

Across industries, around the globe

Deloitte and HP deliver solutions worldwide for specific markets such as Aerospace & Defense, Healthcare & Life Sciences, and Utilities.

Horizontal offerings involve implementation and upgrade programs for SAP and Oracle (including JD Edwards, PeopleSoft and Siebel). Additionally, Deloitte and HP have developed standard, pre-sized configurations that allow mid-sized businesses to implement the same broad ERP platforms used by global companies or large enterprises, while reducing the costs and effectively managing the timing issues associated with more complex custom configurations.

Deloitte at a Glance

- The Member Firms of Deloitte Touche Tohmatsu (DTT) form a \$20 billion private global professional services organization, with more than 135,000 practitioners in nearly 140 countries providing tax, audit, consulting and financial advisory services
- Deloitte named #1 Consultancy in US, and part of the #2 Consultancy Worldwide (Gartner 2007)
- Deloitte named #1 Strategy Consultancy in the US (Gartner 2007)
- DTT Member Firms served over 80% of the companies listed on the 2006 Fortune 500®, with the following percentages by industry:
 - Aviation & Transport Services: 86%
 - Consumer Business: 73%
 - Energy & Resources: 68%
 - Financial Services: 81%
 - Life Sciences and Health Care: 81%
 - Manufacturing: 87%
 - Technology, Media & Telecommunications: 90%
- Deloitte LLP is ranked on the Fortune list of '100 Best Companies to Work For in America'

HP at a Glance

- Approximately 172,000 employees serving more than one billion clients in more than 170 countries, on six continents
- Named #1 globally in desktop PCs, notebooks and workstations*
- Named #1 globally in x86, Windows, Linux, and high-end UNIX servers**
- Named #2 globally in total disk storage systems**
- Named #10 globally and #1 in the U.S. in Environment, Social Impact Ratings by The Economist
- On the 2007 Global 100 Most Sustainable Corporations in the World list and a member of the Dow Jones Sustainability World Indexes
- Ranked No. 14 on the 2007 Fortune 500 list
- Dedicates \$3.6 billion (U.S.) annually to research and development of products, solutions and new technologies

*Refers to units. Source: IDC Q4 2007.
**Refers to factory revenue. Source: IDC Q4 2007

To learn more about the Deloitte and HP alliance, please visit www.deloitte.com/us/HP or contact:

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About HP

HP focuses on simplifying technology experiences for all of its customers – from individual consumers to the largest businesses. With a portfolio that spans printing, personal computing, software, services and IT infrastructure, HP is among the world's largest IT companies, with revenue totaling \$100.5 billion for the four fiscal quarters ended Jan. 31, 2007. More information about HP (NYSE: HPQ) is available at <http://www.hp.com>.

About Deloitte

Deloitte refers to one or more of Deloitte Touche Tohmatsu, a Swiss Verein, and its network of member firms, each of which is a legally separate and independent entity. Please see www.deloitte.com/about for a detailed description of the legal structure of Deloitte Touche Tohmatsu and its member firms. Please see www.deloitte.com/us/about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries.

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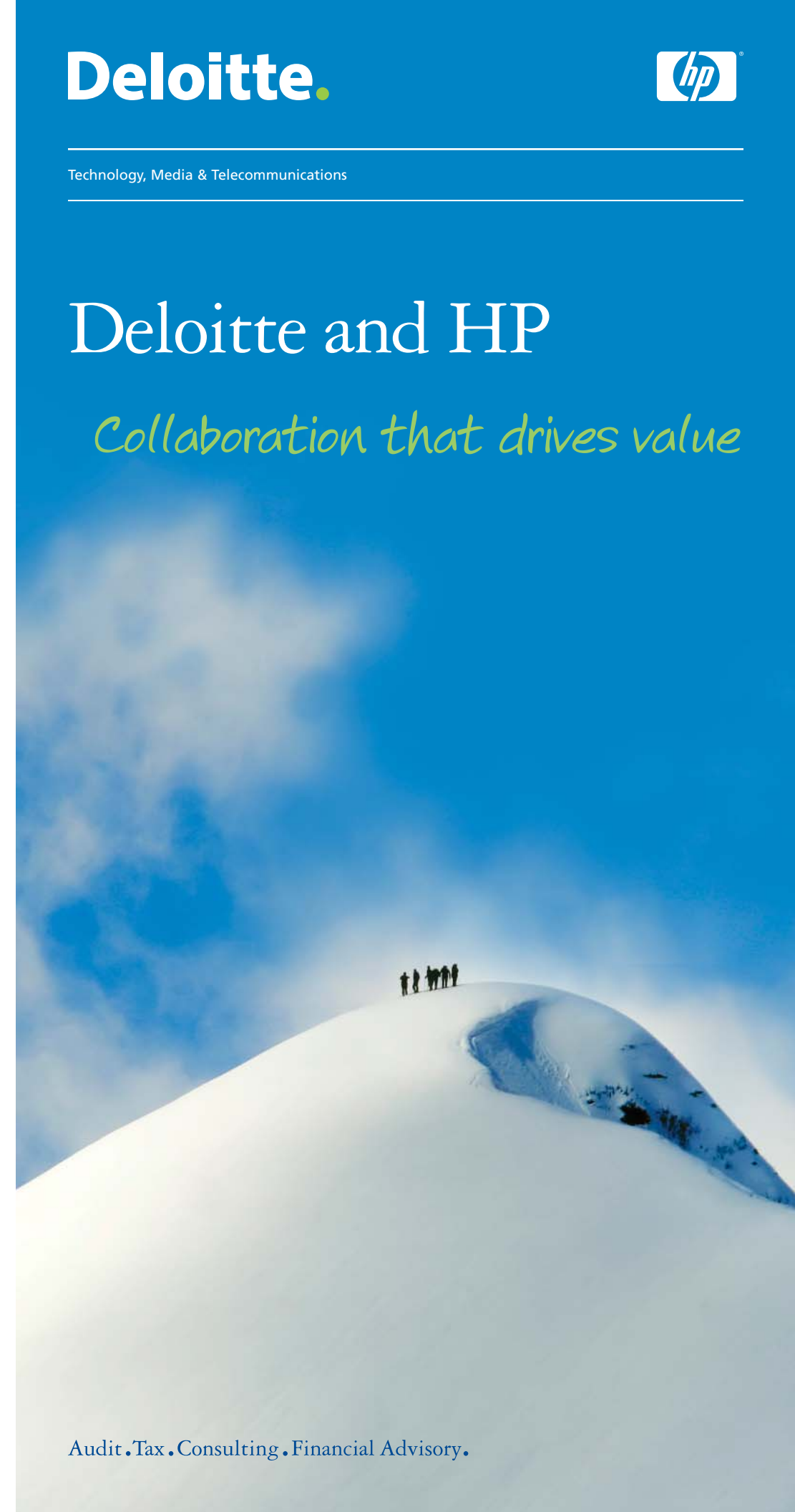
Deloitte.



Technology, Media & Telecommunications

Deloitte and HP

Collaboration that drives value



Audit • Tax • Consulting • Financial Advisory.

Building on a winning alliance

Deloitte and HP have been teaming for more than ten years, and have provided IT infrastructure, technology integration, and business process consulting to enterprises around the globe.

Our alliance offerings combine the depth and breadth of HP's technology and services portfolio with world-class methodologies and integration related consulting experience from Deloitte. Together, we deliver end-to-end services and solutions to our joint clients, helping them in their efforts to solve complex business problems and bring real value to their bottom lines.

Deloitte and HP share a commitment to providing services and solutions that leverage our:

Dedication to Collaboration

- Aligned engagement teams, with multi-project experience
- A significant number of large, medium and small joint consulting projects worldwide
- Joint service offerings designed to help clients sustain project results consistent with their business goals and IT strategies
- Repeatable, efficient, and time-tested joint service offerings

Focus on Implementation

- Support for the most demanding client requirements
- Assistance for mid-market clients looking to reduce implementation time and better manage risk
- Turnkey financing, available through HP Financial Services

Enterprise Experience, Knowledge and Skills

- Combination of HP's infrastructure and services along with Deloitte's time-tested and client-tested consulting services and support for outsourcing
 - Reduced cost, increased revenue, and/or improved gross margin through transformational improvements
 - Commitment to deploying products and services based on benefits realization and project cost management

Real-world examples

Challenge: HP and Deloitte are teaming to deliver services in support of a contract from a global defense contractor for a complex Procure-to-Pay SAP transformation.

Results: Deloitte is helping the client in their efforts to consolidate more than 80 different procurement and payment systems within their organization, providing services involving process transformation, SAP configuration/design, and communication and training strategy development. HP's rx8640 Integrity BC servers running HP UNIX are supporting the consolidation and upgrade of multiple legacy systems into systems that allow for virtualization across the enterprise. In addition, the client will use HP's iCAP methodology to instantly turn on and off processors, depending upon fluctuations during cyclical processing periods. This can result in significant cost savings, as the client only pays for increased processing requirements during peak times.

Challenge: To meet increasing customer demand and manage potential risks, a major utility provider needed to update its aging financial applications.

Results: Deloitte and HP provided services in support of an SAP solution that included an integrated ERP and disaster recovery system. The SAP solution runs on HP Integrity servers and is designed to achieve 99.99 percent availability and reliability targets. This provides streamlined ERP functionality and helps the client remain competitive through faster time-to-market and quicker response to business changes.

Joint offerings leverage your IT investment

Deloitte practitioners tap into their vast array of service offerings to provide experience, knowledge and skills in key focus areas. Deloitte and HP collaborate with clients to more effectively tailor services and solutions to the client's requirements. Our joint areas of focus include:

- **Next Generation Data Center (IT Transformation)** – We believe the next generation of IT will be characterized by automated, 24/7 lights-out, energy-efficient computing. With Deloitte's experience in business transformation services and HP's technology and services proficiency, jointly, we are well positioned to help clients meet this challenge and bring exceptional value to the process. Joint services and solutions involve consolidation, simplification, and improvement of technology, people, process, data, and facilities
- **Business Intelligence (BI)** – Deloitte and HP offer clients the industry experience and the technology needed to help them in their efforts to overcome the challenges of data accuracy, timeliness, reliability, and transparency. Our joint BI service offerings help clients transform their information into a strategic asset for meeting the demands of effective forecasting, increased performance, and regulatory reporting and compliance
 - Deloitte's BI Data Warehouse framework represents an iterative approach to data management projects that is customizable to help each client address their specific business needs. Deloitte has created a state-of-the-art, Integrity based Center of Excellence (COE) environment at our Solution Network (SNET) data center for client team proofs of concept, benchmarks and testing activities
 - HP has 19 out of 40 of the world's largest data warehouses running on the HP platform (IDC 2006). HP's expanding portfolio includes the HP Neoview platform, an enterprise data warehouse designed to enable businesses to capitalize on their information at a lower cost. The HP Neoview platform is designed to provide dependability, scale, functionality and availability with simplicity and speed

- **Application Quality Management, Performance Validation and Application Security Testing** – In support of HP's Business Technology Optimization (BTO) portfolio, Deloitte leverages HP software to help our clients in their efforts to align technology with the business and reduce risk of application failures. We also help our clients evaluate the effectiveness of enterprise resource planning (ERP) systems (and other applications that support business processes) in meeting the functional quality, performance and application security requirements of the business. Through the combined use of HP's Quality Management software technology and Deloitte's services, organizations can adopt an automated approach that can result in improved risk management during application deployments and upgrades, greater visibility, and more consistent business processes. HP has over 61 percent of market share for application quality testing (IDC 2007). To showcase these capabilities, Deloitte has created a Quality and Performance Test COE at our SNET data center for client team proofs of concept, benchmarks and testing activities
- **Enterprise Application Management** – HP's BTO portfolio plays a critical role in Deloitte's service offerings. From highly complex SAP and Oracle based ERP implementations, to business critical application upgrades, to ongoing changes to the application environment, Deloitte services enabled by HP Software can help clients in their efforts to manage change that can put business-critical applications at risk. Deloitte can act as prime contractor to provide integrated "design-build-manage" consulting services across the entire application lifecycle—from implementation support of the ERP package (SAP and Oracle), through application management, hosting and server management, to HP technology procurement and financing options through HP Financial Services. Deloitte has provided services in support of more than 2,200 SAP implementation projects worldwide; has eight solution centers for SAP demos, research and outsourcing; and has extensive experience in the delivery of solutions and services to the middle market. HP servers host nearly 50 percent of all SAP solution-based installations, with 55,000+ installations and 20,000+ customers. HP is a worldwide leader in SAP operations, with 250+ outsourcing customers managing more than 850,000 users
- **Data Center Automation** – Deloitte and HP offer services and solutions to help the client in their efforts to fully automate IT management, provision entire infrastructure stacks, and manage change and compliance in the data center to improve cost efficiency and reduce risk. These services and solutions include automation programs that support cost efficiency, quality and compliance, disaster recovery and increased availability to serve the needs of the most complex multi-vendor environments

What's in it for you?

Deloitte and HP collaborate to become a part of your team, as trusted advisors, to deliver products and services that support your efforts to:

- Implement an infrastructure to achieve more with your technology investments and address specific business goals
- Identify products and services to help you meet your financial goals and improve business alignment
- Structure a project with specific milestones to facilitate strong performance, based on business and IT service levels that meet your objectives
- Implement pre-configured technology solutions to accelerate development time and reduce risk
- Achieve a reduction in technology and operating costs by outsourcing application and infrastructure implementation