

# HP + EDS: A successful integration

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September 15, 2008



# Focused, multi-year strategy

## Moving up the stack

	Acquisition	Execution	Market leadership & profitability
2008	Services EDS	<ul style="list-style-type: none"><li>• Scale and expand services</li><li>• Leverage go-to-market</li><li>• Drive efficiency</li></ul>	Infrastructure and application outsourcing, Workplace services, Datacenter services, Support/training services
	Software Mercury, Opsware, Peregrine	<ul style="list-style-type: none"><li>• Expand portfolio</li><li>• Double R&amp;D</li><li>• Optimize go-to-market</li><li>• Integrated successfully</li></ul>	Distributed management software, SOA governance, automated software, quality Margins up 14 pts ('05-'07)
2002	Hardware Compaq	<ul style="list-style-type: none"><li>• Scale</li><li>• Focused R&amp;D for growth</li><li>• Optimize go-to-market</li><li>• Drive efficiency</li><li>• Integrated successfully</li></ul>	X86, Blades, Unix, Linux, Windows, Disk storage Margins up 7 pts ('05-'07)

# Comprehensive portfolio of IT solutions

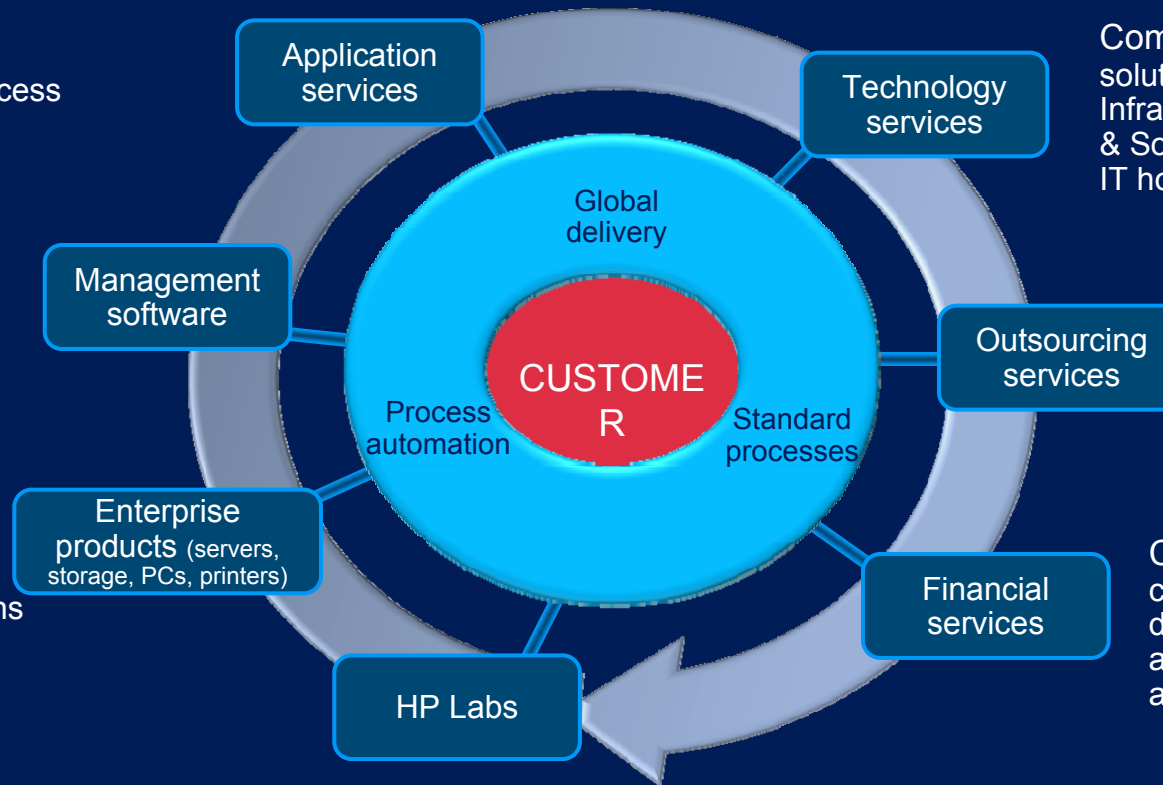
Automation across people, process and technology for efficient IT service delivery

Comprehensive solutions across Infrastructure, Services & Software to manage IT holistically

Global delivery of solutions to maximize consistency & efficiencies

Cloud computing capabilities to deliver technology as service anywhere, any time

Integrated solutions incorporating industry's leading products and services



# Why combination will succeed?

- Complementary offerings — limited overlap
- Service excellence and quality
- World-class talent, strong leadership
- HP's track record of success
  - Compaq
  - 30 acquisitions in past three and a half years
- HP and EDS broad integration experience
  - Transitioning thousands of employees, blending cultures



# Executing with speed and discipline

## Well organized & defined process

- Command and control integration planning office (IPO)
- 500+ full time and 1000+ part time resources
- 250+ projects with owners, detailed plans and budgets
- Over 10,000 milestones tracked by the IPO

Execute

## Execution focus areas

- Customer experience
- Portfolio alignment
- Work force actions
- Internal IT integration
- Real estate
- Procurement savings
- Organization integration

Review

## Accountability and ownership

- Steering committee chaired by Mark
- Staffed by Ann, Ron, Marcela, Shane and Joe
- 12 leaders accountable for synergy commitments built into their operational plans
- Bi-monthly tracking of milestones and synergies until results achieved

# Key takeaways

- Delivering on a consistent multi-year strategy to lead in the Enterprise market
- HP has the most comprehensive portfolio in the industry for managing IT transformation
- HP has a strong integration track record and robust plan to integrate EDS

