

Unified Communications and Collaboration with HP and Microsoft



Comprehensive solutions from HP and Microsoft to improve business productivity

Demand for unified communications and collaboration technologies is growing rapidly. According to an independent report from Forrester Research, 84 percent of enterprises in North America and Europe are currently evaluating, piloting or implementing unified communications and collaboration solutions, and the market is expected to grow at a rate of 35.9 percent through 2015.¹

¹ **Market overview:** Sizing Unified Communications, Forrester Research, Inc., February 2009.

Welcome to Workforce 2.0

There's a new world at work—one that's driven by globalization, macroeconomics and a volatile business climate. As a result, today's business mandate is clear: It's time to rethink how your employees communicate, collaborate and innovate.

You need a more efficient, truly cost-effective way to bring together your communications and collaboration solutions to help people connect to colleagues and information across a myriad devices and geographical barriers.

Meeting these goals brings a fresh set of IT complexities and cost challenges—as you look for ways to deliver innovation while wringing every possible drop of value from existing investments.

A new way to deliver business efficiency and value

Through process innovation, strategic insights and customized offerings, HP and Microsoft® together offer unified communications and collaboration solutions designed to harness the combined power of technology to deliver an end-to-end business productivity solution.

Our modular approach helps you streamline communications and collaboration between people—whether down the hall or across continents. Our solutions enable your organization to improve business productivity and adapt to changing business needs with a secure, extensible infrastructure that accelerates the optimization of messaging, voice, video and enterprise-wide collaboration.

We know that for you, unifying business productivity through communications and collaboration is a long-term strategy—not just a point solution. That's why our solutions give you the flexibility to implement components today and over time—so you can address short-term needs pragmatically while maintaining your vision for future growth.



FRONTLINE PARTNERSHIP

Unified communications and collaboration solutions from HP combine calendaring, e-mail, voicemail, instant messaging, presence, voice and conferencing—including PC audio, telephony, video and web—within a streamlined collaboration environment. This approach makes the right communications tools and information available to the right people—when you need them, regardless of where you are or what device you're using.

With unified communications and collaboration solutions, delivered by HP, your company can begin to transform your business with innovative solutions that enable you to improve productivity and lower costs while mitigating risk.

Wondering where to begin? Start with one of our Business Value Services: Define your unified communications and collaboration strategy with the Transformation Experience Workshop. Discover ROI with the Business Benefits Workshop. And set your architecture with our Strategic Architecture offering.

Transforming business innovation

With the current economic and environmental landscape, companies are taking a hard look at costs and impacts on their operations. Globalization is expanding operations and the need to coordinate supply chains and service customers in markets around the world. It's imperative that your employees connect with colleagues and partners in multiple time zones, bringing high travel costs to an already strained operating budget and environment.

Unified communications and collaboration solutions from HP and Microsoft allow geographically distributed teams, mobile workers and teleworkers to communicate and collaborate effectively anytime, anywhere. This in turn enables you to:

Maximize IT investments and mitigate risks

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 percent². You save on multiple fronts—by improving operational efficiency and consolidating servers and storage, as well as converging voice, video and data infrastructure. Our modular, integrated solutions enable you to make the most of your IT investments while increasing communications security and compliance.

Increase productivity with streamlined communications and collaboration

Empower your people with familiar and easy to use tools that boost productivity and can help you speed time-to-market, drive new revenue streams, improve decision-making and strengthen customer relationships. Click-to-begin simplicity means people can find the right expert at the right time, as they move beyond information overload with streamlined communications and collaboration.

Improve operational efficiency and accelerate business value

Transform IT from supporting the business to powering the business. Then move quickly into business process innovation as you use unified communications and collaboration solutions, backed by world-class services from HP or our joint partners, to integrate workflows to enhance decision-making and business controls established within departments and across your company.

Unified solutions tailored to your needs

Choose from modular solutions that combine a range of software-powered communication and collaboration solutions from Microsoft combined with HP products and services, including servers, storage and network infrastructure, plus scalable device and solution components for voice, conferencing, instant messaging, video and collaboration. All solutions are designed and tested by HP and Microsoft—and all are supported by a rich portfolio of professional enterprise services.

HP hardware and software

For a reliable, scalable unified communications and collaboration solution infrastructure, HP provides:

- **HP ProLiant and BladeSystem infrastructures with HP Insight Control environment management** enabling a best-run infrastructure, including the business-ready infrastructure of HP BladeSystem Matrix
- **HP Virtual Connect technology** dramatically simplifying the installation and maintenance of your environment as it separates the server management from network management
- **HP StorageWorks products** providing the scalability, performance and ease of management you need for a cost-effective, protected storage infrastructure with direct attach and shared storage, including HP LeftHand iSCSI storage area network (SAN) solutions
- **HP desktops, notebooks, tablets and iPAQ Smartphones** serving as versatile client access devices
- **HP Business Technology Optimization (BTO) Software products and solutions** enabling more effective management of complex IT, IP and telecom infrastructure to bring the power of software to life
- **HP Halo** state-of-the-art telepresence solution, bringing meeting attendees from around the globe into a collaborative environment that feels as if they are in the same room
- **HP ProCurve Networking** offering a wide variety of enterprise-class networking hardware and software, including non-blocking, data center optimized local area network (LAN) switches, wireless LAN services, wireless area network (WAN) routers and software for both network management and security

²The Total Economic Impact of Microsoft Unified Communications Products and Services, Forrester Consulting, October 2007

“Buying reliable technology is just the first step in making customers happy. We also need to work with partners that understand our way of thinking, so we can customize and optimize the technology to match our specific needs. The partnership between HP and Microsoft gave us the industry insight and expertise we needed.”

– Kurt Häfliger, System Engineering, HINT AG

HP services

HP works with your business and IT teams to provide unified communications and collaboration solutions that tailor to the specific needs of your organization. Our experienced worldwide team of trained, certified Microsoft consultants delivers new and enhanced offerings that include:

- **Business Value Services** taking the first step to establish solution value and alignment plus a roadmap for your organization
- **Messaging solutions** extending communications beyond basic e-mail with a consolidated, modernized platform including unified messaging with Microsoft Exchange Server
- **Collaboration solutions** unifying collaboration, portals and content management solutions including Microsoft SharePoint Server
- **Conferencing solutions** incorporating Microsoft Office Communications Server and seamlessly integrating audio, web collaboration and desktop video conferencing
- **Voice solutions** delivering scalable, enterprise-class telephony that spans the PC desktop, IP phones and mobile devices
- **Comprehensive unified communications and collaboration solutions** taking a lifecycle approach to designing and implementing end-to-end solutions for enterprise communication-enabled applications
- **Managed and outsourced services** providing a single point of contact for managing the complexities of implementing and managing a next-generation network infrastructure
- **Trusted end-to-end support services** for your complete solution ranging from basic to mission-critical support

Microsoft core technologies and software

Your unified communications and collaboration solutions will typically include one or more of the following Microsoft offerings:

- **Microsoft Windows® Server and Microsoft Exchange Server** delivering reliable e-mail, unified messaging and collaboration functionality
- **Microsoft Office System** providing a complete system of advanced collaborative and workflow tools, content management, and business intelligence tools
- **Microsoft Office Communications Server** providing enterprise-grade, real-time communications including presence awareness and instant messaging, enterprise voice and telephony integration, and web conferencing capabilities
- **Microsoft Office SharePoint Server** with capabilities for improving employee communication and collaboration, streamlining information access, and managing content across the enterprise
- **Microsoft Office Communicator and Microsoft Office Communicator Mobile** offering a communications client that integrates telepresence, instant messaging, voice, video, web conferencing and desk phone
- **Microsoft Office Live Meeting** providing on-premise web conferencing capabilities
- **Microsoft Hyper-V** securing your virtualized environment and helping you to consolidate server, storage and networking hardware; improve infrastructure utilization; increase automation; and enhance system portability
- **Microsoft System Center** enabling management and automation of operations

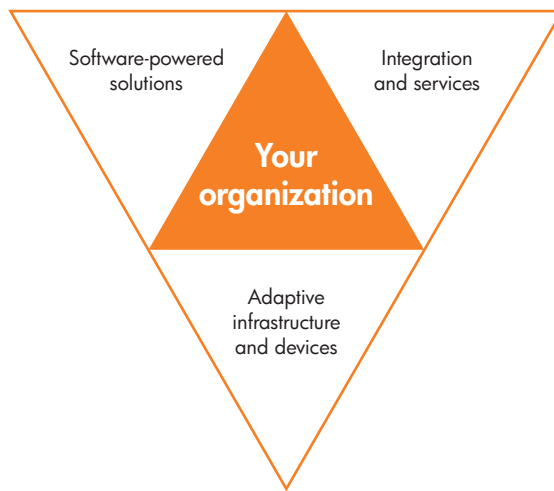
Why choose solutions from HP and Microsoft

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 endorsed one other as preferred partners. We have integrated teams working side-by-side to research, develop, test, implement and support end-to-end solutions designed to meet your business needs—to help you do more with less while leveraging new technologies.

"The Microsoft technology runs brilliantly on the HP hardware. We made sure to build a system with plenty of processing power, to give us the option of integrating IP telephony and video features, currently in planning phase for 2009."

– Daniel Rhein, Global Service Manager, Syngenta



Unified communications and collaboration: the integrated components you need to improve business productivity.

Recognized expertise

With 23,000 Microsoft-trained and over 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 long-term solution support

Today, HP manages more than 300,000 Microsoft Live Communications Server and Office Communications Server seats and 700,000 Microsoft Office SharePoint Server seats. HP also has more than 19 million Microsoft Exchange Server seats deployed or under management. Today, HP is Microsoft's largest Original Equipment Manufacturer (OEM) and Gold Certified Partner and has been named four times as "Microsoft Global Enterprise Partner of the Year."

New investments in end-to-end solutions

As we build on already-extensive solutions that incorporate Microsoft Exchange Server, SharePoint Server and Office Communications Server, we are focused on enhancing device and management software, scalable conferencing capabilities, and mobility solutions for increased productivity. We are expanding our substantial global delivery capacity.

We are committed to delivering communications and collaboration solutions that meet your budget, resource and business needs with a truly integrated voice, video, data and networking infrastructure platform—regardless of your starting point.

To learn more, visit

www.hp.com/solutions/microsoft/ucc

Or contact your local HP and Microsoft solutions experts today. And find out how a Business Value Assessment may be the best place to get started unifying your communications and collaboration solutions.

© Copyright 2009 Hewlett-Packard Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein.

Microsoft and Windows are U.S. registered trademarks of Microsoft Corporation.

4AA2-9323ENW, September 2009



FRONTLINE PARTNERSHIP