



HP e3000 Business Update and Feedback Session



Dave Wilde

HP e3000 Business Manager
Hewlett-Packard

dave.wilde@hp.com 408-447-5216

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Today's agenda: e3000 Business Update and Feedback Session



- Review current status
- Overview of what's available and what's new
- What to expect in the years to come
- e3000 contributor award
- Feedback session: Q&A; Discussion



We have continued to focus on these three areas



Results since last year in each of these three areas



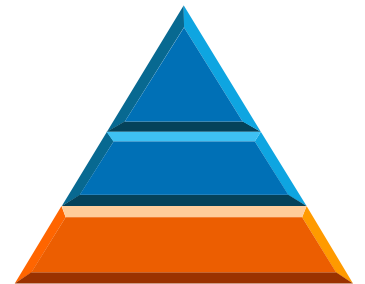
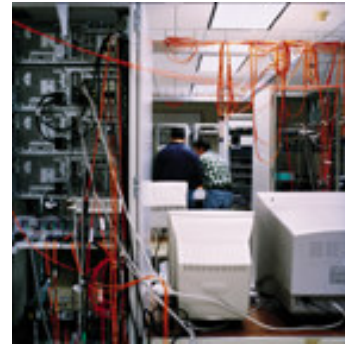
- Helping you run your business during your transition
 - Continued investments consistent with, and sometimes exceeding, our October, 2001 commitments
- Progress we are seeing with partner and customer transitions
 - Continued excellent progress by application ISV's
 - Strong transition value chain continues to gain momentum
 - Shift past planning and towards more implementation and action
 - Continued increase in successful transitions
- After HP's e3000 sales and support ends
 - Listening to, and continued progress responding to, needs beyond HP end-of-sales and end-of-support dates



Running your business during the transition



- **Systems** to sustain your business through 2006
- New **peripherals and storage** solutions
- Continued investment to provide **scaling, capacity, manageability, and high availability**
- **Supporting and evolving** your current environment





Running your business

- HP e3000 A/N-Class PA-8700 server sales ended as planned on October 31, 2003
- PA-8700 processor upgrades & add-on processors are available for purchase until October 31, 2004 (place your orders now!)
- Select memory, embedded disks, I/O & network cards, & external storage for HP e3000 A/N-Class servers that are shared with the HP 9000 family continue to be available in 2005* while supplies last
- Select add-on software products will continue to be available through June, 2005
- Series 9xx user license upgrades and HP e3000 to HP 9000 A/N-Class conversion kits will be available through 2006



*Check www.hp.com/go/e3000 for specific product availability



New storage, capacity, interoperability and high availability solutions (11/01 – 7/03)



- Storage Area Networking (SAN) Infrastructure
 - Brocade 8b and 16b 1 gb and 2 gb FC switches
 - Native Fibre Channel; 2gb FC Adapter
- HP StorageWorks Disk System 2110 & 2300 Enclosures
- New embedded disks: Ultra 160 SCSI adapter; 15k rpm 18/36 GB disks
- Virtual Array 7100/7110/7410 Disk Arrays
- XP128/XP1024 Disk Arrays
- Tape Array 5300 Enclosure
- >4GB Support for Idev 1
- Cluster/iX w/Heartbeat certified w/MPE/iX 7.5 e3000 disk array portfolio
- Samba – Version 2.2.8a Released for 6.5/7.0/7.5
- Host-based DTC Manager Support Released on 7.5



New storage, high availability, interoperability, and manageability announcements since HP World 2003



- Completed testing of disk sizes up to 300GB
- Completed LVD-SCSI Disk Rolls
 - DS21x0, DS2300, A/N-Class internal
- Released High Availability: HAFO for Fibre Channel Devices
- Limited Ultrium 215,230 support for 3rd party backup products
- HP WebWise MPE/iX Secure Web Server A.04.00 released on 6.5/7.0/7.5
- Samba 2.2.8a Performance Improvement



Storage, capacity, interoperability, and high availability solutions update



Plans, Directions, Investigations (2005+)

- Next Generation HP Disk Arrays
- Continue LVD SCSI JBOD updates in conjunction with HP Storage Roadmap.
- “Large Disk” 2003 SIB item #8, beyond 300 Gigabytes
- SCSI “pass-through” functions
- Device Driver “hardening”
- New Versions of Samba, Sendmail, and BIND DNS Server



Sustaining the worldwide e3000 support infrastructure



- 24 x 7 x 365 support
- 160 countries
- 65,000 professionals
- 105 Response and Operations Centers located around the world
- 80 HP customer education centers worldwide
- Global knowledge management system
- Network of services partners worldwide



Supporting and evolving your existing environment



- **Currently supported HP e3000 servers and releases (6.5, 7.0, and 7.5) will be supported through December 2006.**

- MPE/iX 6.5 support extended from December 2004 to December 2006

new

- **Power Patch or Express releases continue**

new

- MPE/iX 7.5 PowerPatch 2 available August, 2004
- Future PowerPatches as needed (we estimate ~2/year)
 - Probably 7.0 PowerPatch is Next: 1H'05 (subject to change)
 - primarily for patch consolidation

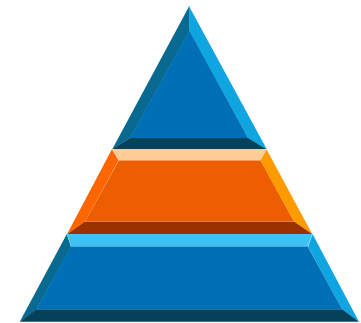
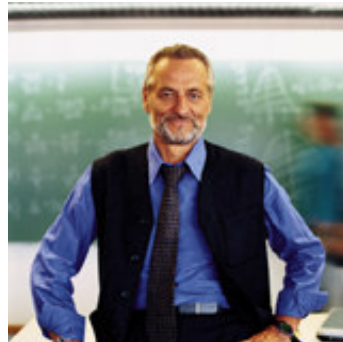




Mobilizing the resources you need to migrate off the e3000 quickly and efficiently

What you've told us you need

- Time to focus on planning and implementation
- Advice and training
- Financial support and investment protection
- Tools and services for customers and ISV's

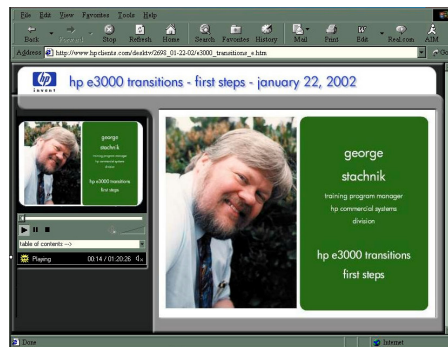
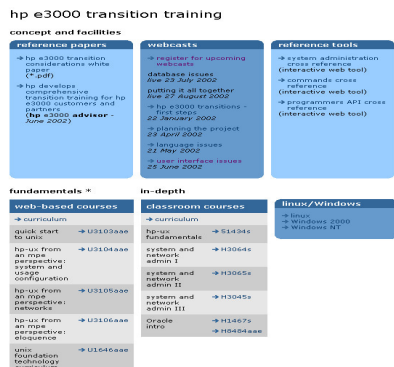


Training and information available to e3000 customers at no charge



- No charge training covering a breadth of topics
 - HP-UX, Microsoft .NET, system admin, Oracle, etc...!
- HP e3000 Transition Series Webcasts, now including .NET
- Series of 7 Transition White Papers available on line!
- Key HP e3000 web resources

- www.hp.com/go/e3000
- www.hp.com/go/evolve
- www.hp.com/go/e3000partners
- www.education.hp.com/curr-mpe-e3000
- jazz.external.hp.com



Assisting with the transition of your hardware and software...



- Servers (MPE/iX and HP-UX)
 - Free e3000 to HP-UX conversion kits
 - HP-UX and Proliant trade-in/ trade-up rebates for series 9xx servers
- Software (HP-UX)
 - HP-UX11i is included at no charge with HP e3000 A- & N-class hardware conversions
 - Software License Transfer Process
- Storage (HP and non-HP) trade-in rebates
- Loaner Programs



Top HP e3000 ISVs available on or porting to other HP Platforms



AMISYSSM AMISYS 3000 Here To Meet Your Needs AMISYS C/S

Ecometry[®]

ABLE Asset Based Lending Environment

NAVITAIRE[®] OPEN SKIES BY NAVITAIRE Technology that liberates

eXe.gē.Sys Adaptable software

QSS - Quintessential School Systems

PSS Public Safety Systems Incorporated

SUNGARD[®] BI-TECH INC. Student Administrative Systems for Colleges and Universities

DCI Southeastern Data COOPERATIVE, INC.

Upn

SUMMIT Information Systems

CIMC computers for marketing corporation

Decision Research Corporation

synGistix[™] Supply Chain Synergy

verizon

MITCHELL HUMPHREY accounting software

PHARMACY COMPUTER SERVICES, INC.

Telenomics

COMPUTING OPTIONS COMPANY

CMC Software

cott systems Empowering Leadership

ORDAT

e.bootis

dc - systeme - Informatik GmbH

CORTIS/LENTINI

tecno engineeringSM

nha NEIL HARVEY & ASSOCIATES

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HP e3000 Platinum Partners





HP e3000 Transition Partners

The image displays a collection of logos for various HP e3000 Transition Partners. The logos are arranged in a grid-like fashion, with some overlapping. The partners include:

- LUND PERFORMANCE SOLUTIONS
- MB Foster
- mbs MANAGED BUSINESS SOLUTIONS
- SPEEDWARE ENTERPRISE SOFTWARE SOLUTIONS
- ACUCORP The new face of COBOL™
- Transoft evolutionary solu
- COGNOS
- ScreenJet
- ORDINA-DENKART ICT RE-ENGINEERING SOLUTIONS AND SERVICES
- OMNIDEX
- ENNO RICHTER SOFTWARE-ENTWICKLUNG
- m* Marxmeier Software AG
- e... eloquence
- eX.e.gē.Sys Adaptable software
- clientsystems
- ENVOY Technoloaies
- iMaxsoft
- LegacyJ.
- robelle
- ORBIT SOFTWARE
- Shady Lane Consulting
- Pixel Is Now CORE™
- Computer Design & Integration
- QUEST SOFTWARE
- Willow Technology
- VB-Vision from Robust Systems In.
- BLUE STAR BLUE STAR INFOTECH
- TranSys Technologies
- FRI Technologies
- the software revolution, inc. "Automated Transformation of Legacy Systems"
- Taurus Software
- BridgeWare co-product of Quest Software & Taurus Software
- Welcome to Burke Consulting and Technology Solutions
- WRQ
- serena Automating Change to Enterprise Code and Content
- SUNGARD BI-TECH INC.
- VITAL Soft INCORPORATED
- whisper technology
- Practical Software Solutions, Inc. business software specialists
- CGI
- Kubler Consulting, Inc.
- sps
- SD SEMANTIC DESIGNS, INC.
- Cerius Technology Group, Inc.
- Adager The Adapter/Manager for IMAGE/SQL databases
- rssoftware.com
- nexio The Migration Company
- computometric systems, LTD
- ORION GROUP Software Engineers
- the software revolution, inc. "Automated Transformation of Legacy Systems"
- Pathway PACIFIC
- Covansys™
- LOGICAL
- bradmark technologies
- c o m p t h r e e Programming and Consulting Services
- Paul Edwards & Associates
- HP WORLD 2004 Solutions and Technology Conference & Expo

HP Services throughout the solution lifecycle



Applying the full scope of service capabilities across multi-operating systems (HP-UX, Windows, and Linux)

Plan and Design	Integrate	Install	Manage
<ul style="list-style-type: none">• Business/IT assessments• Detailed design	<ul style="list-style-type: none">• Application porting, migration, and implementation• IT consolidation• Factory integration• Testing and piloting design	<ul style="list-style-type: none">• Solution deployment• Education• Technical services	<ul style="list-style-type: none">• Ongoing reactive and proactive support• Mission-critical support• Outsourced solutions• Technical services

HP e3000 Transition Customer Case Studies



Business Systems Evolution > HP e3000 > case studies

HP e3000 transition case studies

» hp e3000 transition case studies: quick reference guide

HP e3000 transition case studies

- » Albertson College (DataTel)
- » Ascoli S.p.A. (Acucorp) (PDF 81KB)
- » Ceridian (PDF 60KB)
- » CT3 (PDF 76 KB)
- » Demand Wave Solutions (Acucorp)
- » Graceland University (MB Foster) (PDF 71KB)
- » Hewlett-Packard (Managed Business Solutions) (PDF 79KB)
- » L'Oreal Mexico (PDF 95KB)
- » Multnomah Education Service District (Speedware)
- » North American Logistics (Oracle) (PDF 92KB)
- » Pacifica Papers (SAP) (PDF 105KB)
- » Sharikat Khoo (Acucorp) (PDF 86KB)
- » Summit Information Systems (PDF 119KB)
- » Southeastern Data Cooperative (IMaxSoft)
- » Tenex (Speedware)
- » Virginia International Terminals (PDF 269KB)

Customers continuing on the HP e3000 case studies

- » Central Valley School District
- » Circuit City (PDF 98 KB)
- » Commercial Information Systems (Speedware)
- » DFDS (European)
- » IMC Salt
- » JF Infosys (European)
- » Micro Warehouse (MACS)
- » Mohawk College (MACS)
- » Travis Credit Union

ISV case studies

- » CT3 (PDF 76 KB)
- » Demand Wave Solutions (Acucorp)
- » Sharikat Khoo (Acucorp) (PDF 86KB)
- » Summit Information Systems (PDF 119KB)

Financial case studies

- » Ceridian (PDF 60KB)
- » Travis Credit Union

Education case studies

- » Albertson College (DataTel)
- » Mohawk College (MACS)
- » Central Valley School District (Idaho Computer Services)
- » Graceland University (MB Foster) (PDF 452KB)
- » Multnomah Education Service District (Speedware)

Manufacturing case studies

- » IMC Salt
- » Pacifica Papers (SAP) (PDF 105KB)
- » Tenex (Speedware)

Retail case studies

- » Circuit City (PDF 98KB)
- » Micro Warehouse (MACS)

Services case studies

- » Commercial Information Systems

HP e3000 transition program

- » Initiatives
- » Products
- » Partners
- » Services
- » Resources

Valuable coupons

- » North America
- » Europe

- HP e3000 customers are successfully making the transition from MPE/iX to other HP platforms
 - including HP-UX, Windows and Linux
- Case studies available on the web
 - http://www.hp.com/products1/evolution/e3000/case_studies/index.html
- Let's hear from the customers themselves...





HP e3000 Transition Services

Customer Testimonials



Bob Lewandowski,
Vickie Finley,

ASAP Software
James Avery Craftsman



WHO IS ASAP?

ASAP AND THE e3000

TRANSITION PLANNING

HP and ASAP SOFTWARE

- Any project of this size runs into bumps in the road.
- I must commend HP.
- When we did hit bumps in the road, they made adjustments.
- I'm pleased to say that the project is on schedule.
- Looking forward to an easy migration from the 3000 to Microsoft's .NET environment.



WHO IS JAMES AVERY

JAMES AVERY AND THE e3000

TRANSITION OPTIONS

HP and JAMES AVERY

- We chose Speedware because our staff could develop quickly.
- Currently re-writing our POS system in Speedware.
- Using Speedware 4GL and Autobahn to get real-time updates to HQ from each store's inventory.
- Very glad to be working with Speedware and HP. They have helped with planning.
- Looking forward to future relationship.

Shopping
Jewelry Search
Log Request
Store Locations
Information
Contact Us
Privacy Policy



James Avery
Partnerships



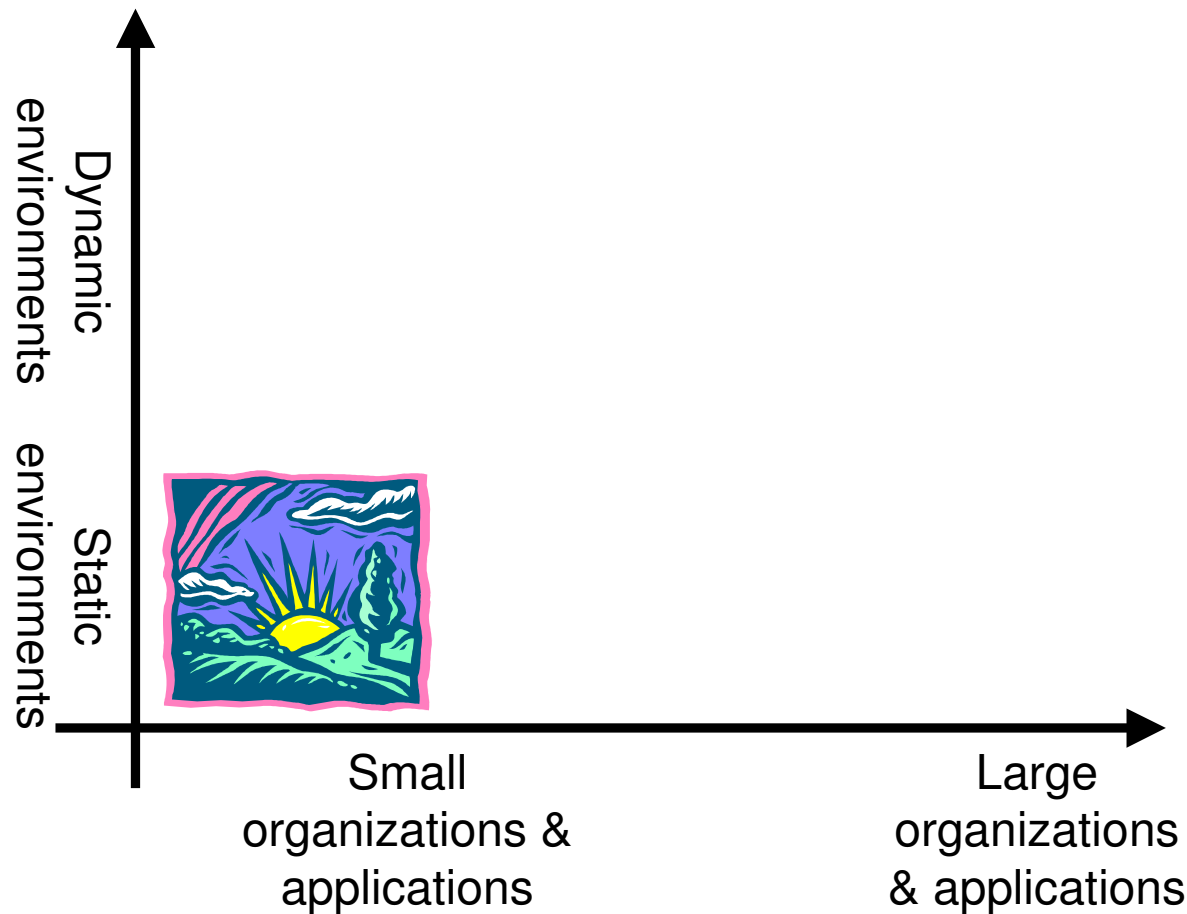
Listening to and working to address your issues and concerns



What should/will HP do after HP sales and support of the e3000 end?





- Primary area of focus for this area



After HP's e3000 end-of-sales(10/03) (Examples)



- Continued access to needed product resources
 - e3000 tools, information & freeware (i.e. Jazz content)
 - Software add-ons CPL availability through mid-2005 
 - Hardware add-ons A-class and N-class through October 2004
 - Other hardware add-ons on case-by-case basis
- Uninterrupted hardware and software support services available from HP through HP's e3000 end-of-support date
 - Installation services after 2003 for remarketed add-on hardware products (T&M basis)
 - Extend 9xx user license upgrades through 2006
 - MPE license transfers continue to be available
- Announced that HP would enable HP 9000 to HP e3000 Conversions In Very Specific Situations 



Listening to you



You told us you wanted:

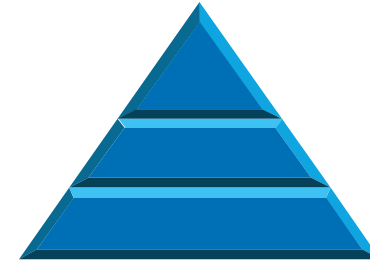
- Partner w/OpenMPE & Interex
- Free, convenient training
- Support extensions
- SIB ballot items
- Vendor Partnerships

Examples of how we responded:

- Regular OpenMPE board & Interex Communication
 - Regular Updates
 - Specific responses on numerous key items
- Ongoing web-based no-charge training program
 - classes, white papers, webinars
- 6.5 support through 10/06
- Continued investment in select SIB items
 - 2004 – Committed to 7 items
 - Addressed 1 strategic SIB item
 - Using feedback in long term planning
- Platinum program; ISV support



Continued focus on these three areas in 2005-2006

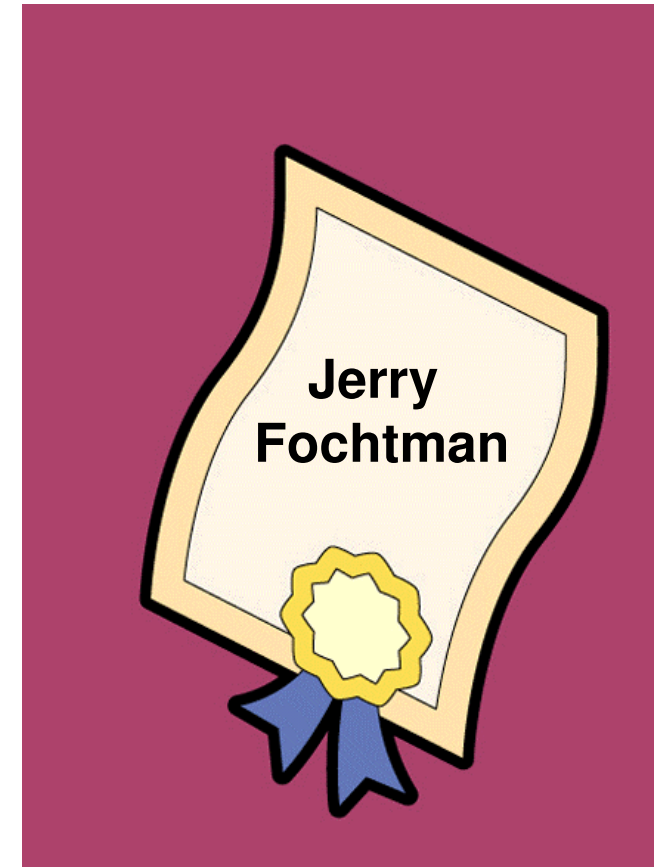


- **Supporting and evolving your current environment**
 - Continued focused investments in quality, sustainability, internal process efficiencies
 - Continued very focused investments for user community: Patch releases, SIB items, supply chain management, product management, etc.
 - Continued support at a consistent level
- **Maintenance and evolution of transition program offerings**
 - Working closely within HP and with our valued partner community
 - those of you who are engaged in the transition market
 - those of you who are transitioning your business & solutions
- **Listening to and responding to your needs**
 - Continued partnership with OpenMPE, Interex, MPEForum, ...
 - Continue to clarify expectations & details to help you plan with confidence



HP e3000 Contributor Award

- Customer advocacy
- Contribution back to e3000 community
- Sustained results over long-term
- Effective collaboration with HP and community
- Above and beyond primary job
- Selected by HP with input from past recipients
- Previous Winners:
 - Denys Beauchemin, Mark Bixby, Birket Foster, Mark Klein, Bill Lancaster, Jeanette Nutsford, Alfredo Rego, Ken Sletten
- And this year's very deserving winner is...



A sample of information sources available from HP here at HP World



Tuesday, August 17:

- 1:30 – 2:45 Improving Your HP e3000 System Availability
- 4:00 – 6:45 HP e3000 Transition Alternatives to Windows

Wednesday, August 18:

- 8:00 – 9:15 Performance of Migrated e3000 Applications
- 11:00–12:15 CI Programming for Stability
- 1:30 – 2:45 HP e3000 Transition and Migration Panel
- 4:00 – 5:15 HP e3000 Storage Evolution

Thursday, August 19:

- 8:00 – 12:15 HP e3000 Transition Alternatives for Moving to HP-UX

In the e3000 Community Booth (Tues/Thurs 3-4pm)
at the HP Booth, and many other sessions,
and of course at SIGs, etc...!





Summary

- HP continues to deliver on the roadmap we outlined in November, 2001
 - High quality HP support through HP's end-of-support date
 - Patch releases, SIB Enhancements, ...
- **Important to plan proactively**
 - Transition programs offer many alternatives
 - Many excellent resources available, **but don't wait!**
 - Many ways to evolve gradually
- Continuing to work to understand and address your needs and keep you updated: www.hp.com/go/e3000
- Please contact your HP sales representative or appropriate solution partner if you have needs or concerns that are not being addressed





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