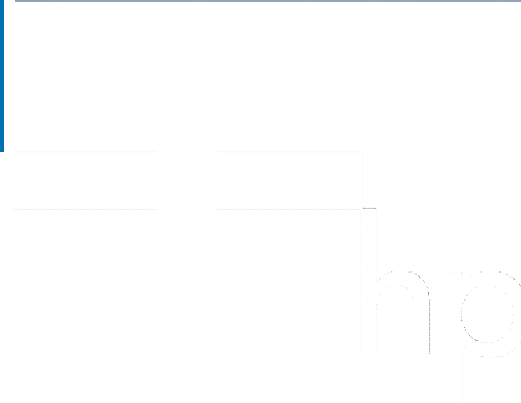




HP Open Source Integrated Portfolio (OSIP)

Buddika Aluwihare
HP Presales
Linux Ambassador

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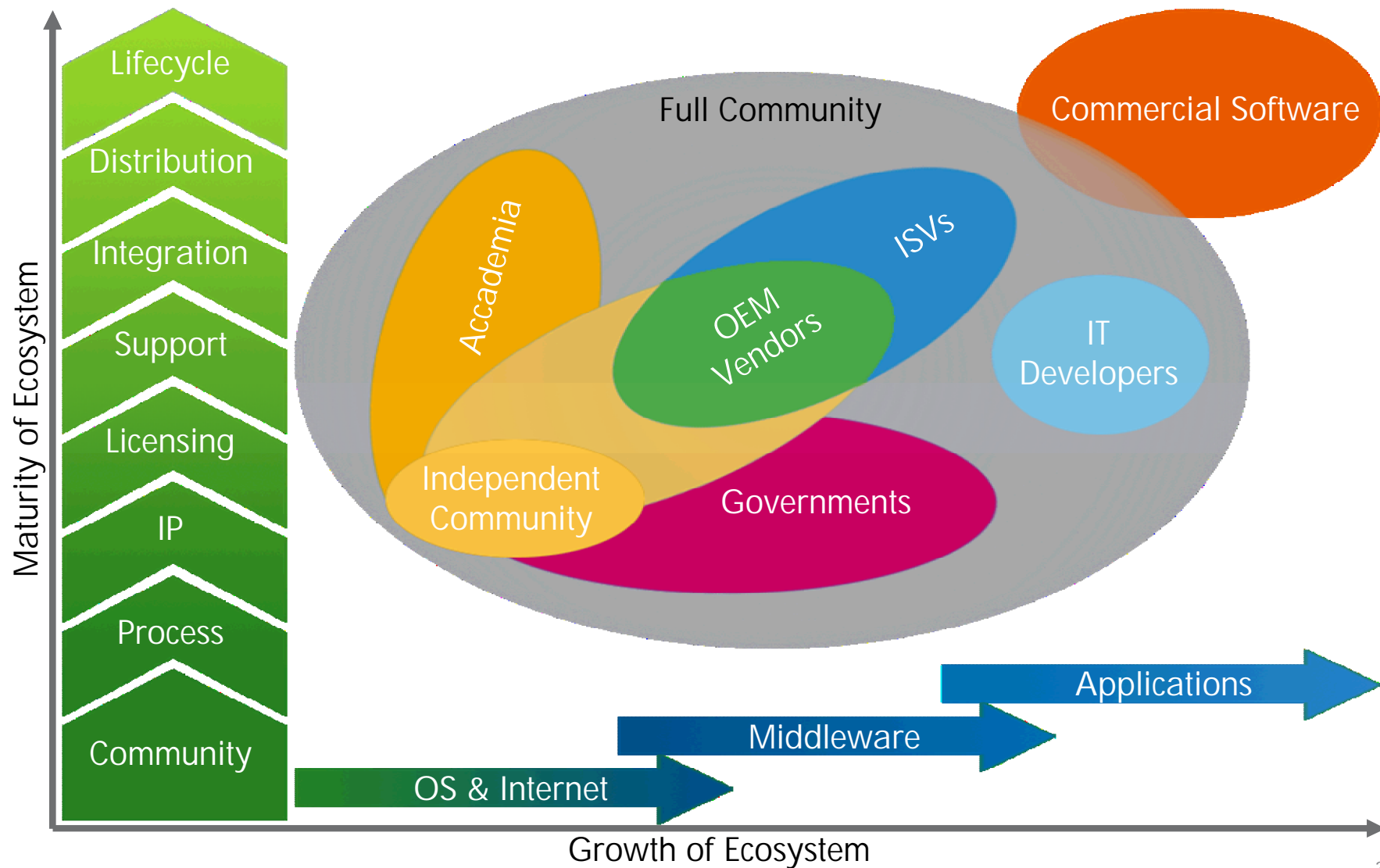


Agenda

- Open Source Adoption in the Marketplace
- Customer issues in deploying Open Source
- HP Open Source Integrated Portfolio
- Developing a criteria for software selection
- Obtaining technical skills



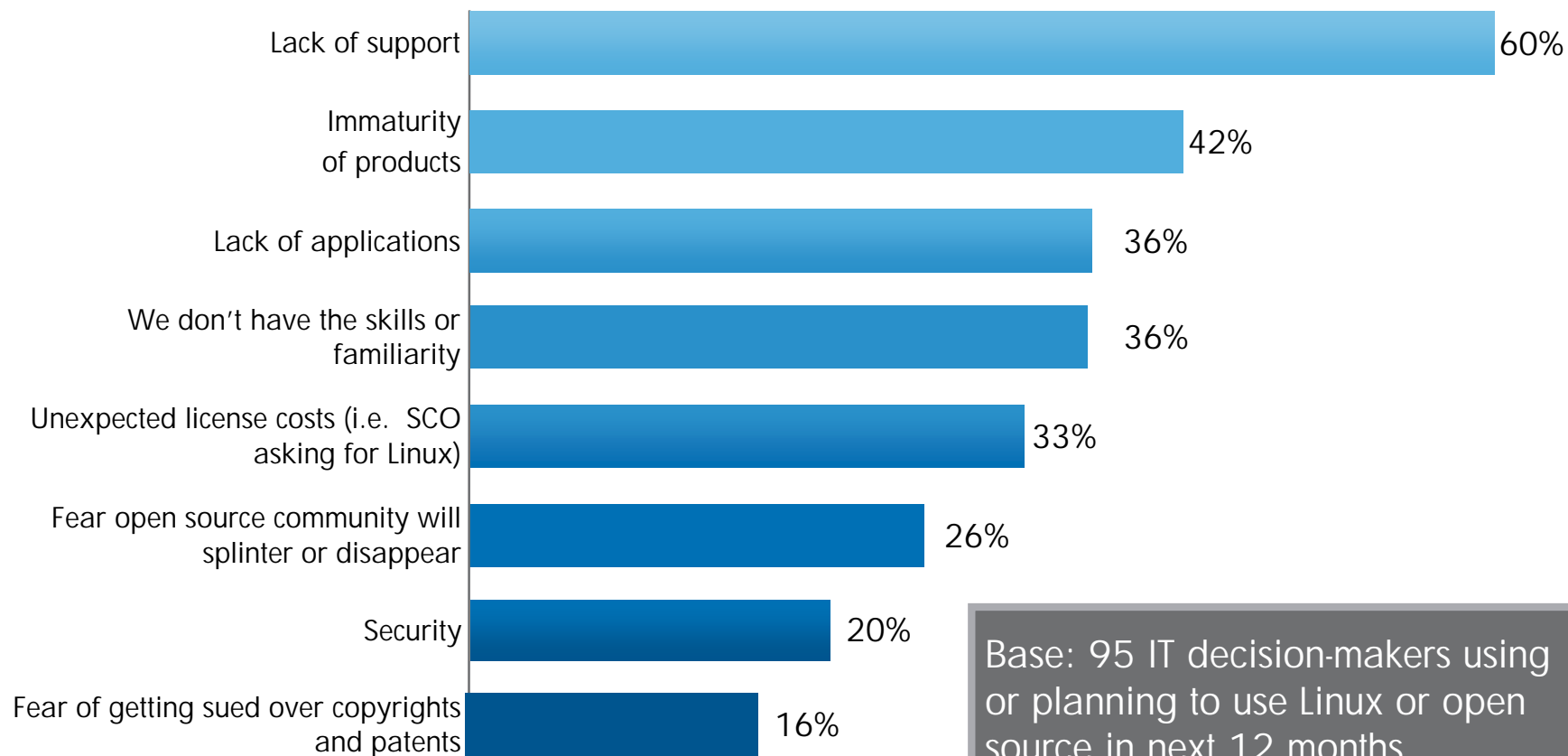
Open Source adoption accelerating across the Enterprise





Open Source customer pain points

What remain customer concerns?



Base: 95 IT decision-makers using or planning to use Linux or open source in next 12 months

Source: Open Source Usage Is Up, But Concerns Linger
Forrester Research, Inc., June 2005

Open Source software customer pain points



- Ongoing accountability for support
- Making all the pieces work together
 - Open Source, commercial, and hybrid stacks
 - Integration with existing environment
- Defining an Open Source strategy
- Developing a criteria for software selection
- Obtaining technical skills





HP's approach to Open Source

- Participate as a member of the community, consistent with community values and behaviors, to develop enterprise capabilities and robustness on Linux that are of interest to HP
- Use existing Open Source licenses
 - HP has not felt compelled to create a new license!
 - The GPLv2 and other licenses are fine with us...
 - Active participation in GPLv3 process
- Work with Linux distributions and ISVs to deliver innovative and effective solutions

HP's Open Source & Linux strategy: Eliminating customer pain points



Complete worldwide portfolio
of consulting services and technical support

Choice

- Comprehensive ecosystem from best-of-breed partner portfolio
- Ability to build & support Open Source, commercial, and hybrid solutions
- Commitment to advancement of Open Source technology

Integration

- HP Open Source Integrated Portfolio
- Factory Express for pre-integrated customization
- Robust portfolio of HP consulting & integration services delivered worldwide
- Manageability and virtualization for optimal agility

Confidence

- Single point of accountability with HP support services delivered worldwide
- Award-winning high availability clustering
- Linux indemnification
- Security and common criteria certification
- Market leadership

Leveraging HP's industry standard platform leadership

HP Open Source Integrated Portfolio: Introducing a new approach

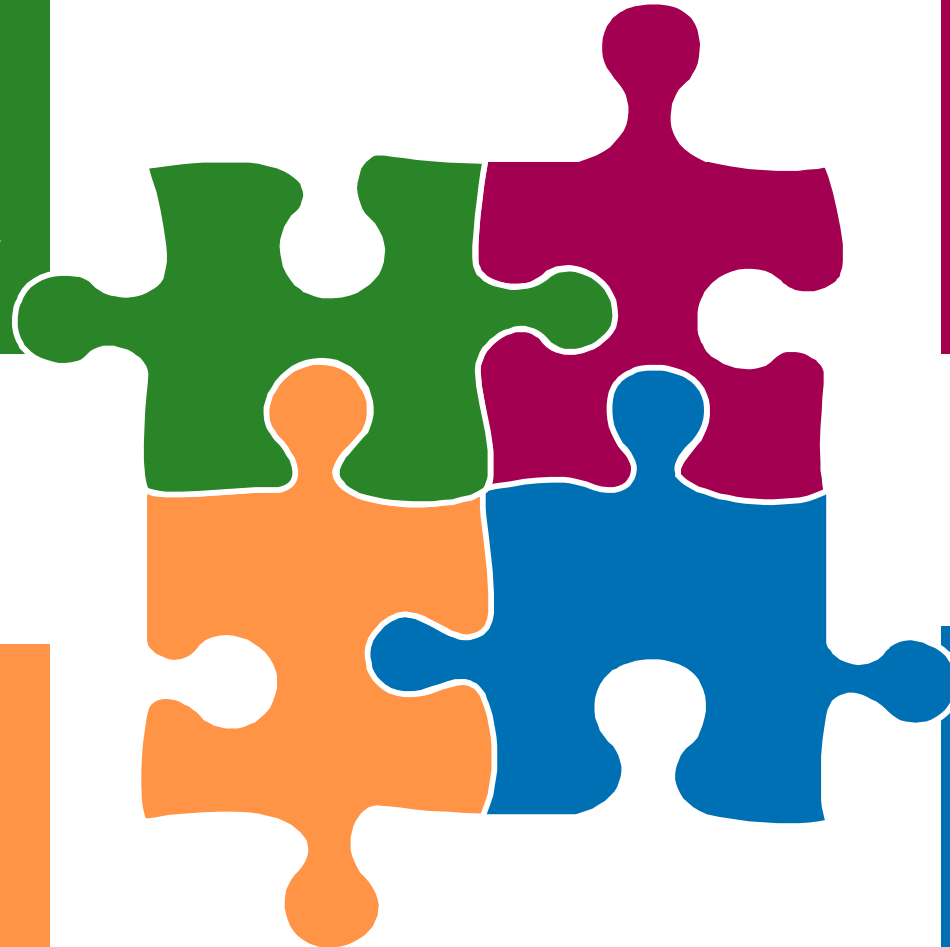


Operating systems
Linux, HP-UX,
Windows, and
Nonstop OS, for
example

Services
Global consulting
and support

Software
high availability,
management,
commercial and
Open Source
middleware

Enabled
platforms
Integrity, ProLiant,
BladeSystem,
StorageWorks





HP Open Source Integrated Portfolio

Building out our capabilities

HP Open Source Foundation

- Platform optimization
- HP value-add software
- Linux OS
- Supported by HP

HP Open Source Middleware Stacks

Building Blocks

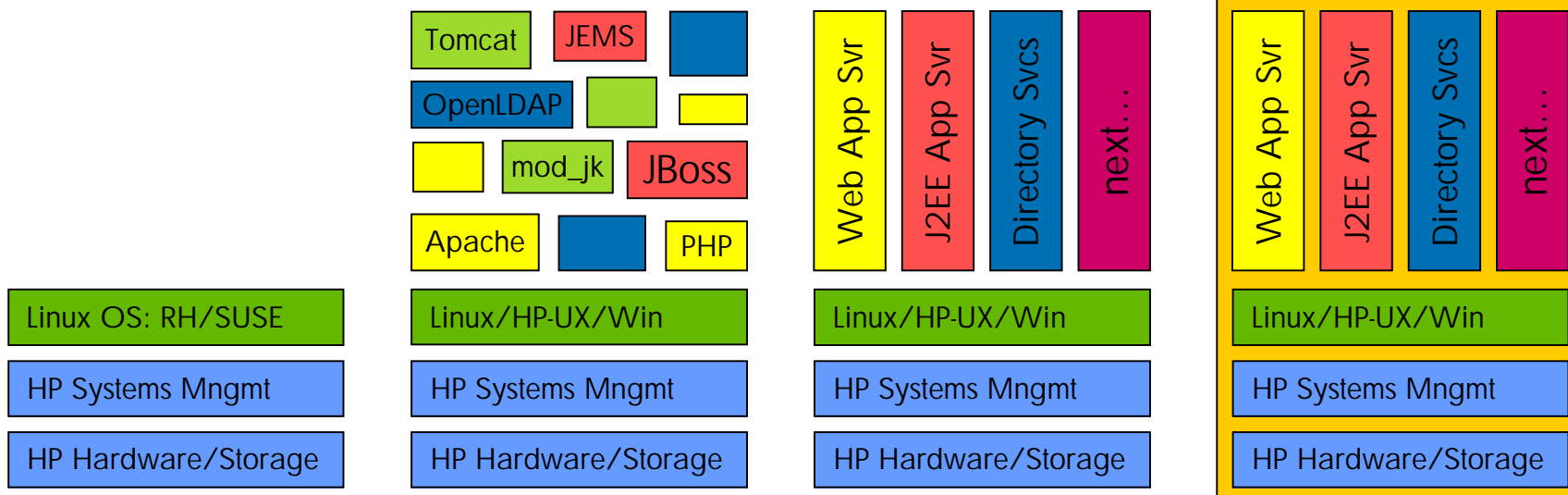
- Life-cycle management
- Supported by HP
- Multiple OSes

Blueprints

- Tested, validated stacks
- Configuration and deployment guides
- Supported by HP

Consulting

- Tested, validated, integrated stacks
- Globally deployed & supported by HP

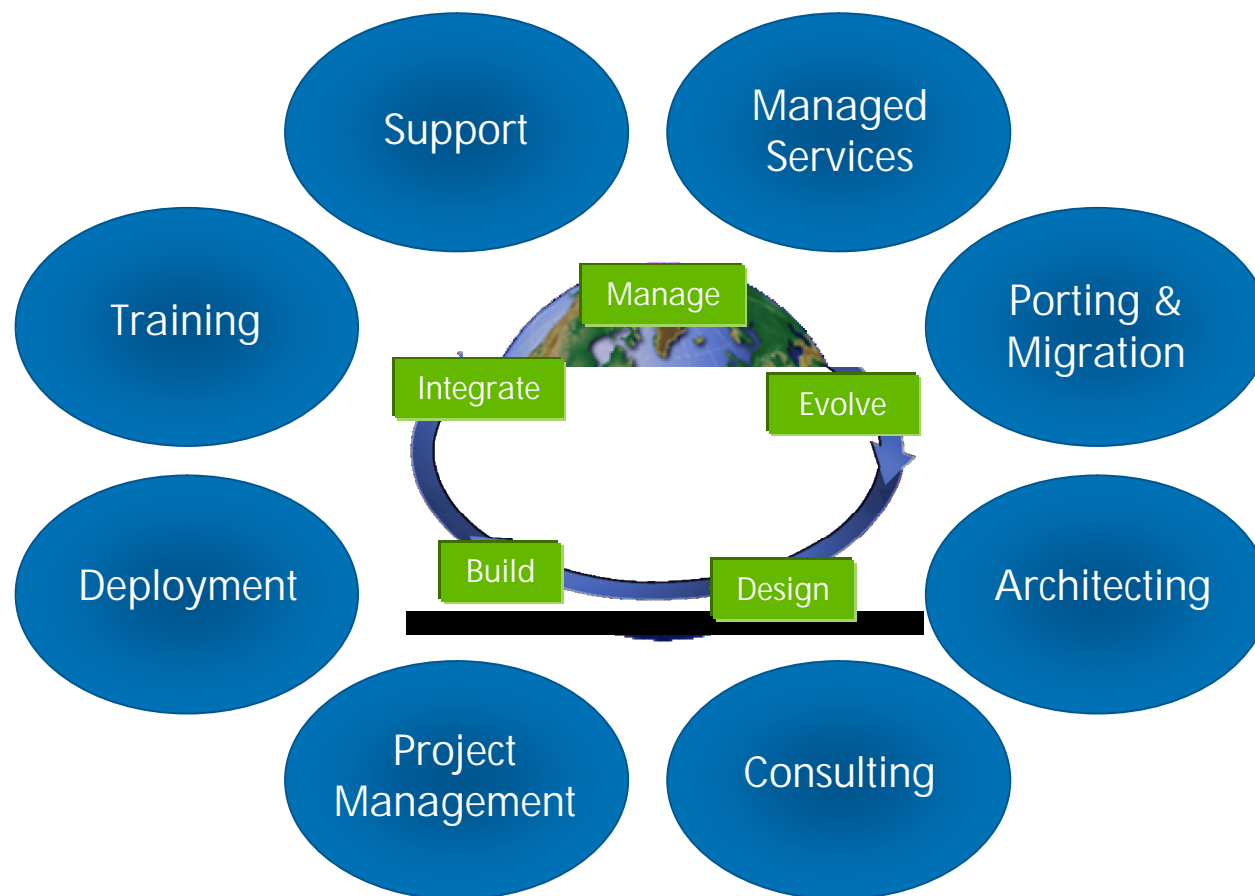


HP Open Source Support Services & HP Open Source Consulting Services available across portfolio



Comprehensive and accountable HP Services for Open Source and Linux

6,500 Trained HP Linux Professionals



Multi-platform, Multi-OS Integration

99% of all Open Source Linux service requests are resolved directly by HP

www.hp.com/go/linux

www.opensource.hp.com





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