

HP + EDS: A successful integration

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Focused, multi-year strategy

Moving up the stack

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

Comprehensive portfolio of IT solutions

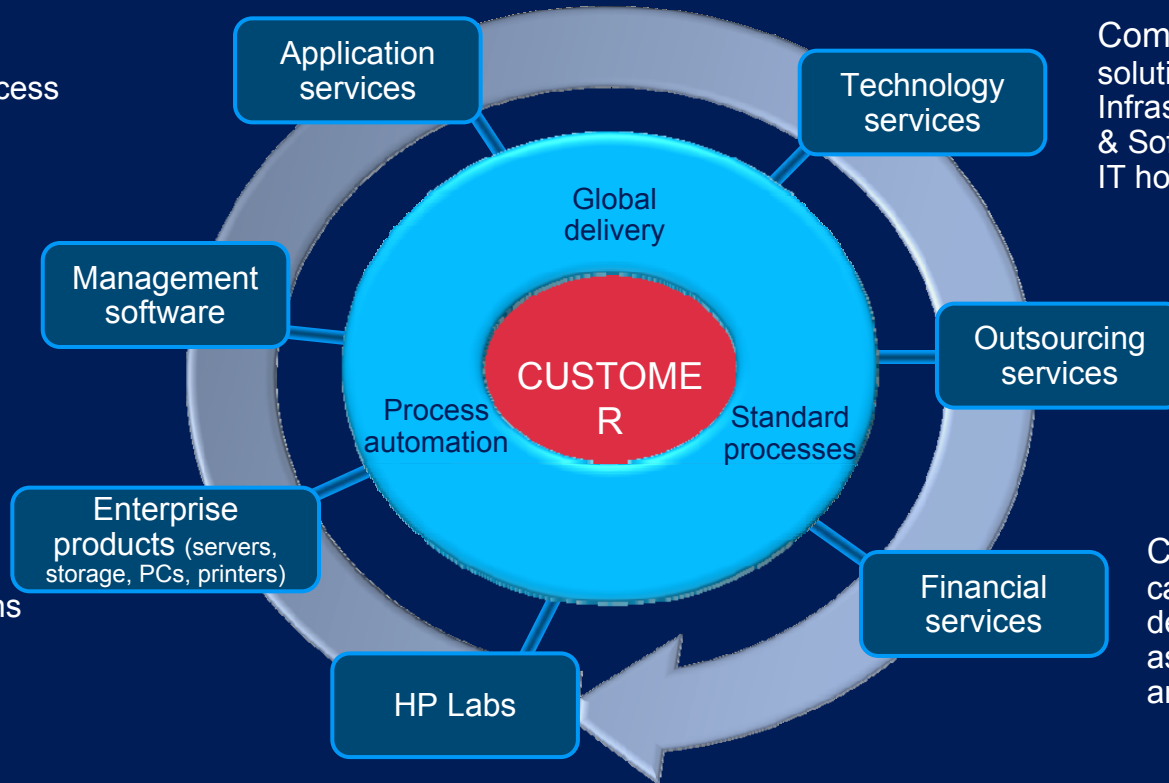
Automation across people, process and technology for efficient IT service delivery

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

