

HP and Microsoft Unified Communications and Collaboration Solutions



Global services from HP to connect, communicate and collaborate for better business outcomes

- **Enhance** your organization's messaging infrastructure
- **Build** a solid network and IT foundation to support data/voice/video integration
- **Connect** teams, partners and organizations to improve productivity and collaboration
- **Simplify** information sharing to reduce costs
- **Empower** people with the right information, at the right time, to enable better-informed decision-making

Communicating and collaborating in a new world of work

In today's hyper-competitive business climate, teamwork and collaboration are essential components of success for virtually any enterprise. As a result, the mandate for your organization is clear: You need to communicate and share experiences, knowledge, ideas and opinions—anytime, anywhere.

At the same time, the explosion of social networking provides billions of people every day with the ability to interact like never before. This transformation is driving changes in how business thinks about employee communication and collaboration. It's also triggering new ways to use communications and collaboration technologies to take full advantage of the power of human relationships to increase business value.

Now is the time to sharpen your competitive advantage by removing the delays inherent in current business processes—so you can bring products to market faster as you connect and communicate swiftly and clearly with co-workers, partners and customers all around the world. You can find new ways to support mobile and teleworkers as you remove the barriers between remote sites to foster richer collaboration and information sharing among virtual teams.

You can accomplish it all with unified communications and collaboration solutions from HP and Microsoft, delivered by HP services.



FRONTLINE PARTNERSHIP

Our approach

We recognize the complexity and challenges that unified communications and collaboration brings. You need someone with the understanding, credentials and experience to combine voice, networking, messaging, collaboration tools, video and web technology in a way that brings you immediate business value.

Our experience as system and network integrators sets HP apart from the rest—with a modular approach to unified communications and collaboration solutions that offers the flexibility you need.

Starting with the capabilities that give you the most business value, we serve as a consultant and integrator for your organization. Our offerings combine a range of software-powered communication and collaboration solutions from Microsoft with HP products and services—including servers, storage and network infrastructure—plus scalable device and solution components for voice, e-mail, conferencing, instant messaging, video and collaboration. Meet your immediate challenge or take the whole journey with us. You have options.

Services to simplify the journey

Our lifecycle approach to unified communications and collaboration begins as we work with you to jointly develop your strategy through consultative assessments. You then move into architecture planning and design, on through solution implementation and global support, even to outsourcing if desired. In this way, we can work with you to better enable a solution designed to deliver business value at every phase.

Where to begin?

Select one of our Business Value Services to help you determine where you should best start the unified communications and collaboration journey:

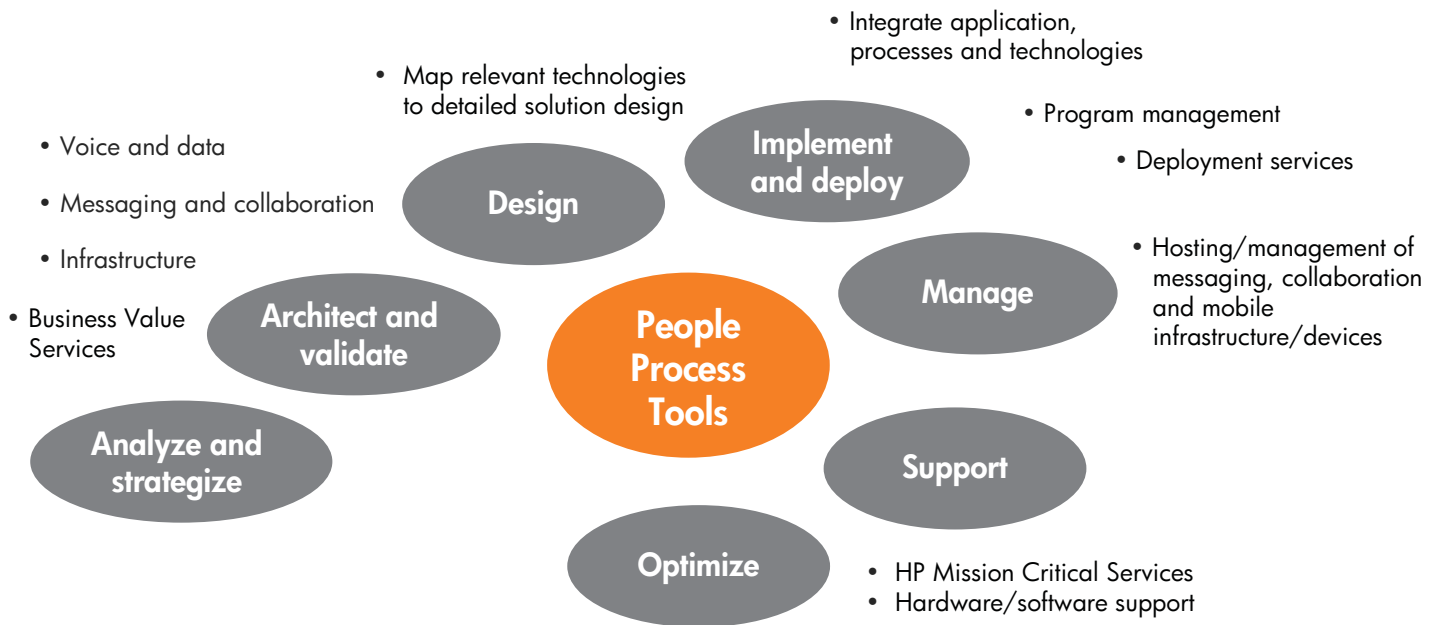
- **Unified Communications and Collaboration Transformation Experience Workshop:** We help your stakeholders understand what unified communications and collaboration is and how it can support your strategic initiatives.
- **Unified Communications and Collaboration Business Benefits Workshop:** We work with you to develop your business case based on interviews with key stakeholders.
- **Unified Communications and Collaboration Strategic Architecture:** We help you align your goals and business drivers with the appropriate technology to facilitate the selection of solutions that will deliver the most value to your company.

Unified solutions tailored to your needs

- **Enterprise messaging with Microsoft Exchange Server:** Enhance your messaging infrastructure and governance processes to create a productive, flexible and integrated e-mail system. The HP solution is designed to boost workforce productivity, increase security, reduce cost, and provide an expandable platform for the integration of collaboration, conferencing and voice.
- **Presence and instant messaging:** Your enterprise presence solution lies at the heart of your unified communications environment. The HP solution provides rich presence for your people and resources, plus deep and meaningful integration across your telecommunications, applications and networking elements. It also delivers secure connectivity between your organization and external contacts such as business partners and customers, as well as extensibility that allows you to integrate unified communications smoothly into your business processes.
- **Enterprise voice:** Built on the Microsoft® Office Communications Server 2007 R2 platform, the enterprise voice solution from HP provides scalable, enterprise-class telephony that extends a rich, consistent interface and functions to users across their PC desktop. As part of this solution, HP planning, design and implementation services offer experienced project managers and consultants who plan your enterprise voice project, and define and procure the right components. We work with you to design the appropriate configuration for your environment, then implement, test and validate the solution.
- **Collaboration:** Gain control and establish the proper architecture to enable enterprise-wide collaboration with Microsoft Office SharePoint Server. HP offers you a solid foundation and a complete portfolio of complementary technologies and services to help you get the most out of Office SharePoint Server today.
- **Conferencing:** HP helps you create a voice, video and web conferencing infrastructure that delivers quality, ease and connectivity. Our conferencing solutions feature rich conferencing and collaboration capabilities at a lower cost and with less complexity than legacy conferencing offerings—while increasing the security and functionality of the conferencing experience.
- **End-to-end unified communications and collaboration solutions:** We can work with you to deliver the design and implementation of a complete solution, encompassing telephony, voice messaging, conferencing, enterprise messaging, collaboration, presence and instant messaging.

Unified communications and collaboration global integration and service offerings

Lifecycle services for the business productivity infrastructure to lower cost, accelerate growth and minimize risk



Leverage our systems integration experience

You can rely on the experience and accountability of HP services to help you design and deploy unified communications and collaboration solutions that achieve their intended result. Our best practices, strengthened by our strategic partnership with Microsoft, work to your benefit. The best-of-breed approach employed by our integration practices brings you a tailored solution that suits your business needs. We're ready and highly qualified to take on large-scale program management capabilities for multi-site deployments. We offer you:

Proven partnership and commitment

Through the HP/Microsoft Frontline Partnership, HP and Microsoft have been working closely together for more than 25 years on joint engineering, product development and go-to-market activities. As part of our global unified communications and collaboration initiative, the two companies have endorsed each other as preferred partners with integrated teams working side-by-side to research, develop, test, implement and support solutions designed to meet your needs.

Recognized Microsoft expertise

With 23,000 Microsoft-trained and more than 16,000 Microsoft-certified professionals, HP has one of the world's largest, most specialized forces of consultants

and support professionals for Microsoft environments. Together, HP and Microsoft have more than 100,000 joint customers. And HP manages more than 2000 new Microsoft engagements every year.

Proven voice and networking expertise

Many customers consider HP a trusted advisor—one who can identify the best solution for their network infrastructure and IT environment. Our integrated business solution ties people, policies and products together, enabling you to implement an open standards-based network and voice technologies that adapt to the changing needs of users, applications and organizations. Backed by more than 40 years of experience delivering networking solutions, we have 5500 certified network infrastructure and voice professionals at work in 170 countries to bring you a high-quality, responsive and consistent delivery experience.

New investments in unified communications and collaboration

As we build on already extensive solutions that incorporate Microsoft Exchange Server, Office SharePoint Server and Office Communications Server, we are focused on more improvements: endpoint devices, management software, scalable conferencing capabilities and mobility solutions for increased productivity. At the same time, we are expanding our substantial global delivery capacity.

Unify and innovate—then reap the benefits

With unified communications and collaboration solutions, delivered by HP, your company can begin to transform business with innovation solutions that enable you to:

Improve productivity

As unified communications and collaboration applications are deployed consistently, employees work more productively, reachable wherever they are by the communications channel they prefer. At the same time, communications-enabled business processes transform your business by integrating collaboration tools into existing processes.

Lower costs

By unifying communications and collaboration, you can reduce travel, training, real estate, telephony and audio conferencing by 40 percent—and voicemail costs by nearly 60 percent and IT by up to 50 percent¹. You'll see an improved return on investment as you enhance operational efficiency, consolidate systems and drive down business expenses.

Mitigate risk

Your voice and messaging infrastructure is a mission-critical application. Our lifecycle approach provides a strategy to keep your current environment up and running while transitioning your unified communications and collaboration systems to their future state. Count on HP for the services expertise you need to mitigate risk during implementation, protect critical assets, improve compliance and enable business operation continuity.

To learn more, visit www.hp.com/services/unifiedcommunications, www.hp.com/services/microsoft or contact your local HP services representative today.

¹"The Total Economic Impact of Microsoft Unified Communications Products and Services," Forrester Consulting, October 2007."

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