hp

invent

new hp e3000 transition programs and services

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hp e3000
solution symposium
april 3, 2002

transition program office

- centralized resource and migration assistance for sales teams
- makes it easy for sales reps to engage the resources you need
- end-to-end solutions
- worldwide focus

marketing center

- access to communications, training, collateral, trade-shows, programs and promotions
- focus on North America (Latin America, Europe, & Asia-Pacific regions handled separately)

migration center

- access to all technical teams, including MPE, HP-UX, Linux, Windows/NT, HP Education, Consulting, Training, Support, Sales and Outsourcing
- focus on North America

three things that you've told us you need …

- you've told us we need to make 3k transitions cost-effective

- you've told us you need more guidance to make the transition

- you've told us you need help coming up to speed on your target platform.

hp e3000 transition program overview

- full end to end solution of programs, tools, and services

- designed to

  - make e3000 transitions more cost effective

  - give you more guidance to make the transition quickly

  - help you come up to speed on your new HP platform

program benefits for every hp e3000 customer

	corporate and enterprise accounts	mid market customers	small/medium businesses
services	hp consulting services hp outsourcing services	platinum program (NA) preferred partners (Europe)	
programs and incentives	hardware, software, and support offerings		
	special financing		
	education and training		
products	product roadmaps		
	database strategy		
	tools		

making e3K transitions
more cost effective:

programs
and
incentives *

hardware and software

software (hp-ux)
- hp-ux11i included with server discounts on hp-ux
- 50% discount per CPU license for enterprise or mission critical operating environments **new**

storage
- storage (HP and non HP) trade-in rebates

servers (mpe/ix and hp-ux)
- free e3000 to hp-ux conversion kits
- A- N- class kits extended until 2006 EOS **new**
- e3000 trade-in/trade-up rebates
- hp-ux trade-in/trade-up rebates

hp support

new

3 for 3 support promotion

- 3 months free support with purchase of 3 year support contract

- available on new HP-UX or e3000 system purchased for transition purposes

- must trade in HP e3000 server via the HP Trade-up 2002 Program

special financing options

new

- 0% APR for 12 Months

- OR:
  - Cash flow management
  - Pre-packaged financing
  - Customized financing

giving you more
guidance
to make the
transition quickly:

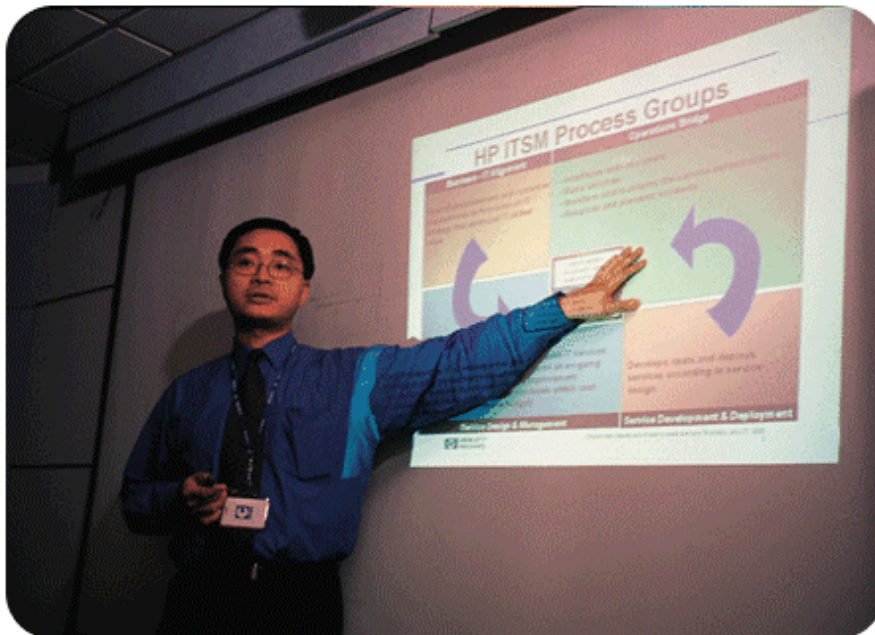**services**

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corporate, enterprise,
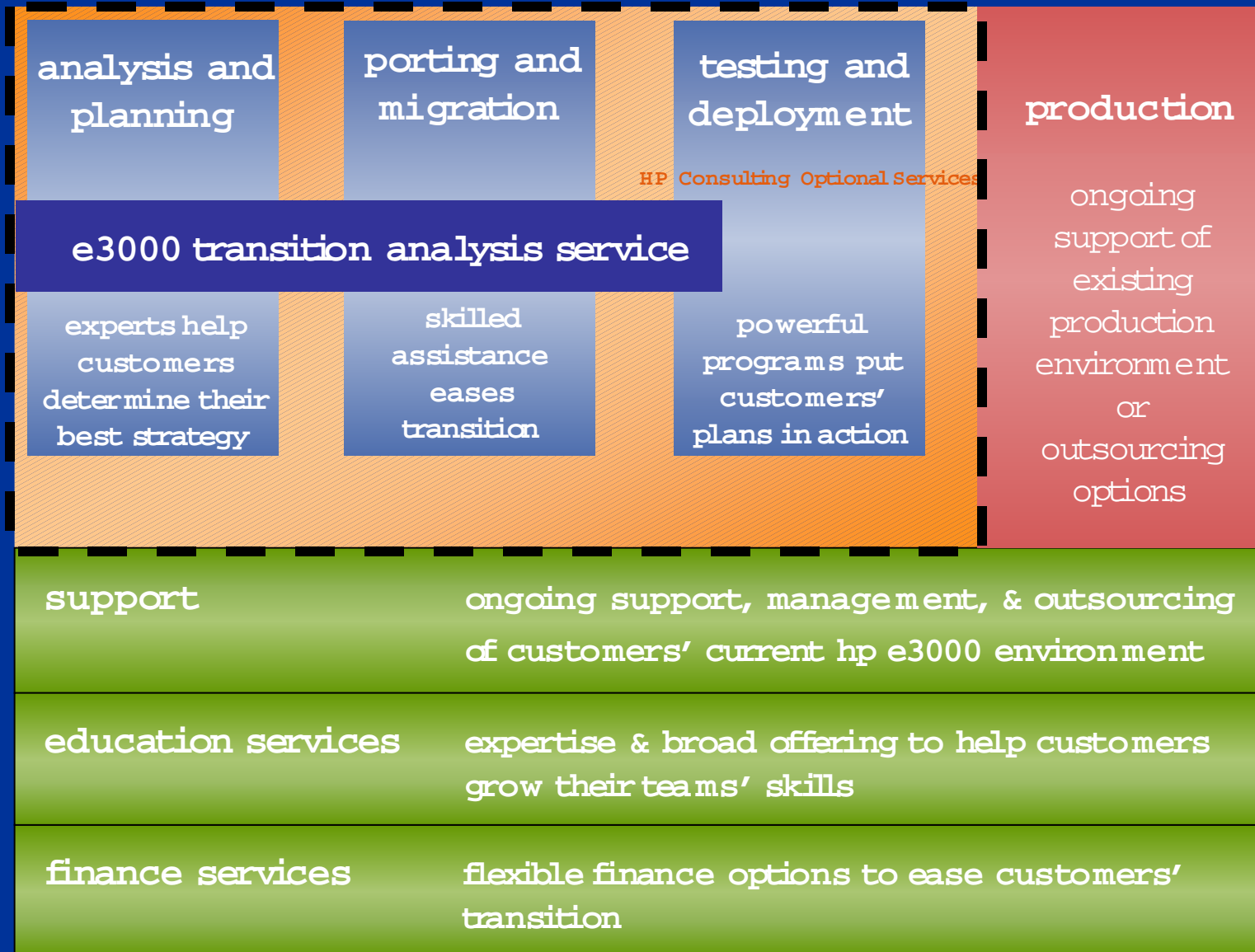and top tier
mid market accounts

services strategy

hp consulting services

- transition analysis and planning

- porting and migration

- testing and deployment

hp outsourcing services

hp e3000 transition analysis overview

analysis and planning	porting and migration	testing and deployment	production

HP Consulting Optional Services

e3000 transition analysis service

experts help customers determine their best strategy	skilled assistance eases transition	powerful programs put customers' plans in action	ongoing support of existing production environment or outsourcing options

support	ongoing support, management, & outsourcing of customers' current hp e3000 environment
education services	expertise & broad offering to help customers grow their teams' skills
finance services	flexible finance options to ease customers' transition

hp outsourcing solutions

management services
- remote management of existing MPE/iX systems
- meet agreed-upon service levels to support business objectives

hosting solutions
- systems reside at HP data center
- systems managed and operated by HP

benefits of outsourcing

- free up your limited IT resources to plan and deploy new environment

- leverage HP's expertise

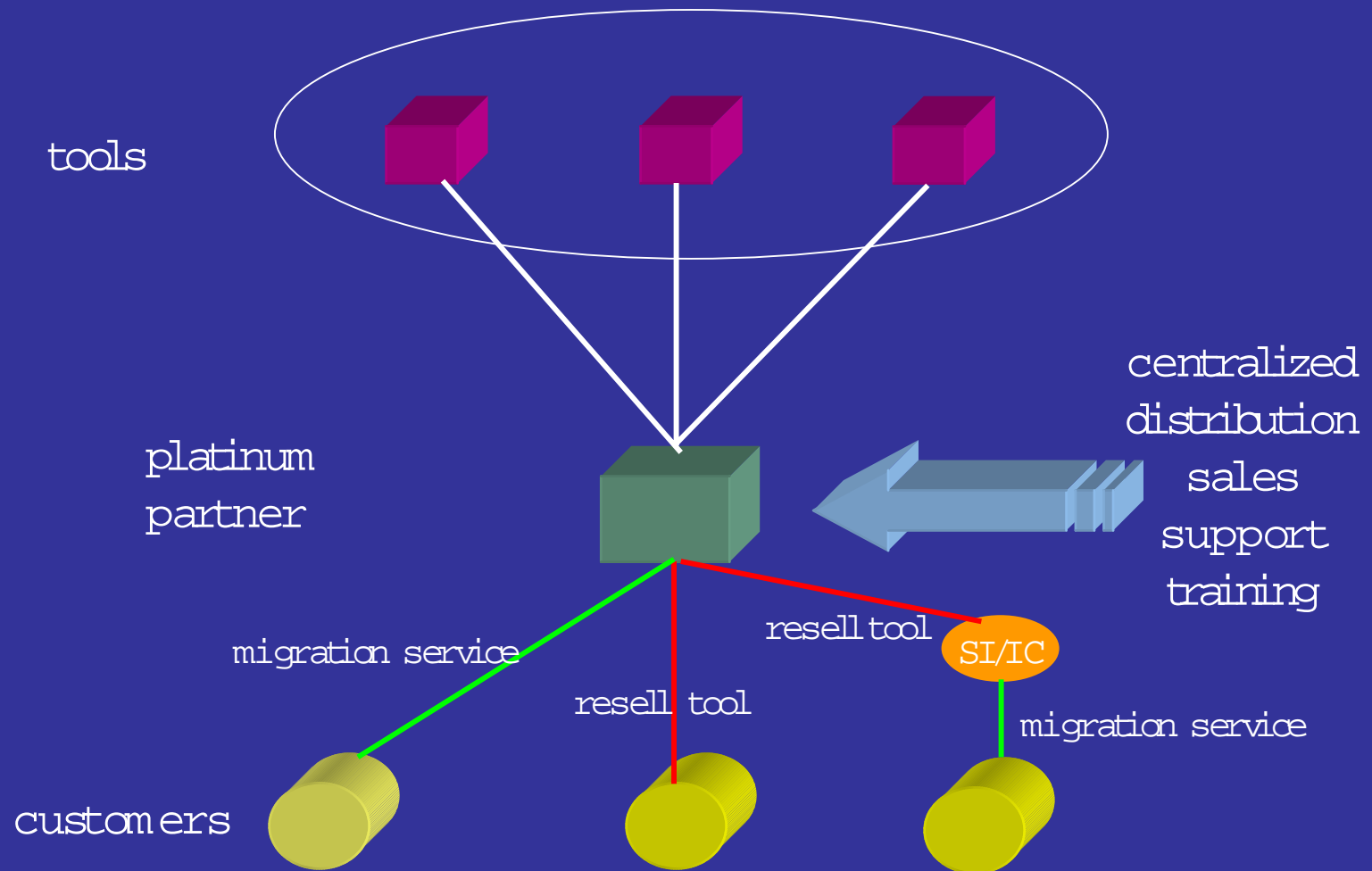- minimize transition time and business disruption

mid market accounts and small medium businesses

migration services strategy

new

hp e3000 platinum program
(north america)

hp e3000 preferred partners (europe)

hp e3000 platinum program

tools

platinum
partner

centralized
distribution
sales
support
training

migration service

resell tool

resell tool

SI/IC

migration service

customers

hp e3000 platinum program benefits

- increase reach of comprehensive migration tools

- flexibility in migration options

- reduce overall costs

- one stop shopping

announcing hp e3000 platinum partners

- Lund
  - –www.lund.com
- MB Foster
  - –www.mbfoster.com
- Speedware
  - –www.speedware.com

helping you come up
to speed more quickly
on your new platform:

tools and training

public access development server

(free server timeshare)

invent 9K

- facilitate migrations from MPE to HP-UX
- evaluate, develop, and test on hp-ux 11i
- ISVs can install demo copies of migration toolsets
- available to partners and customers, end of April

Register for a log-on account at

http://jazz.external.hp.com/pads

This HP 9000 system will be accessed via the Internet using such standard network protocols as telnet, VT, FTP, HTTP, and SMB. Users will be responsible for backing up their own data. Please see the user agreement for the complete list of terms and conditions.

loaner program

hp-ux loaner program

- qualified customers are loaned systems for 6 months

- customer has the option to do a buy-out at the end of the loan term for a substantial discount.

- talk to your HP sales rep or channel partner for details

- regional variances apply

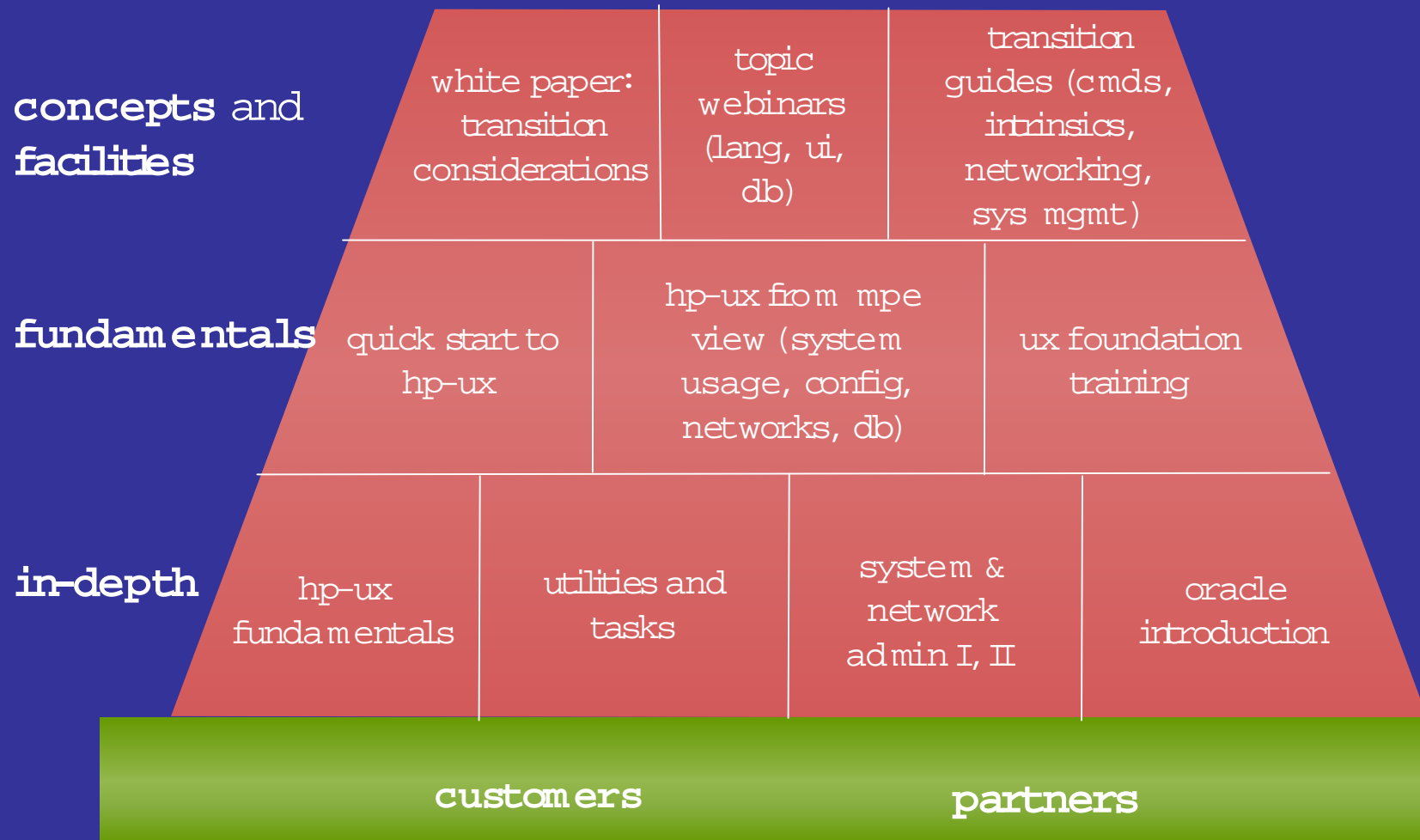transition training strategy:

three levels of training

fundamentals

concepts and facilities

in-depth

hp e3000 training solutions
hp-ux transitions

concepts and **facilities**

| white paper: transition considerations | topic webinars (lang, ui, db) | transition guides (cmds, intrinsics, networking, sys mgmt) |

fundamentals

| quick start to hp-ux | hp-ux from mpe view (system usage, config, networks, db) | ux foundation training |

in-depth

| hp-ux fundamentals | utilities and tasks | system & network admin I, II | oracle introduction |

customers   **partners**

customer and partner webcasts

5 upcoming webcasts **new**

(8:30 – 10 a.m. Pacific time)

- **planning the project**
  — tuesday, april 23

- **language issues**
  — tuesday, may 21

- **user interface issues**
  — tuesday, june 25

- **database issues**
  — tuesday, july 23

- **putting it all together**
  — tuesday, august 27

where to go

for more info?

hp has the answers

- tomorrow – stop by the HP Vendor Suite (1 – 5 p.m. Woodside 3) with your questions. Talk one-on-one with experts from many HP products and services teams.

- www.hp.com/go/e3000

  our hp e3000 public website