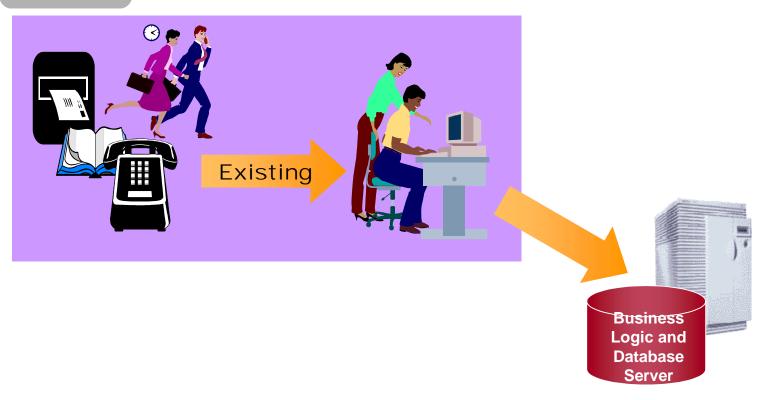
web enablement



HP e3000 web enablem entexamples

web enablement

### TypicalHP e3000 environm ent



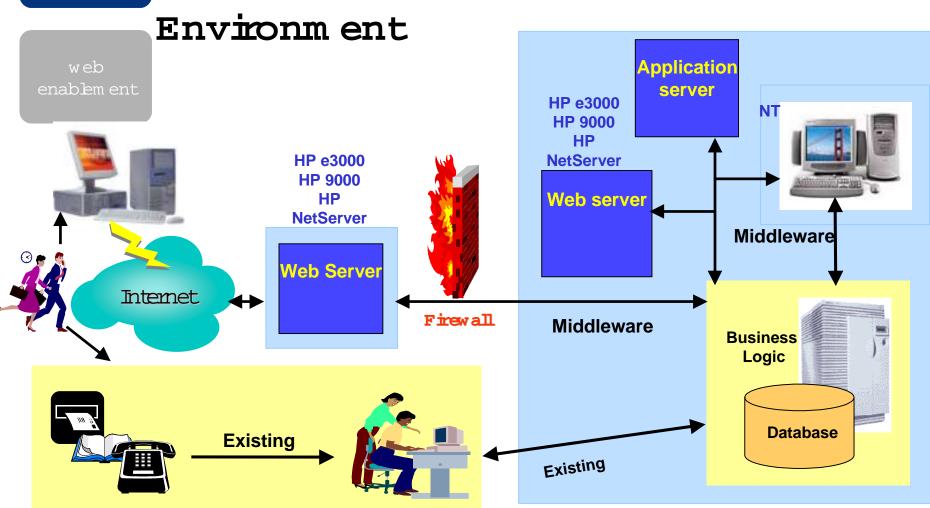
HP e3000



hp e3000 web enablem entexamples

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New Web-Enabled



HP e3000



hp e3000 web enablem entexamples

### SchoolSpecially Background

- Largest distributor of non-textbook education materials
- Grown from \$25 to \$500 m illion in revenue in the past few years with plans to reach \$1 billion in the next three years



# SchoolSpecially Business challenges

- Leverage existing business and ordering systems into an intuitive, real-time W eb presence
- E-com m erce solution that could be up and running quickly
  with the system support, reliability, and availability to handle
  peak business
- Build an interactive portal to fortify School Specialty's role as industry leader and online arena for sharing between school boards, teachers, and others

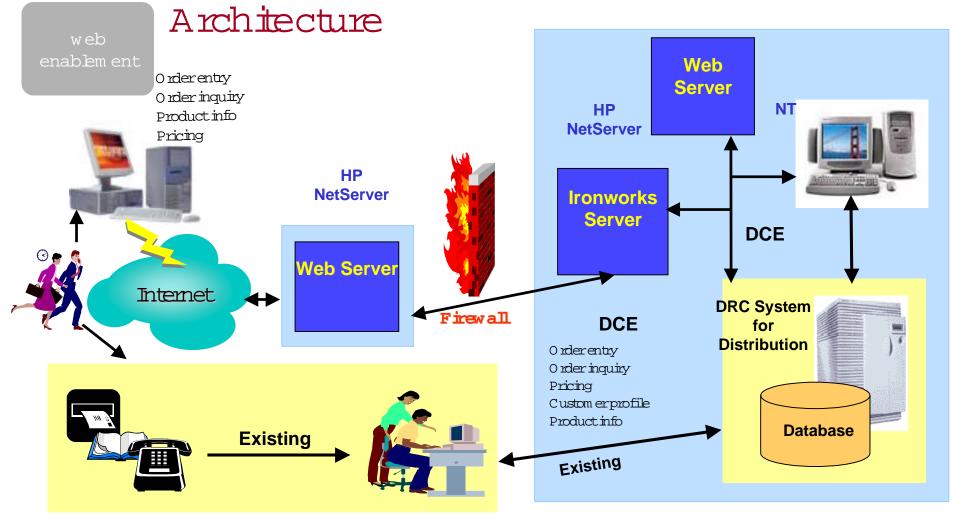


### SchoolSpecially Solution

- Utilize Ironside's Ironworks sell-side ecom m erce software to enable com m unication between the HP e3000 989/600 and 989/400 hardware, and the Distribution Resources Software
- Integrate existing IT systems cohesively to enable a flexible and open Webordering solution
- DRC System for Distribution (SFD)
- HP NetServerwith Microsoft IS
- DCE



### SchoolSpecially





HP e3000 hp e3000 web enablementexamples

### SchoolSpecially Results

- Seam less transition completed quickly and cost-effectively
- Web-ordering processes successfully integrated into SchoolSpecialty's IT environment. Expected revenue from e-commerce is \$30 million
- Junebox.com , School Specialty's portal, affirm s School Specialty as industry leader and facilitates com m unication am ong school com m unities





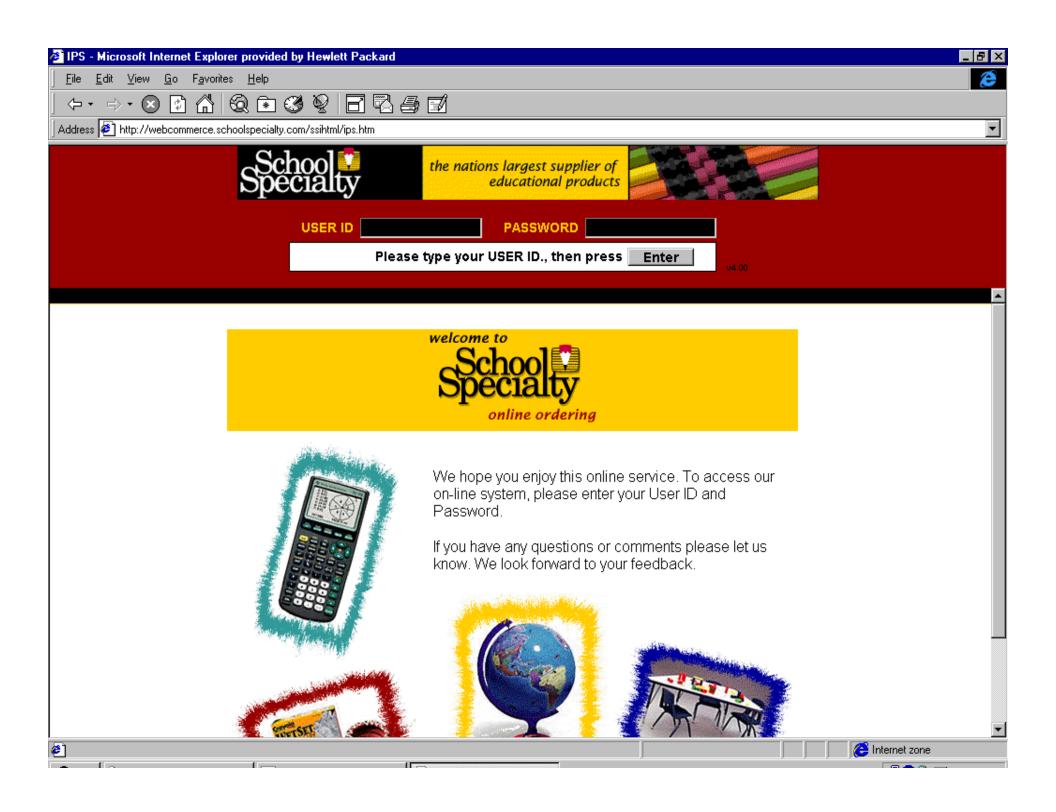
#### SchoolSpecially

web enablement

"The HP e3000 is the primary platform for us. We've stayed with the HP e3000 because HP has continued to make it an open system, and has continued to enhance it and move it forward."

Michael Killoren Chief Information Officer School Specialty, Inc.





### ASAP Software Express Background

- Division of Corporate Express
- Corporate software reseller to Fortune 1000/ State and LocalG overnment
- Second generation e-Comm solution
  - 1st generation built in 'C'



### ASAP Software Express Business challenges

- Build a com prehensive Internetorderm anagem ent system
- Im prove current system 's ease-of-use
- Provide custom ers with a higher level of service
- Increase electronic orders 800%

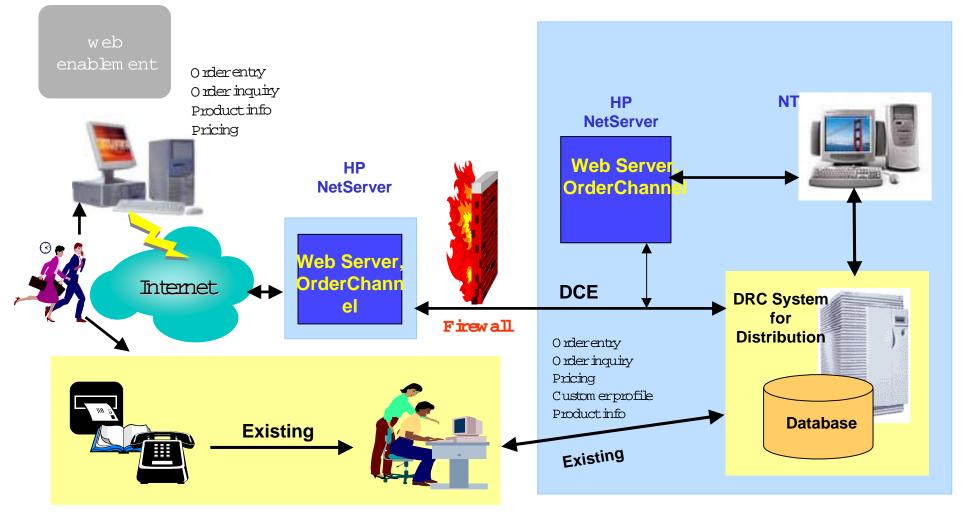


### ASAP Software Express Solution

- ASAP developed its own extranet: ASAP E-W ay
- HP e3000 969/400 running FR IO rderChannel5.02 software for ASAP E-W ay's ordering component, eBuy
- DRC Software for Distribution
- Speedware Autobahn w /DCE
- Microsoft IIS



### ASAP Software Express Architecture



#### HP e3000



hp e3000 web enablem entexam ples

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### ASAP Software Results

- Increased custom ervolum e exponentially as compared to a yearago
- Solution links dynam ically to active and legacy databases, as well as key business systems
- Successfulsolution drives plans to become a portal for customers



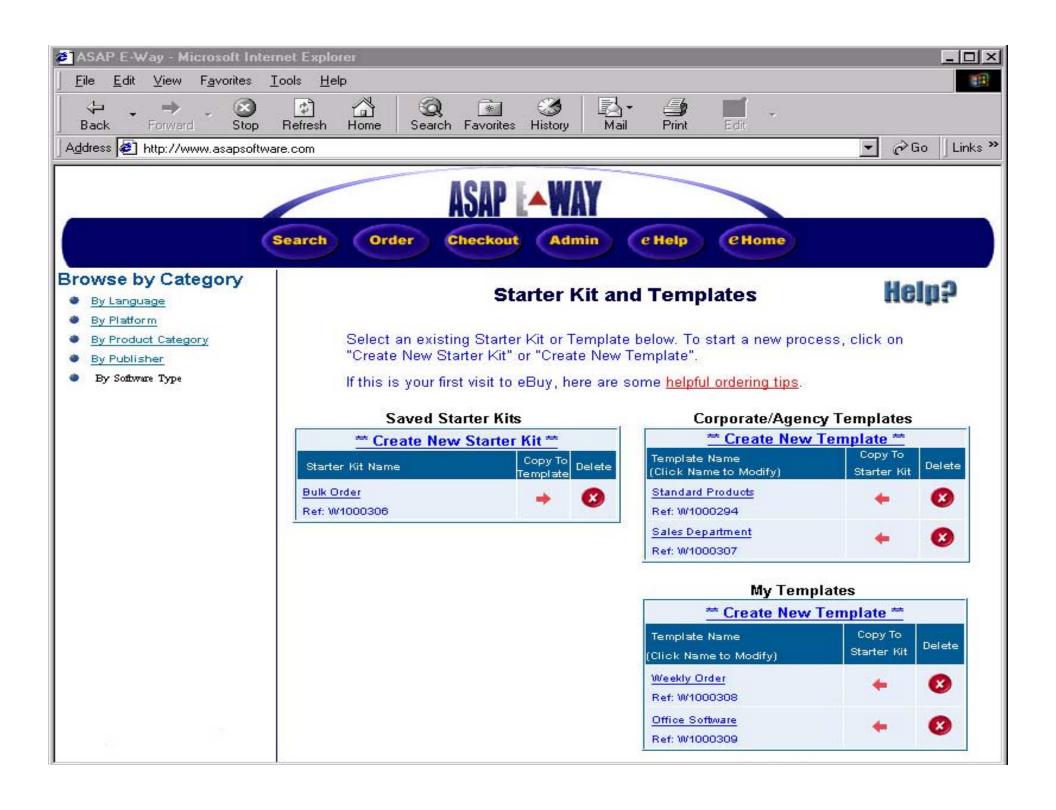
web enablement

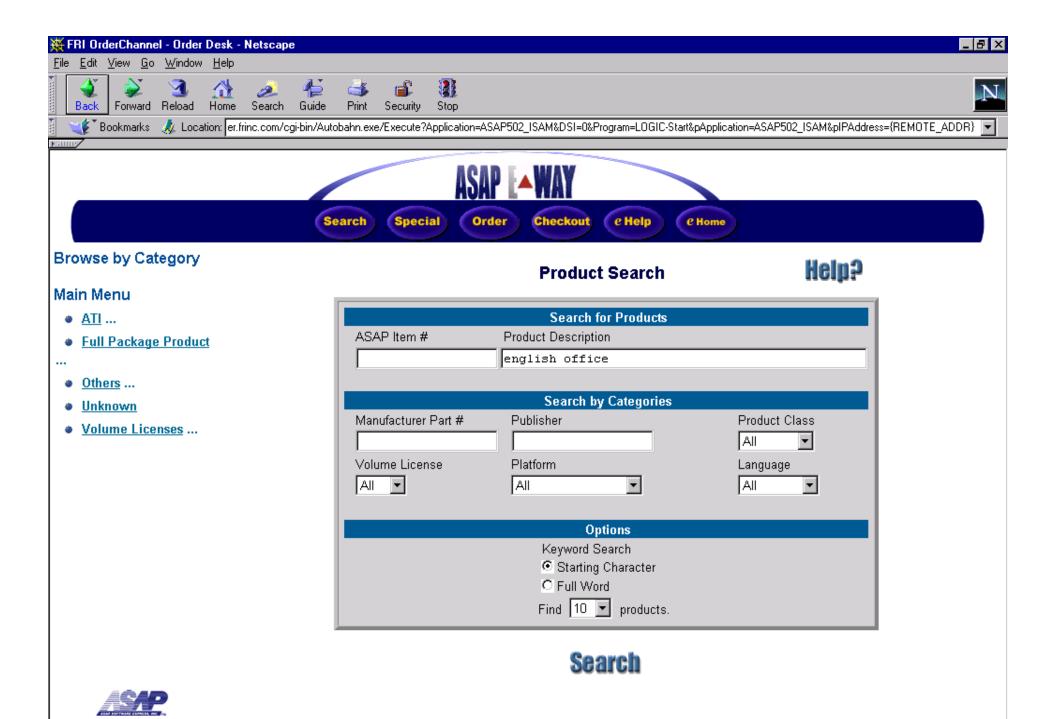
#### ASAP Software

"We run our business on HP and HP e3000. It hasn't let us down yet. The future of ASAP is ebusiness and our customer information is a vital part of that future. I don't think we could have created such a cost-effective, reliable solution without HP, our middleware and FRI's OrderChannel."

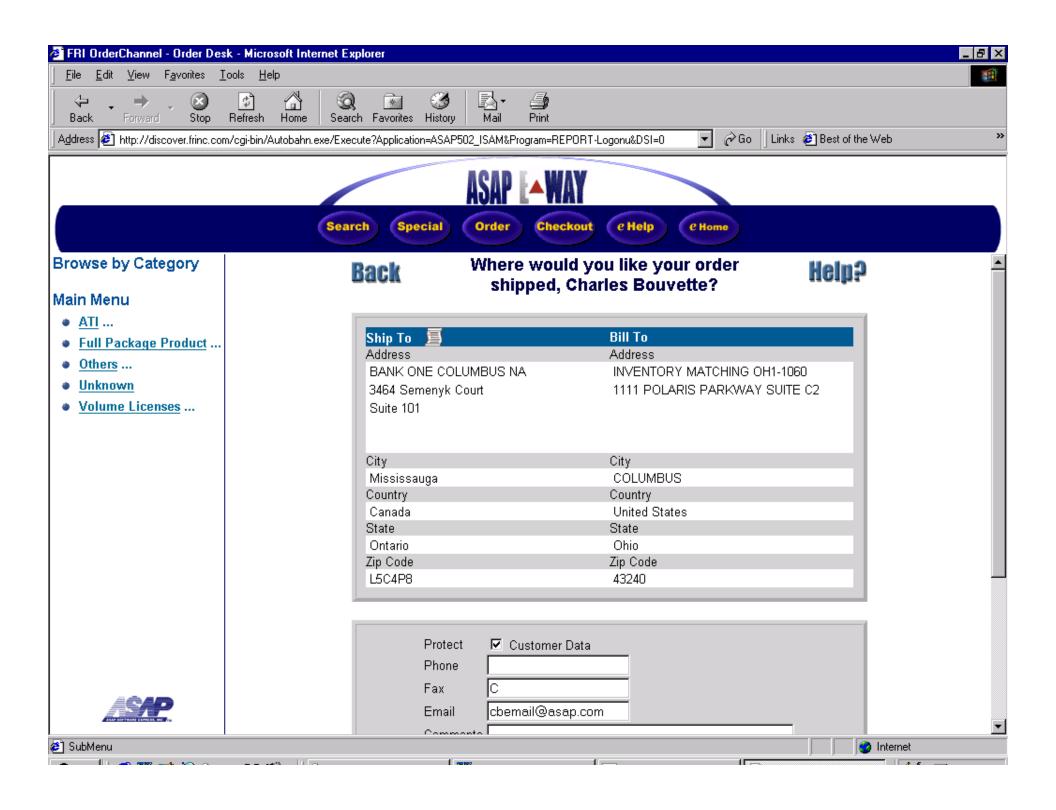
Bob Lewandowski Vice President of Systems ASAP Software







Document: Done



#### HP E-Parts Direct

#### Background

- Ordering of HP parts previously done by toll-free dial-up modem
- HP ordering software required to be installed on custom er's system



## HP E-Parts Direct Business challenges

- Create a scalable, reliable, supportable and user friendly web-ordering solution
- Leverage legacy infrastructure
- Decrease operating costs and increase efficiency

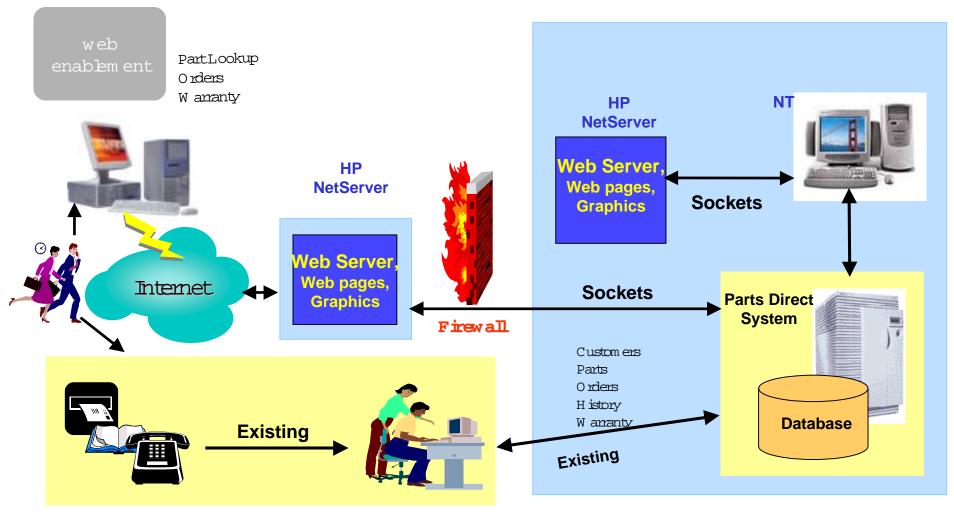


### HP E-Parts Direct Solution

- HP E-Parts Directhom egrown application builtwith Program merStudio from WhisperTechnology
- HP e3000 995/400
- HP NetServerwith IIS
- Berkeley Sockets
- C,COBOL,Pascal



## HP E-Parts Direct Architecture



#### HP e3000



hp e3000 web enablem entexam ples

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### HP E-Parts Direct Results

- User-friendly web-ordering system makes iteasier for HP ChannelPartners to review parts availability, order and track parts and check warranties
- Reduced costs 93%
- More than \$1 million in savings peryear





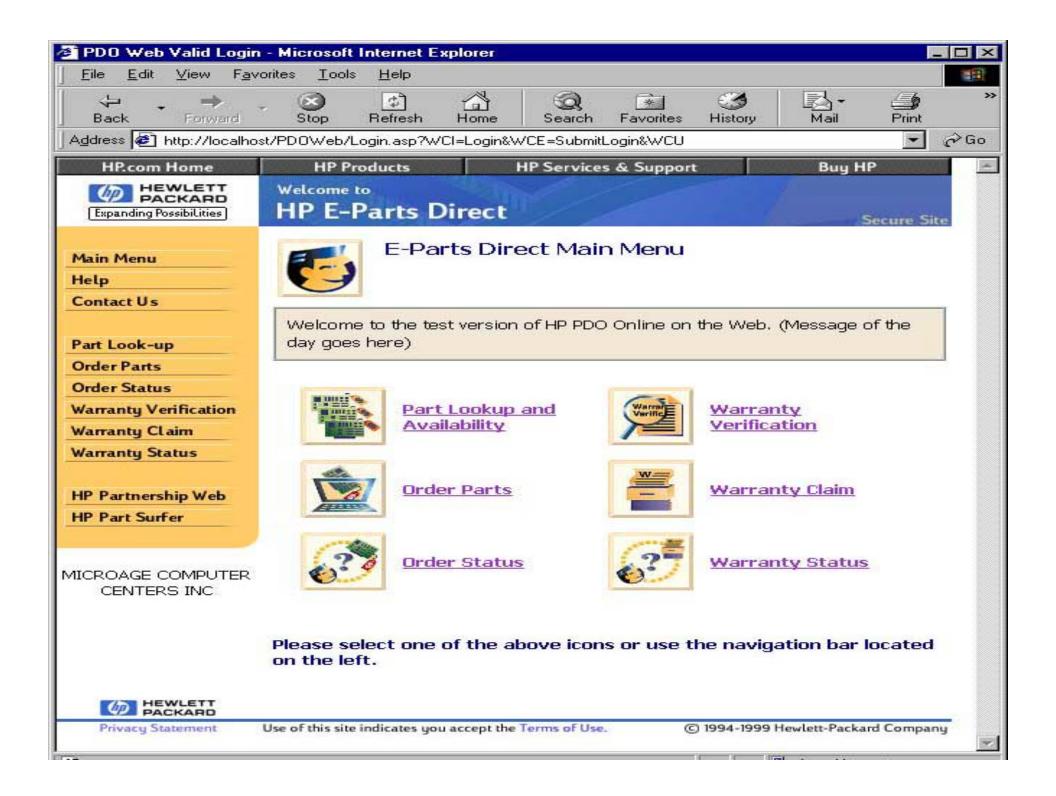
web enablement

#### HP E-Parts Direct

"HP E-Parts Direct works directly against the databases and uses fewer resources on the HP e3000 to process the same request. Overall, it is a much more efficient and scalable solution than the old system."

Steve Yeager
Information Technology Engineer
HP Commercial Computing Support Division





### Ecom etry Background

web enablement

- Welknown in the direct-marketing industry as the top provider for order management solutions
- Nation's largestand most rapidly growing provider of fully integrated enterprise solutions for the Electronic Commerce and DirectMarketing industries
- Custom ers include:



#### **Hammacher Schlemmer**



Coldwater Creek





### Ecom etry Business challenges

- 1995, Interneta bleeding edge technology not clear that this technology is worth investing in
- Industry boking forgreaterefficiency in selling goods to custom ers
- Looking for additional markets to sell solution into



### Ecom etry Solution

- Web ecommerce site leveraging backend existing solution
- NT serverwith Microsoft IIS
- Berkeley sockets



### Ecom etry Architecture

web enablem ent 0 rderentry Order inquiry Credit Product info NT **Shipping** Pricing Card Info Clearing, Settlement HP **NetServer Existing** Web Server. Web pages, Internet **Sockets MACs Graphics** Catalog Firewall OrderEntry system Quote A vailability Order Status SKU Exceptions **Database Existing** E-mail**Existing** 

**(**P)

hp e3000 web enablem entexamples

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### Ecom etry Results

- Listed as one of the top software packages in B-to-C order managment by G iga Information G roup
- Regularly m entioned as top packages in ecom m erce by GartnerGroup
- One of four finalist in the Bestof Com dex awards in the Internet Software category for 1998 and 1999
- Attracting new dot.com s (E-Candy) as well as traditional retail companies



### C bik County, Nevada Background

- Regulatory controlover the largest gam ing and resort industry in the country
- Houses one million people and 60% of Nevada's population
- Growth of 5000 new residents a month
- 1500 users throughout the county's various agencies



### C lark County Business challenges

- Integrate and web-enable Clark County's systems in a timely and cost-effective manner
- Reduce redundancies and stream line information
- Make the new system highly responsive and available to both county employees and the public



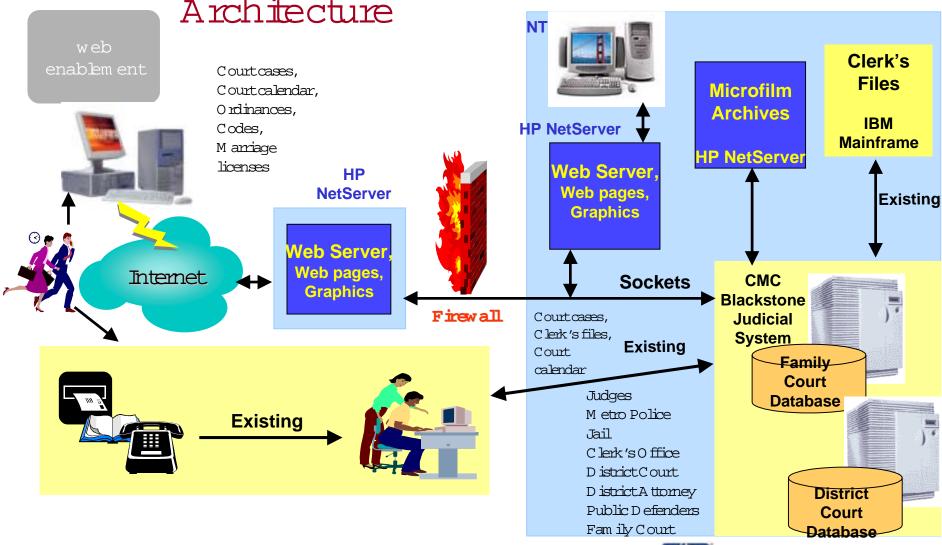
### C bik County Solution

- Use CMC's Blackstone software to extend web-based functionality between the HP e3000 in the Clerk's Office, other county offices and the community at large
- HP e3000 969/220 and 969/120 using SharePlex/X for shadowing
- Berkeley sockets
- HP NetServerusing Microsoft IIS
- HP NetServerusing HP OpticalJukebox and Eastm an Software's Imaging Software



### C lark County

Architecture



hp e3000 web enablem entexamples

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### C brk County Results

- Seam less transition to integrated network completed with total support, cost effectiveness, and efficiency
- County Justice Community offices have direct network access or can gain access to the Clerk's Office files through the IBM mainframe
- More county information is available to more people at a reduced costof operations and people power





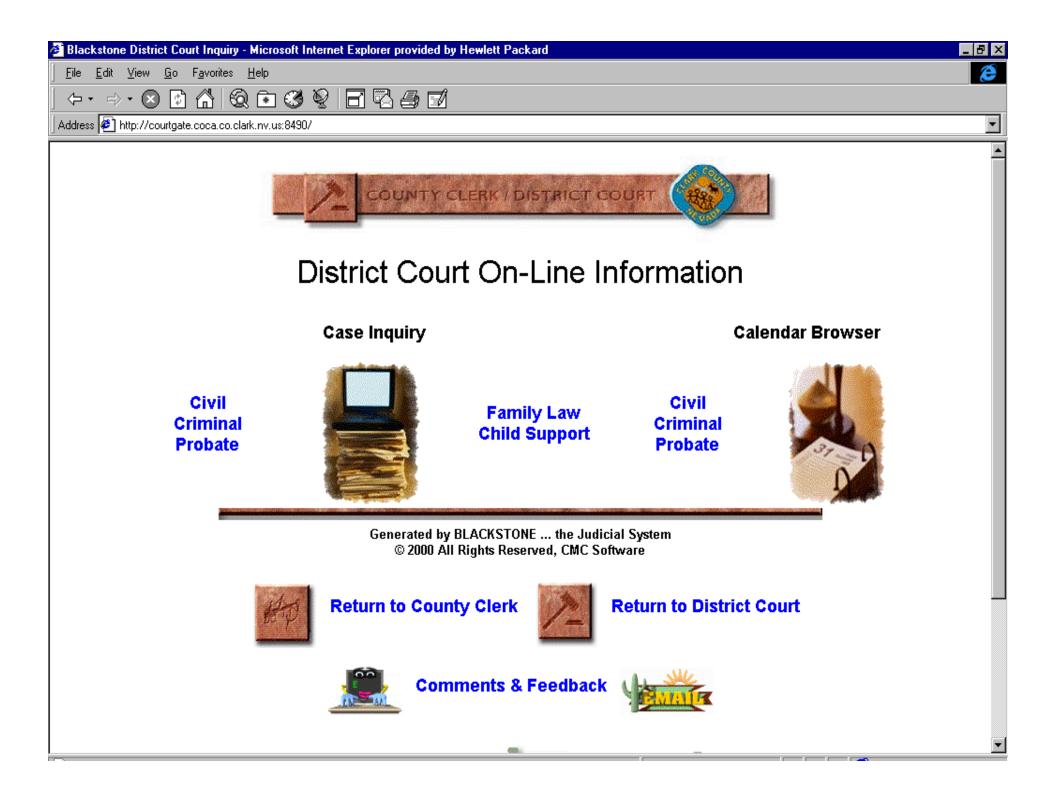
web enablement

## C hik County

"Government Offices are generally on a restricted budget, and HP has been very cost effective for us. The whole Internet process was done on our HP e3000, and we didn't have to buy a lot of new equipment to support it. And it has certainly received a lot of favorable response from the public and our internal users."

Eric Davison Clerk's Manager of Technology Applications Clark County, Nevada





# MohawkCollege Background

- Community college in southern Ontario, Canada
- 17,000 full-time and 55,000 part-time students
- Sixmain campuses

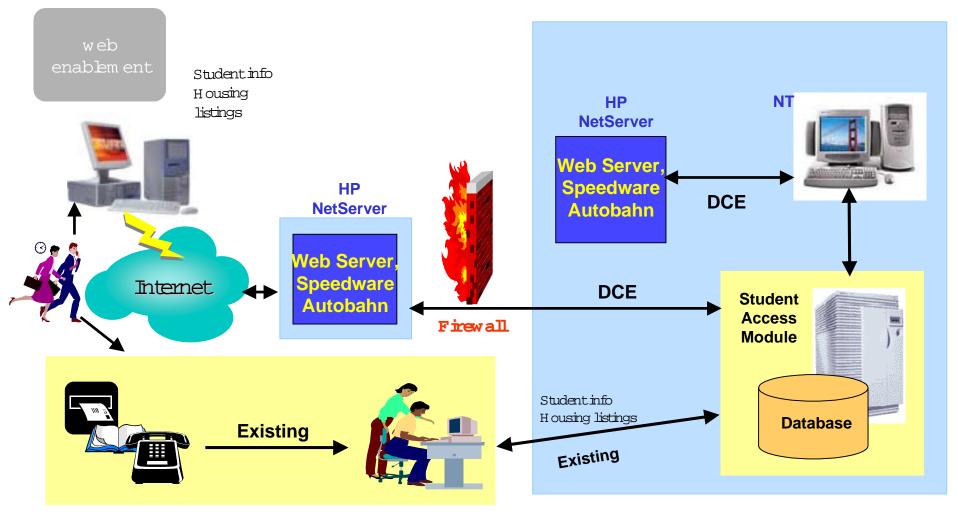


# MohawkCollege Business challenges

- Provide grades and enrollment information to students without leaving their home PC
- Elim inate bng lines at com puterkipsks on cam pus
- Save tin e and paperwork by processing routine information changes on the Internet



## Mohawk College Architecture



#### HP e3000



hp e3000 web enablem entexam ples

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## MohawkCollege Solution

- Speedware Autobahn w DCE for rapid developm entof the web application with dynamic access to the student database
- StudentAccess Module (SAM) accessible from the web containing 600,000 student records from the mid-70s
- Housing registry accessible from the web containing
   2000 listings
- HP e3000 server
- HP NetServerusing M icrosoft IIS



## MohawkCollege Results

- Students can see grades, time tables, boker assignments, cum ulative progress toward their diplomas, and their individual address information
- Changes to personalinfo can be updated through the web
- Able to handle a large num berofhits to the database during peak registration periods
- Housing data entered and updated dynam ically and current and up-to-date



# McKesson/HBOC/AMISYS Background

- Largestprovider of m anaged health care chin s processing solutions
- Industry is heavily call center and paper form based environment

# McKesson/HBOC/AM ISYS Business challenges

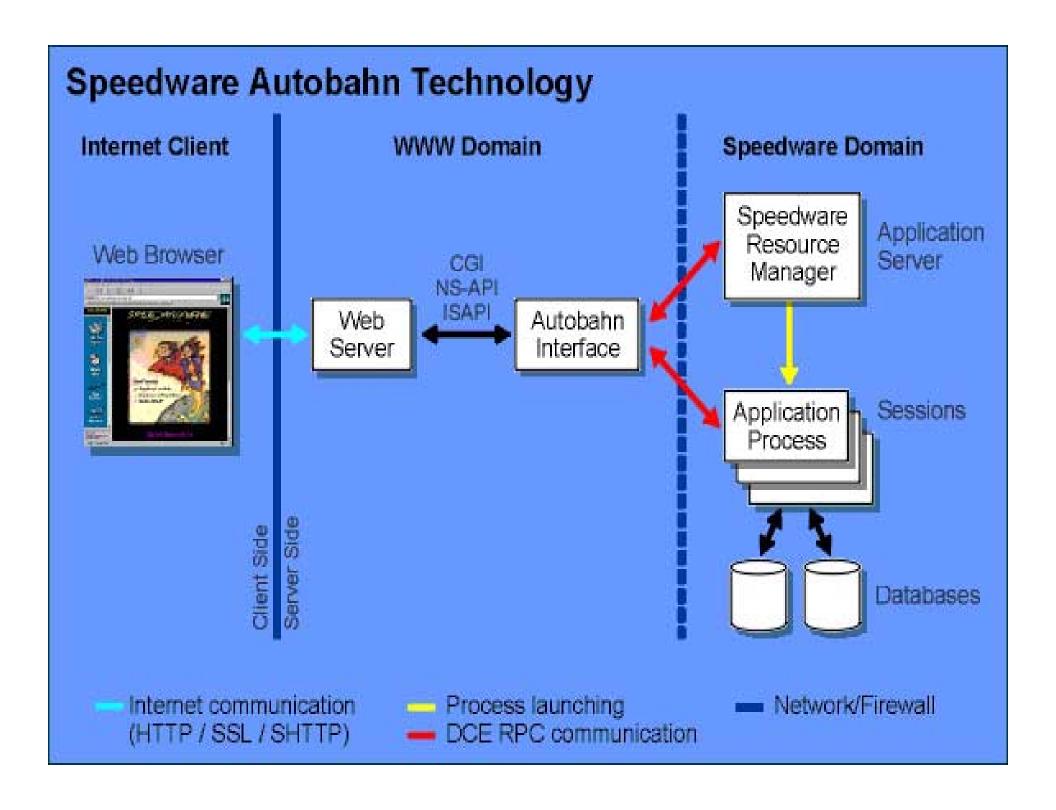
- W eb-enablem entofthe Am isys healthcare system
- Healthcare providers need secured access to patient inform ation
- Allow providers to request and obtain 24×7 authorization for patient treatments over the web
- Leverage COBOL reporting, authentication, and security routines



## McKesson/HBOC/AM ISYS Solution

- NetManagerproduct that provides a web frontend to the AM ISYS product
- Speedware Autobahn w DCE for rapid development of the web application with dynamic access to the claims databases
- HP e3000 server
- NT servery ith M icrosoft IIS







## McKesson/HBOC/AMISYS Results

- Web-enablementofthe Am isys healthcare system
- Gives healthcare Providers secured access to patient inform ation
- Albus providers to request and obtain 24×7 authorization for patient treatments over the web.
- Many reporting, authentication, and security routines are COBOL programs working abngside and called from Autobahn applications.
- NetManagerusers include:
  - Blue Cross Blue Shield (NH), Health Central, Inc. (PA), Integris Health (OK), Mcare, Inc. (MI), Monarch Health Systems (CA), Priority Health Services (CA), San Mateo Health Plan (CA), The Wellness Plan (MI), Ucare (MN)



## City of Long Beach

Departm entofP lanning and Building

- Serves a city with population of over 450,000 people
- Field inspectors produce 1000 letters a month

# City of Long Beach Business challenges

- Apply suitable software for running applications specific to planning and building departments
- Develop a 'm obile environm ent' to cutdata entry and facilitate perm it issuance and field inspections
- Increase data flow
- Build an online perm itting system



## City of Long Beach Solution

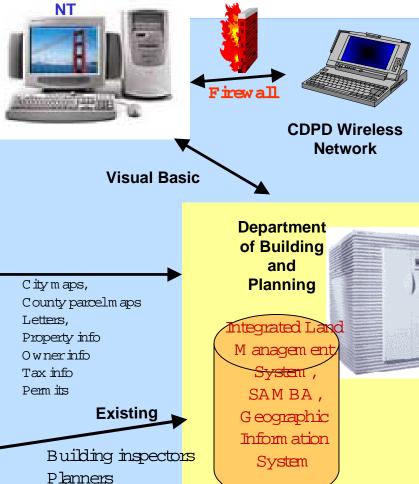
- Converted from host-based term inalenvironm ent to W indows NT using RobustSystems GUI front-end tool
- Im plem ented a front-end W indows environm ent to support data calls through SAMBA and VisualBasic
- Created wireless CDPD network to link to the HP e3000
- HP e3000 969



City of Long Beach hp e3000 Architecture web General info enablem ent Perm its HP **NetServer** Firewall Web Server. Internet

Web pages,

**Graphics** 



Fire personnel

Building inspectors

Fire personnel



hp e3000 web enablem entexamples

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## City of Long Beach Results

- Developmentofacustom -made system likely to be replicated in other city departments
- Increased efficiency in the field
- Creation of online information center for the city and general public



## City of Long Beach

web enablem ent

"We have perfect letters coming out of the HP environment with no data input required of the inspectors. Using HP, Powerhouse, Robust Systems, SAMBA and Microsoft Word, we are able to generate a 16-page document in a matter of minutes. The standardization saves time by limiting the steps and manpower necessary to prepare important documents."

Dave Evans
Operations Officer, City of Long Beach
Department of Building and Planning



hp e3000 web enablem entexamples

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# Lindauer-Domier Background

- Large Germ an manufacturer of power boms employing 1,500 employees
- Transition from paperdocum entation and replacem entparts
  catalogs to an electronic parts ordering system and operating
  manuals on individualCDs (EPOS) in 1995, accelerating provision
  of replacem entparts
- Deploymentof the HP e3000 as a full-scale web server, developed the idea even further.....

# Lindauer-Domier Business challenges

- Leverage legacy infrastructure and investment
- Continue to deploy the latest technologies and become Internet-enabled
- Further stream line internal and external processes

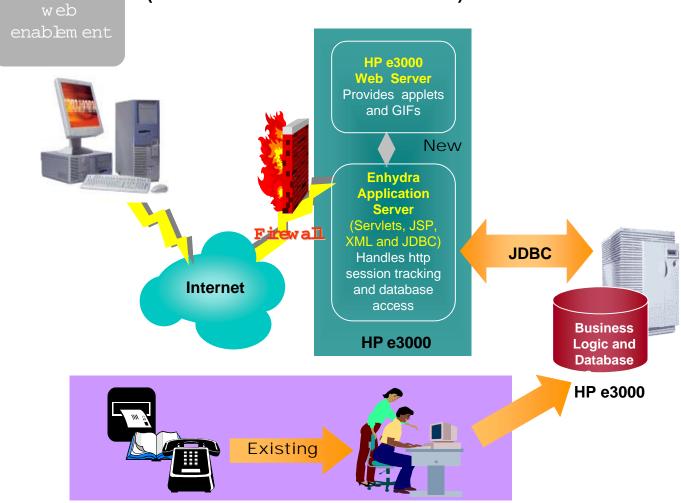


## Lindauer-Domier Solution

- Open-source Apache web server (bundled and supported in 6.0 and 6.5 MPE/XOS)
- 100% Java
- JIT Compiler
- Open-Source Lutris Enhydra Application Server
- JDBC driver
- Plus HP supportservices and an HP Partner consultant



Application server environm ent (Lindauer-Domier)





## Lindauer-Domier Results

- Internet Parts Ordering system (I-POS): developed and in plem ented rapidly, at low cost achieves automation of processes and is complementary to E-POS
- Exploitation of HP e3000's full functionality: Web server and App server running on HP e3000 Notyetanother dedicated machine
- Internet access realized without additional investment
- Integration into ERP process elim inates potential sources of emorduring order processing
- Albus for expansion into e-commerce





web enablement

## Lindauer-Domier

"''Even today, the HP e3000 is an excellent platform for handling technical innovations."

Peter Herpich Head of Lindauer-Dornier IT Department



# Open Skies Background

- Recognized as one of the fastest growing providers of hosted airline reservation solutions.
- Solutions include airport check-in kipsks, baggage tags, and an extensive reporting package provide airline custom ers with fully integrated solutions.





# 0 pen Skies Business challenges

- Provide a GUIthatm eets the needs of both novice and experienced users
- Address input in extended characters sets (Japanese, Chinese, Arabic)
- Provide easy rem ote m anagem entofnew GUI



# Open Skies Solution

- VisualBasic front-end from Windows and NT PCs
- Developed method to update PC VisualBasic software remotely
- Web front-end for ecom merce site
- Extended character sets supported with Windows and web frontend
- Berkeley sockets
- HP NetServerorHP-UX for the web server
- HP e3000



## Open Skies Architecture

web

enablem ent Transactions Exceptions NT E-mail **Visual Basic HP-UX or HP NetServer Sockets** Web Server Web pages, Internet Firewall Integrated **Graphics** A irportsites Reservatio Custom er Service n System R eservations **Existing Database Existing** Flightschedules Fare info Passenger info hp e3000 web enablem entexamples

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File View Reservations Information Properties Help



























Info: SLC - LAX Out Aug. 21-23 (cheapest). Return Aug. 28-29 (cheapest).

Reservation Number: ABC123

Thomas

Tom Cruise

Itinerary Status:

Confirmed - Address

Original Date:

12 Aug 1997

Last Modified Date: 12 Aug 1997

### Flight Information

Original Caller:

Current Caller:

1. ZZ 3120 We 21Aug SLC-LAX 8:00a 11:10a T\$ 258.75 3 Passengers

2. ZZ 2846 We 28Aug LAX-CLE 8:00a 11:10a T\$ 311.25 3 Passengers

ZZ 2846 We 28Aug CLE-LAX 12:30p 2:05p

### 3 Passengers

Cruise, Thomas Adult \$190.00 Kidman, Nicole Adult \$190.00 Bullock, Sandra Adult \$190.00

### Mailing Address and Phone

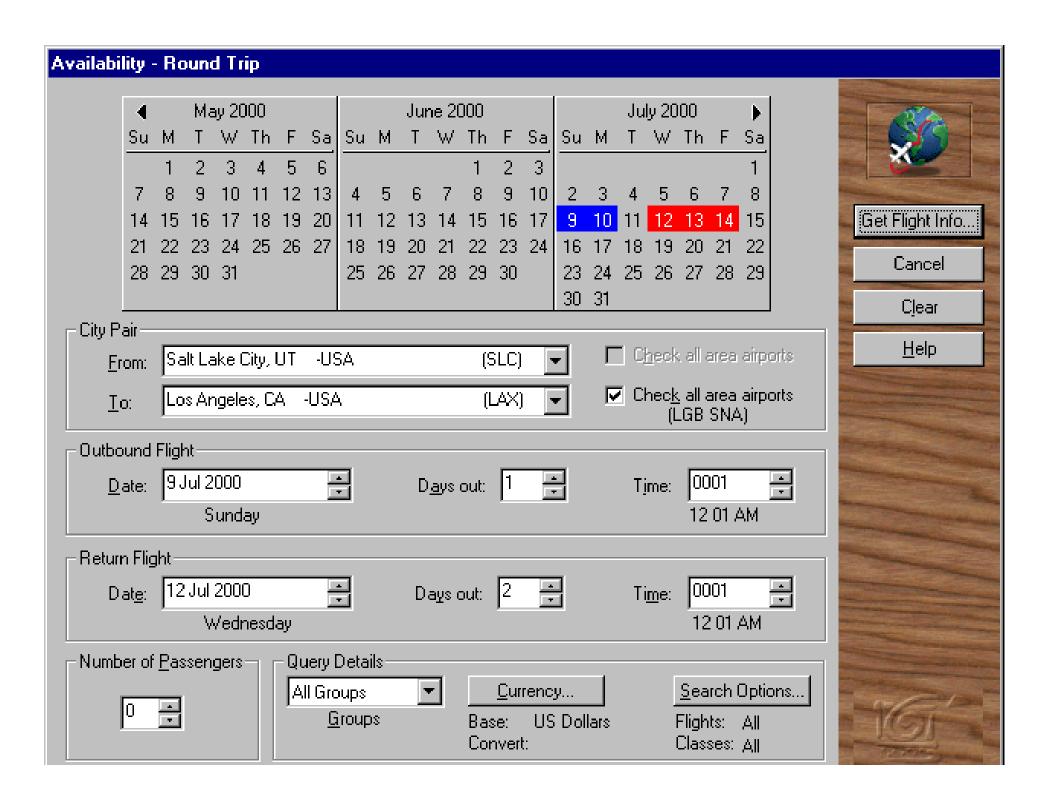
**Tom Cruise Estates** 14752 North Maple Avenue Suite 134 Los Angeles, CA 90021-0123 USA 8012221234

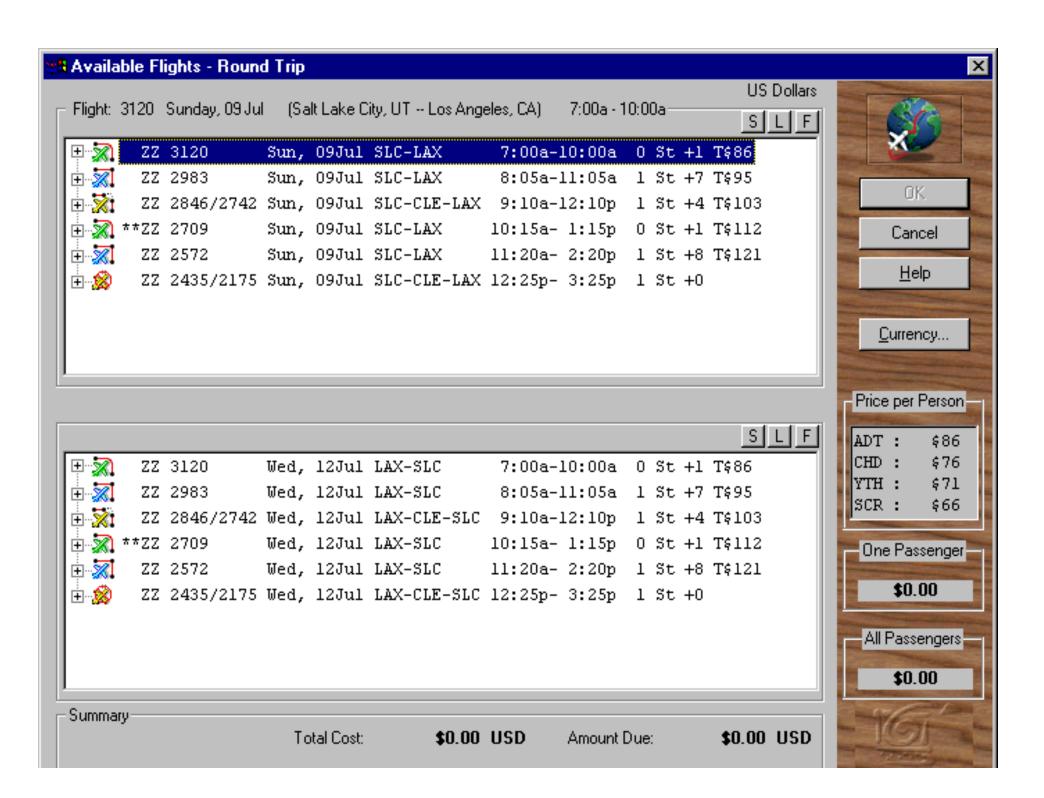
### **Payment**

\$200.00 12 Aug 97 MC \$250.00 12 Aug 97 AX \$120.00 12 Aug 97

#### Comments

Check-in one hour prior to flight.





## Open Skies Results

- Provides their custom ers with advanced, effective Internet booking capabilities
- VisualBasic frontend for airline employees provide one of the few GUIs in the airline industry
- Runs as an Apps-on-Tap solution allowing customers to pay for the solution on a transaction fee basis
- Custom erdoes notown orm anage the hardware or software

