



HP Unified Communications – Expanded Portfolio to Improve Collaboration, Reduce Travel, Lower Operations Costs

Orlando, Florida., April 1, 2009 – Today's challenging economic climate requires enterprises around the world to make better use of networking investments and communications applications to reduce business costs while improving operations. Businesses are searching for increasingly efficient networking solutions and services that deliver more effective collaboration to accelerate decision making and reduced travel.

HP, a leader in communication networking system integration for more than 25 years, is addressing today's needs with a growing Unified Communications (UC) portfolio. Offerings added during the past year include infrastructure readiness assessments, video conferencing, new partnerships and full outsourcing and management services from the EDS acquisition.

HP is ideally positioned to help enterprises enhance existing infrastructure with new voice and messaging technologies. The HP UC portfolio offers a wide range of options for products, professional services, financing and outsourcing.

Expanded Readiness Assessment Services

HP offers readiness assessments to identify customer requirements for networks, voice systems, messaging, call centers, mobility, asset tracking and voice/video/Web collaboration.

- *Networking:* Customized workshops are available to address specific needs including data center, LAN/WAN, optimization/consolidation, security, technology trends, product selection, and architecture linked to life-cycle implementation through maintenance.
- *Voice:* Workshops and new prepackaged offerings are available for IP voice systems for PBX and for call center solutions.
- *Messaging:* HP is the leading system integrator for Microsoft messaging solutions, now offering Microsoft's full Unified Communications portfolio, including OCS.
- *Mobility:* New professional services for creating full enterprise wireless solutions span applications from basic asset tracking to complex healthcare solutions. These expand HP's mobility product portfolio for handhelds, notebooks and WLANs.
- *Unified Communication:* HP provides integrated solutions leveraging Microsoft,

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Cisco and Avaya technologies for voice, messaging and mobility on a single network.

Expanded Partnering

HP has longstanding partnerships with Cisco and Microsoft to deliver enterprise UC solutions. The company has now added Avaya as a partner for UC and for the ProCurve ONE Ecosystem.

- *Avaya Unified Communications:* HP and Avaya deliver Intelligent Communications solutions that transform businesses processes for competitive advantage. HP system integration services are available now in the US for Avaya Modular messaging products, and will be available for the full Avaya UC managed services EDS portfolio by the end of 2009.
- *ProCurve ONE Ecosystem:* Leading equipment and independent software vendors are working with HP ProCurve to create new applications, which together with ProCurve's network foundation products allow enterprises to deploy tested and pre-integrated best-in-class voice/messaging solutions. Partners include: Microsoft, Avaya, F5, McAfee, Mitel, Aastra, Riverbed, etc.

Expanded HP Video Collaboration Products and Services

HP now offers a robust combination of interoperable telepresence and video conferencing products for enterprise customers as well as industry leading managed service offerings where reliability, scalability and cost predictability are critical.

- **Products with exceptional interoperability:** From desktops to meeting rooms to high-end telepresence offerings, HP and alliance partner TANDBERG can easily and seamlessly assess customers' global communication needs and provide interoperable products critical for collaboration across the enterprise – from small satellite offices to large corporate headquarters. This includes interoperability with the Microsoft Office Communicator (OCS) desktop solution.
- **HP Halo Managed Services:** HP offers a variety of unparalleled managed service offerings to enhance the collaboration experience, increase usage rates of video assets and provide complete cost predictability – a critical advantage in today's economy. HP offers managed services for telepresence and standards-based video conferencing customers. Customers have access to 24/7 Concierge services, monitoring and diagnostics, Technology Refresh services, Halo Multipoint capabilities – without additional charges – and a host of other offerings.
- **Halo Video Exchange Network:** As part of HP Halo's Managed Services, customers also have complete access to the Halo Video Exchange Network (HVEN), a fiber optic network solely designed for optimal video collaboration. Customers can place telepresence and standards based video conferencing endpoints directly on the HVEN. The network ensures reliability and performance, without requiring bandwidth scheduling or costly upgrades to your corporate network.

Expanded UC Managed Services

HP successfully integrates voice, e-mail, voicemail, video/data/audio conferencing, collaboration and mobile technologies on a single unified communications platform.



Complete integrated solutions are now available and planned, leveraging technologies from HP, Cisco, Microsoft and Avaya. HP provides a single point of contact for designing, building and managing complex next generation network and communications applications infrastructure. In addition, through the EDS acquisition HP now offers flexible options for enterprises to own or lease new voice communications systems.

About HP

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