

Attacking the Enterprise opportunity

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Chairman and CEO
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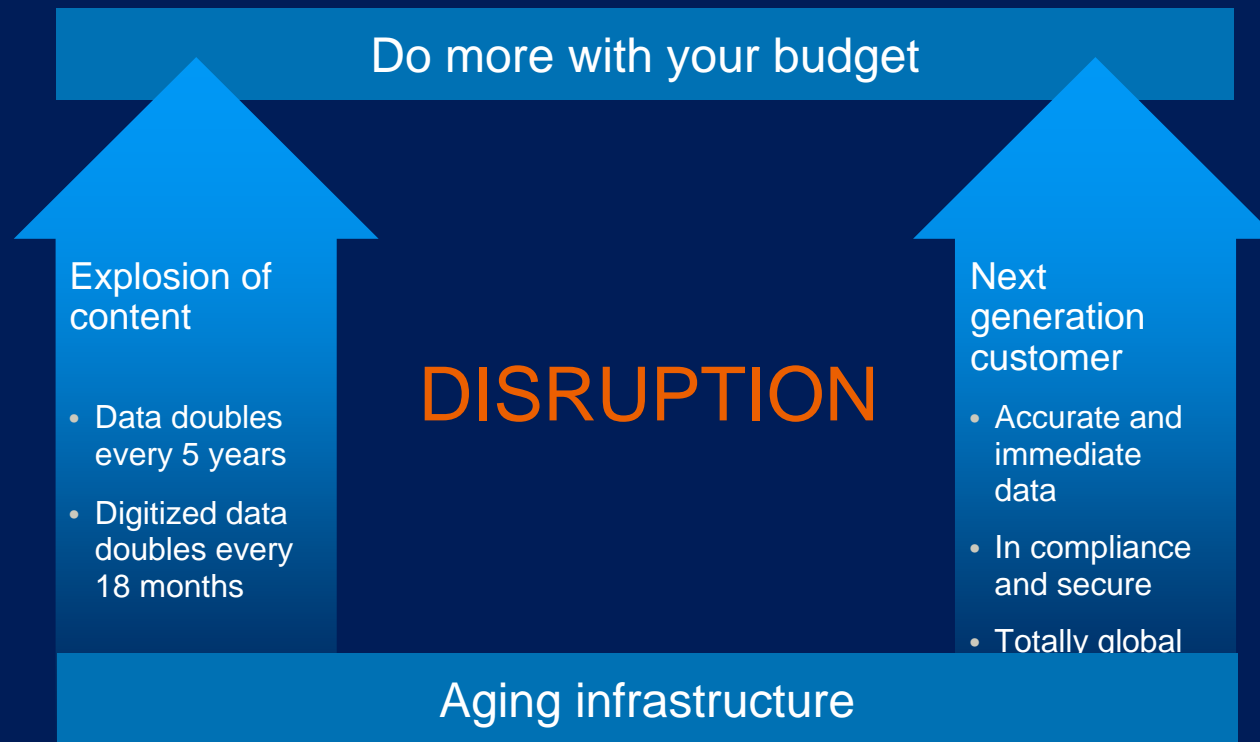


Key messages

1. The Enterprise is a big, attractive market heading HP's direction, accelerated by EDS
2. HP has a strong integration track record and robust plan to integrate EDS
3. An integrated EDS provides substantial opportunities to expand revenue and profit



A new world constrained by old technology



Enterprise disruption: an HP opportunity

WHERE IT'S BEEN:
IT assets complex to
change and costly
to maintain

DISRUPTORS

WHERE IT'S GOING:
Improved IT agility;
cost savings free up
capital for innovation



- Costly proprietary architecture
- Complex software stacks
- Inefficient infrastructure

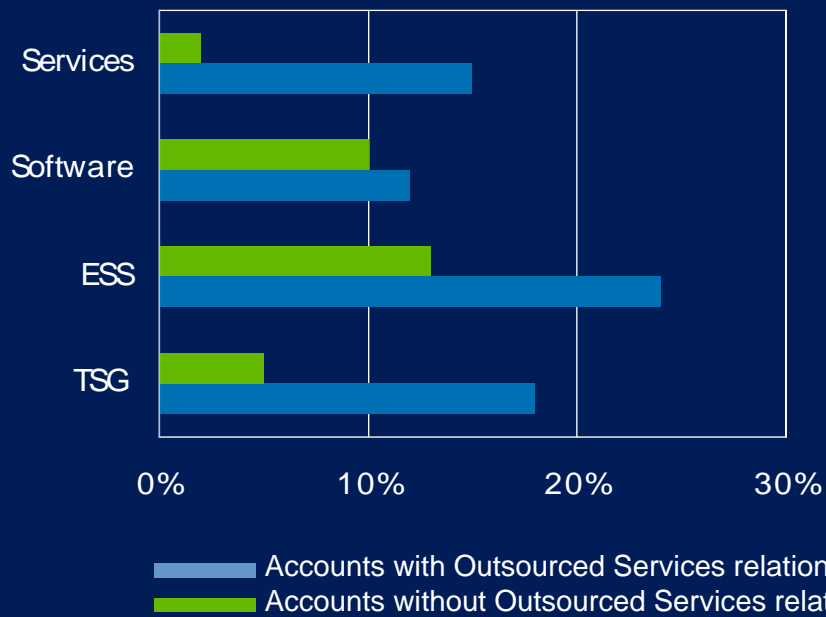
- Market pressure
- Technology innovation

- Open, scalable & distributed architecture
- High-density, efficient computing
- Everything as a service
- Solutions focus

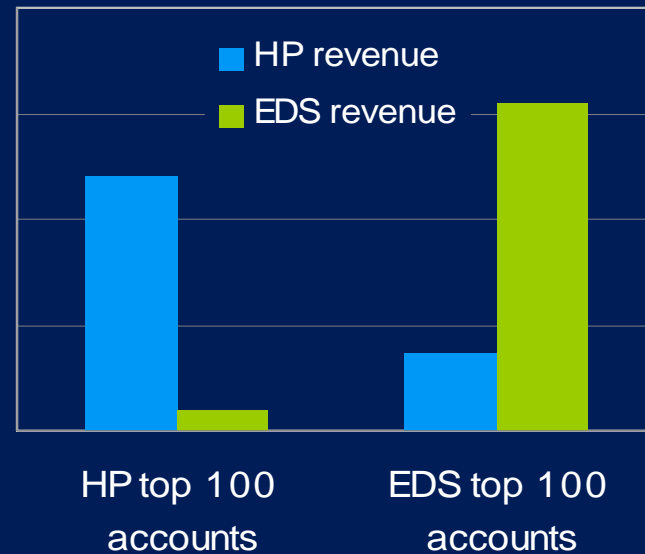
Expanding C-Suite access

Deep relationships, limited account overlap – a share of wallet opportunity

TSG share of wallet (excluding Outsourced Services)

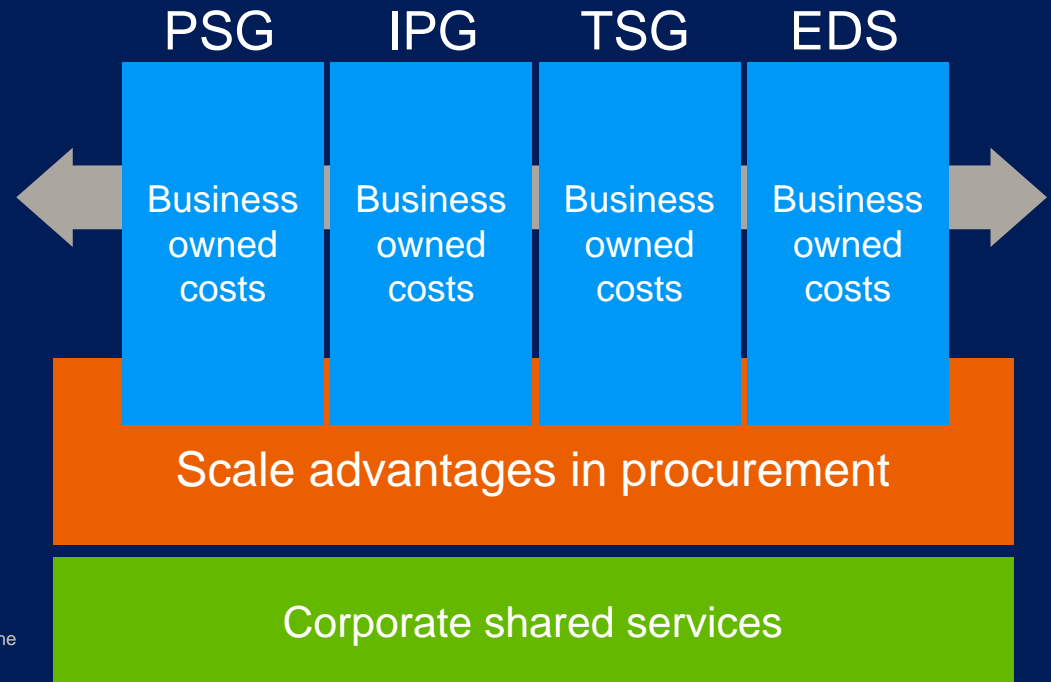


Significant opportunity to engage new customers



Relentlessly driving efficiency

Revenue⁽¹⁾ ~\$135B
Op profit⁽¹⁾ ~\$ 12B
Spending ~\$123B



1. Revenue represents the summation of HP revenue and EDS revenue for each company's respective last four fiscal quarters. Operating profit represents the summation of HP non-GAAP operating profit and EDS GAAP operating profit for the same periods. A reconciliation of the adjustments made in calculating non-GAAP operating profit and a description of HP's use of non-GAAP information is provided in the supplemental slides at <http://www.hp.com/investor/focussam2008>.

Delivering on our commitments and our potential



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