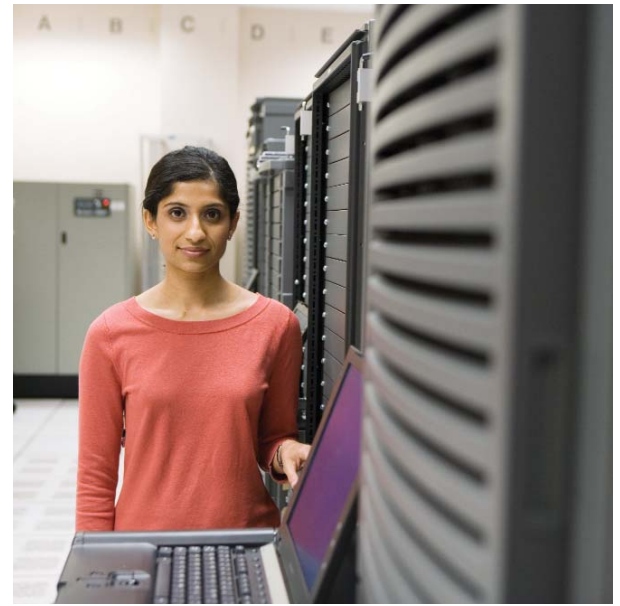
### **Industry applications**

Open source and Linux have made real strides in the business application arena, with vertical industry ISVs adopting the technology in a variety of ways. For example, Medsphere software is based on the open source VistA EHR system, which was developed by the U.S. Department of Veterans Affairs to unify all the different departments within a VA hospital. Medsphere has ported VistA EHR to become OpenVista on Linux, removed some of the system's specifications that related solely to health care for veterans, rolled it out on HP servers, and engaged HP Professional Services to assist with customer implementations.

### **Directory services**

HP has partnered with Symas Corporation to offer an OpenLDAP solution on industry-standard platforms using Symas' Connexitor directory-services software solution. The Connexitor solution is a complete directory and authentication services package powered by OpenLDAP and packaged for easy installation—including all the additional packages necessary for installation. HP leverages the robustness and openness of Symas CDS by certifying and reselling it on HP ProLiant and HP Integrity servers. HP also provides worldwide support for OpenLDAP and incorporates CDS into complete, integrated, open source-based hardware and software solutions for our customers.

Leveraging the proven platforms, end-to-end solutions, and open source expertise of HP gives you the confidence and freedom of choice to deploy Linux your way.



### HP Open Source Middleware Stacks: one-stop shopping for Linux success

In response to concerns about potential challenges associated with deploying open source software, the HP Open Source Integrated Portfolio (OSIP) offers a broad choice of software, middleware, services, operating systems and platforms to tailor your IT infrastructure according to specific needs.

Instrumental to OSIP, HP Open Source Middleware Stacks (OSMS) offer three different ways to adopt open source technology on HP platforms. You can select from supported Building Blocks of best-of-breed software components; workload-specific do-it-yourself blueprints of integrated and supported middleware stacks; and HP Open Source Consulting Services for a services-led engagement to generate fully customizable middleware stacks from open source as well as commercial software. After determining the desired level of support and customization, you can select the right HP OSMS to help reduce the complexity and risk of your Linux rollout; accelerate solution deployment; and expedite integration with heterogeneous, multi-OS environments. HP offers everything needed for a successful Linux implementation, including:

- Market-leading, standards-based platforms ranging from the high-value, 32-bit HP ProLiant servers to the integrated, consolidated infrastructure of HP BladeSystem server and the top performance and superior scalability of the 64-bit HP Integrity server
- Red Hat Enterprise Linux or Novell SUSE Linux Enterprise Server distributions, featuring the security of HP-tested Common Criteria certification and optional Linux indemnification from HP
- Open source and commercial business application software from such industry-leading vendors as JBoss, BEA, MySQL, Oracle and Symas
- Open source governance and lifecycle management services

- Comprehensive management tools, including HP Systems Insight Manager (SIM), HP OpenView software, and HP Insight Control Linux Edition
- Additional value-add/completer software such as HP Serviceguard for Linux, which promotes high availability and disaster tolerance
- Multi-OS, multi-platform interoperability across the HP Open Source Integrated Portfolio
- Single point of accountability plus a full range of services, consulting and integration, and global support options

For more information, please visit [www.hp.com/go/OSMS](http://www.hp.com/go/OSMS).

### Deploy Linux with confidence

The Linux indemnity program from HP not only offers tremendous value to protect the business interests of your enterprise, but it's also a leading example of the HP commitment to Linux and accountability for our Linux solutions. It protects enterprise customers from the potential of intellectual property infringement litigation filed by SCO through a simple program that is the first of its kind in the industry.

To learn terms and conditions, find out how this program can work for you, and see how HP stands behind its Linux customers, please visit [www.hp.com/go/linuxprotection](http://www.hp.com/go/linuxprotection).

### HP and Linux for ultimate flexibility—accelerating time to implementation

HP Factory Express provides configuration, integration and deployment services for a faster time to solution. Whether your needs are simple or complex, Factory Express includes system customization, software application loads, racking, special packaging, asset tagging, image management, engineering design, and deployment services. For more information on these services, please visit [www.hp.com/go/factory-express](http://www.hp.com/go/factory-express).



Our professional services portfolio includes:

- **HP Consulting and Integration Services** – HP is ready to help you build your business case, develop solution designs that will meet both current and future business needs, and incorporate a more flexible, lower-cost environment that leverages open standards. Our full suite of services includes application porting and migration, sizing, architecture and storage, expert project management from installation to completion, hardware and application consolidation, Linux integration into multi-OS environments, and more.
- **HP Migration Services** – To facilitate migration from proprietary SUN Solaris environments to standards-based platforms running Linux, HP can assist in all phases of porting and analyze key application requirements with proven tools and methodologies. We work with you to develop an applications migration roadmap and to prioritize a porting schedule. In addition, our Transition Engineering & Consulting Group (TEC) offers a suite of software tools to assist with the transition of custom code from Solaris to Linux. These tools include a binary scanner for quick scoping of the porting effort, a Software Transition Kit (STK) for detailed planning and code-porting guidance, and a porting kit with a migration environment for easy porting and rapid deployment on Linux.
- **HP Installation and Startup Care Pack Services** – Implementing open source and Linux, hardware and industry-leading software such as JBoss, MySQL and VMware can be a complex, time-consuming undertaking that distracts your already overtaxed staff from other critical tasks. HP Installation and Startup Care Packs for Linux environments offer fixed-price and Statement of Work-based service options—helping to take the pressure off your employees and enabling a smoother, speedier implementation. Care Packs encompass all deployment activities necessary to get your key open source software and hardware platforms up and running fast.
- **Training** – With cases designed for end users, system administrators, and support personnel, HP Education Services meet the full range of your Linux education needs. Our online and instructor-led courses build both core and advanced skill sets and can help you improve system performance, security and availability while preparing your staff for Linux Professional Institute certification. Along with a comprehensive Linux training curriculum taught in most local languages, the professional educators of HP can also provide workforce competency consulting and tailored learning solutions to enhance the performance of your employees working on Linux solutions.

## HP delivers multi-vendor consulting and support services

In addition to offering the Linux applications that run your business, HP also offers innovative services to help keep your Linux enterprise up and running—at every point in the process. Our collection of consulting and support services helps you conduct internal web assessments and design solutions that fit your unique needs. We'll help you tackle your Linux program challenges by holding workshops; supporting your business-case development and legacy IT infrastructure; providing assessments, solution design and application and data migration strategy; and performing stress and scalability testing.

When you're ready to deploy your new solutions, HP will assist with the enterprise integration phase of your project. Once it's up and running, we can provide education, training and management support that will allow you to get the most out of your investment. So, as your enterprise adapts to meet changing computing demands, HP can help you evolve through solution performance optimization and ongoing enhancement.

## An accountable services and support portfolio

Today, HP offers a single point of accountability for your Linux solution support needs by delivering a comprehensive portfolio of professional services—including software engineering, consulting and support—to enable successful enterprise adoption and implementation of a Linux-based solution. And we can do this around the world. Many enterprises lack personnel with the requisite skills or experience to address all of the activities required to get a Linux-based solution up and running. No matter what the scenario, HP offers a broad range of unique services spanning the implementation lifecycle for a successful deployment. This strategy allows you to select the services needed for your unique business circumstances—with full confidence in the ability of HP to provide services that complement your in-house skills.

*“HP has proven the perfect partner in this project. The support has been exceptional, and we now have a guaranteed product roadmap that will help us to provide the best possible service to our customers—now and in the future.”*

— Roger Gaskell, Development Director,  
Kognitio Limited

### HP Services supports your mission-critical, open source and Linux-based solution with committed, proven expertise.

HP Services is recognized worldwide as an industry leader in provisioning multi-vendor hardware and software support services for open IT environments. We have more than 40 years of experience in delivering a comprehensive service portfolio for every business size and type. Our 6500 experienced and dedicated open source and Linux professionals help you manage and support Linux in your IT environment and work closely with your team to resolve problems quickly, increase performance, and help evolve your Linux-based IT infrastructures. We maintain key engineering-level services and support partnerships with best-of-breed open source software partners for complex problem resolution. In fact, out of over 35,000 open source and Linux support calls received by HP Global Solution Centers in both 2005 and 2006, less than one percent needed to be handed off to our distribution or ISV partners. Clearly this not only demonstrates the ability of HP to provide convenient one-stop shopping but also to effectively support and remain accountable for entire open source and Linux solutions across the globe.

Leveraging this expertise, HP has made available a full suite of Linux support offerings, ranging from per-incident technical software support (via one of 16 worldwide HP response centers), hardware and software Care Pack and annuity support, and Linux software subscription services, which provide access to maintenance and patch updates. And for mission-critical applications that need high availability, HP Proactive Essentials, Proactive 24 and Mission Critical Partnership Service solutions are a range of proactive and reactive services that enable HP to work in partnership with your IT support team. These support offerings mirror UNIX support offerings from HP, using the same proven methodologies for which HP has won multiple awards.

- HP Instant Support Enterprise Edition (ISEE) – In mission-critical Linux environments, it is essential to reduce cost

and complexity while improving the efficiency and effectiveness of support for the data center and other key infrastructure components. HP ISEE simplifies the management of highly diverse IT environments by providing a single remote monitoring and support solution for multiple operating systems, technologies and multi-vendor infrastructures—significantly reducing cost and complexity. With real-time monitoring and automated detection and notification, HP ISEE's proactive service capabilities help to improve availability and performance and keep your Linux environment running smoothly.

- Open source governance services – Open source software is often misconstrued as “free” of risk by virtue of being open source. Its openness makes it easy for developers to acquire, modify and build code for use in a wide range of commercial and proprietary projects. As open source penetrates deeper into applications and products, it becomes ever more difficult to track for license compliance, service and support, and management. Yet uncontrolled proliferation of open source software has far-reaching consequences. Open source technology and associated licensing carry their own complexities that require oversight just like traditional software. HP alone currently tracks 180 open source licenses internally and has instituted a comprehensive program to govern the acquisition, licensing, code use and reuse, and distribution of open source technology. HP offers a set of open source governance services to help you target the issues within your own enterprise, develop a plan for addressing them, and implement a governance program tailored to your specific needs and objectives.
- HP Managed Services – You may wish to focus on your core business and leave the operation of your Linux infrastructure to outside experts. HP is a leading managed services provider for Linux installations worldwide, providing a range of traditional out-tasked offerings such as integrated support services for multivendor server, storage and network support management—along with outsourced solutions for print, application, and data-center management.

## HP Financial Services: the smartest way to invest in IT

In addition to our complete portfolio of open source and Linux products, services, people, tools, methodologies and world-class partnerships, HP makes it easy on your balance sheet by putting the power of the HP portfolio to work for you through HP Financial Services.

No matter which combination of reliably, innovative HP solutions you need, HP Financial Services can help reduce your costs even further with our full range of services, helping you to:

- Transition from legacy equipment
- Acquire new HP Adaptive Infrastructure solutions
- Manage your solution cost-effectively
- Dispose of equipment safely at the end of its lifecycle

For more information on these services, please contact your HP sales representative or visit [www.hp.com/go/hpfinancialservices](http://www.hp.com/go/hpfinancialservices).

## Commitment and success

For the community, our partners and our customers, HP is firmly committed to open source and Linux, as demonstrated by:

- More than nine years of Linux market-share leadership<sup>1</sup>
- Widespread deployment of open source and Linux technology across our IT infrastructure
- Innovative, forward-thinking offerings such as:
  - First integrated, fully-supported multi-vendor open source and commercial software stack
  - Linux indemnification, ongoing since 2003
  - Debian Linux platform enablement and Care Packs
  - Open source license management and governance services
- Corporate investment to technology advance and customer success:
  - 2500+ developers focused on Linux and open source projects
  - 6500+ service professionals worldwide to implement and support Linux and open source
  - 1000+ open source printer drivers provided to community
  - 200+ open source tools, utilities, libraries and packages ported
  - 200+ HP products shipped with embedded open source software
  - 100+ open source software projects initiated

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<sup>1</sup> Per IDC Worldwide Quarterly Server Tracker, February 2007, HP (combined with Compaq) ranks #1 in Worldwide Linux server factory revenue and unit shipments since 1998.

To learn more, visit [www.hp.com](http://www.hp.com)

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