

HP US Public Sector Consulting and Intelligence

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Enterprise Services



Advise our clients and help them transform and manage their IT environment for their best business outcomes.

\$23B

Printing and Personal Systems



Create products and solutions that deliver the best experience at home, on the go, and at work.

\$56B

Enterprise Group



Provide industry - leading Converged Infrastructure, software-defined data center, and Converged Cloud solutions,

\$28B

Software



Optimize the user experience through modern IT applications, operations, and cloud management.

\$4B

HP Financial Services

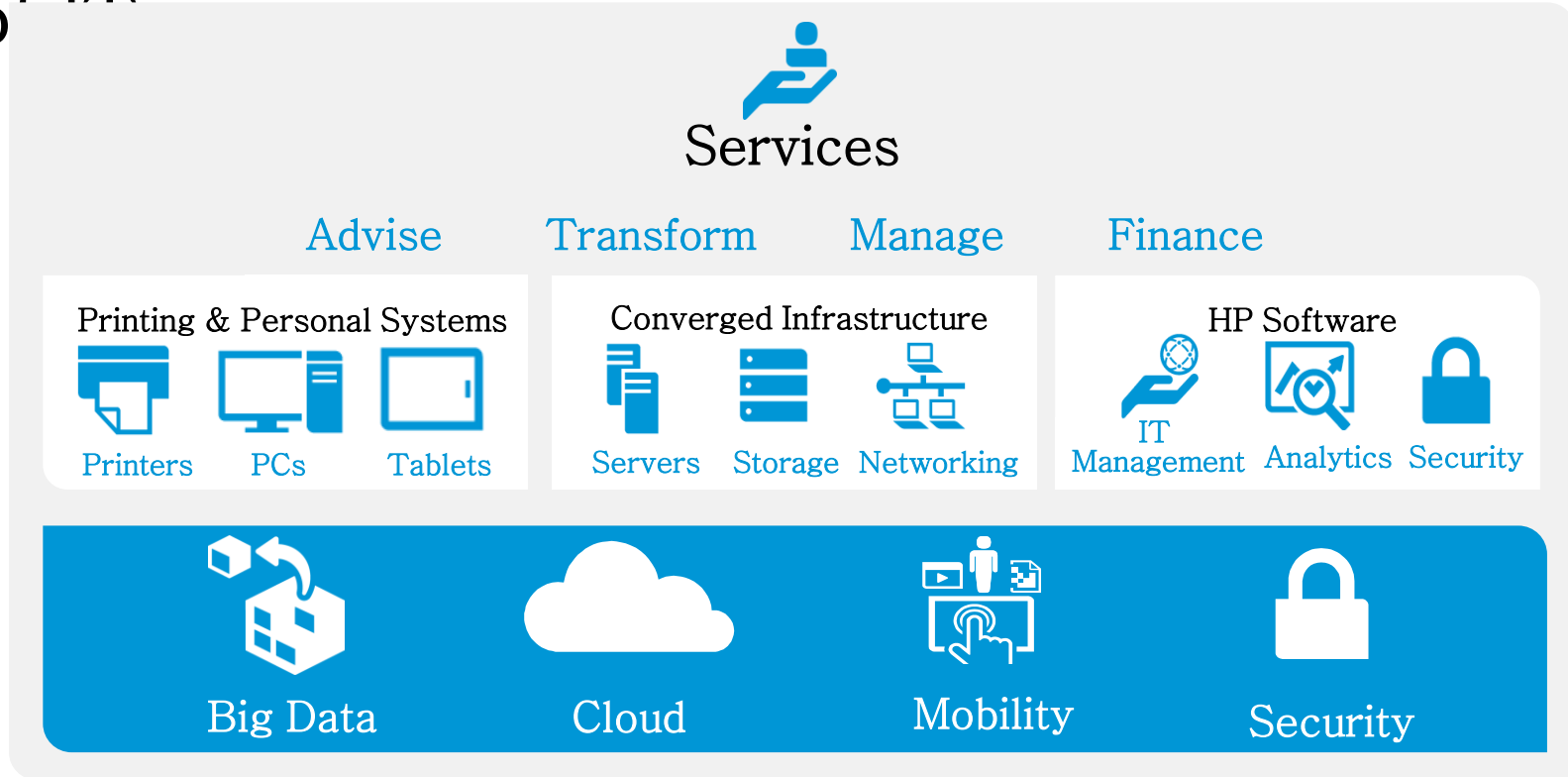


Deliver investment solutions that maximize the full potential of IT for better business outcomes.

\$3.6B

Our strategy is to provide solutions for the New Style

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US Public Sector: Challenges & Market Dynamics

Additional impacts on the USPS CIO and their organizations

When required to:

- Maximize ROI of Federal IT – “Do More with Less”
- Create new ways to address the Productivity Gap and 21st Century Government
- Improve Business and Citizen Interactions
- Comply with National Priorities and Mandates

When still faced with...

- Rigid infrastructure
- Old applications
- Security threats
- Information explosion
- Shrinking budgets



Engaging with Small Business

Where we are focused

Civilian

Healthcare (VA, HHS)
Law
Enforcement/Justice
(DHS, DoJ, DoS)
Financials (Treasury,
Fed Reserve)
Citizenship
engagement (GSA,
Commerce, Congress)

IC

IC-ITE
Transformers
Greenway

DoD

Enterprise Services –
MilCloud, UCaaS
(DISA)
Apps migrations and
transformation (Army
and USAF)



What we look for in Small Business

Helping each other succeed

Preparation

- Know the opportunity
- Know HP
- Don't bring me public info

Differentiation

- What is it about you that helps *US* win?
- What are your competitors saying?
- How does including you change our story?

Partnership

- It's not a one-way street
- Is it all about this deal or a bigger play?
- How do I help you?



Thank you

