

Hp's Portal Solutions

Hewlett-Packard

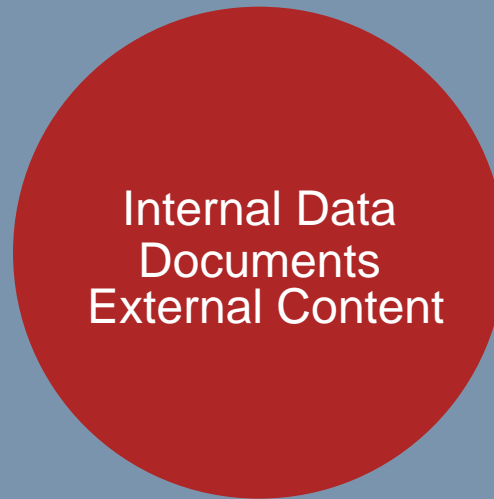
# Reinventing Your Web Presence

Need to Attract  
and Retain More  
Customers



Internet

Need More  
Productive  
Employees



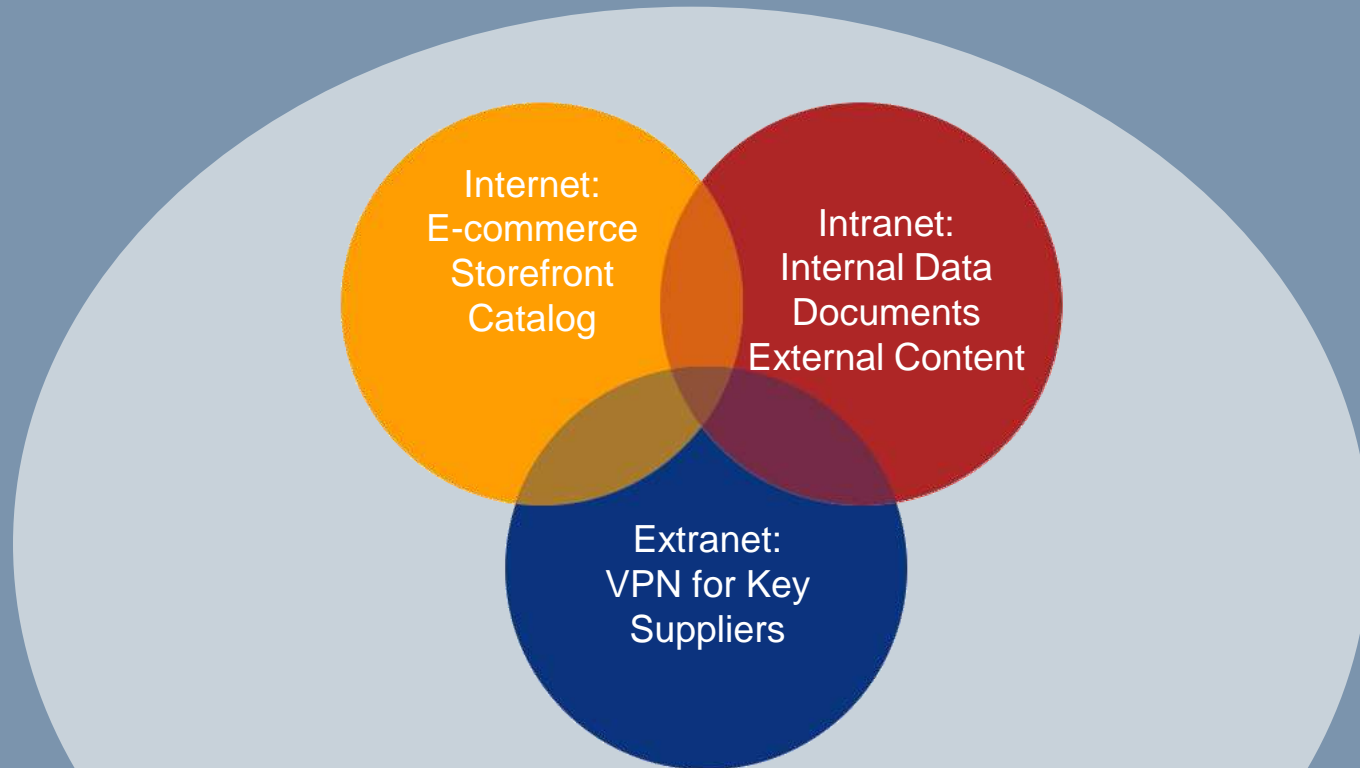
Intranet

Need Stronger  
Relationships with  
Suppliers



Extranet

# Creating a Portal Ecosystem

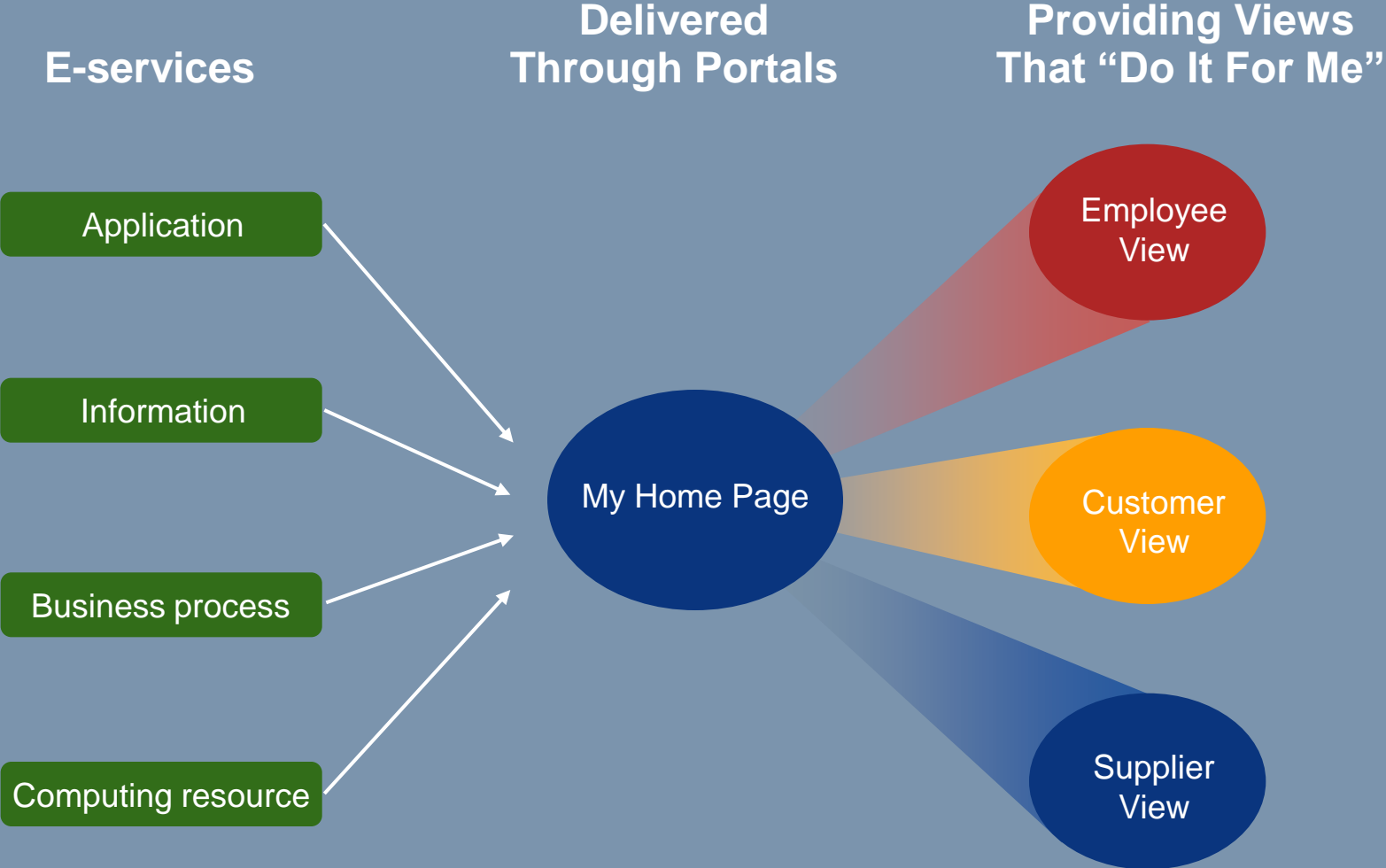


**Employees: Right tools for the job**

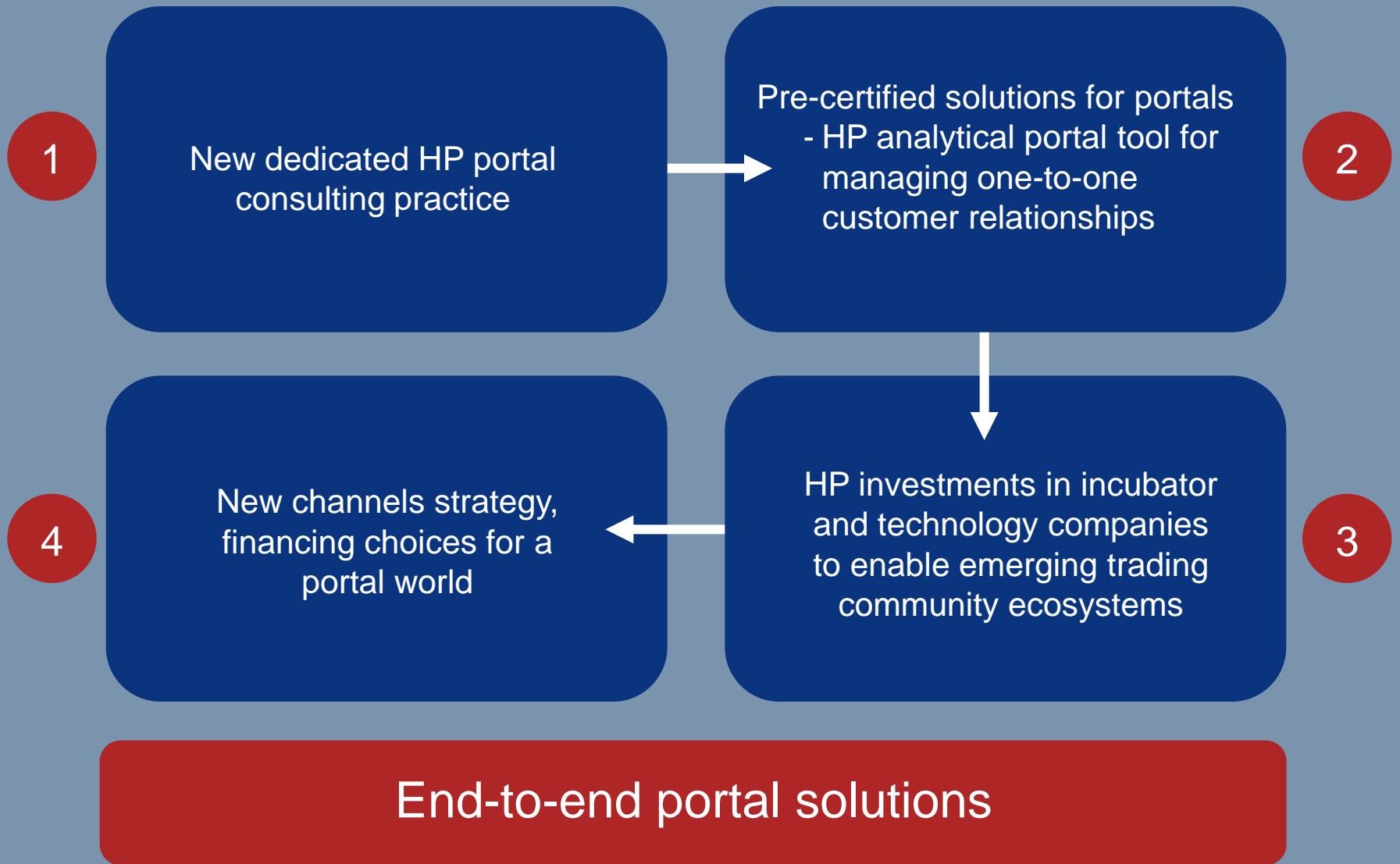
**Customers: More satisfying experience**

**Suppliers: High profitability and predictability**

# A Tailored Web Experience



# Complete and Flexible Portal Ecosystem



# Fast Deployment of the Right Solution

1

**NEW**

New dedicated HP Portal Consulting Practice, built on HPC's Business Integration and Discovery Workshop Services

- HPC produces:
  - Specific portal roadmaps
  - ROI plans
  - Project blueprints
  - Portal pilot up and running (45–100 days)

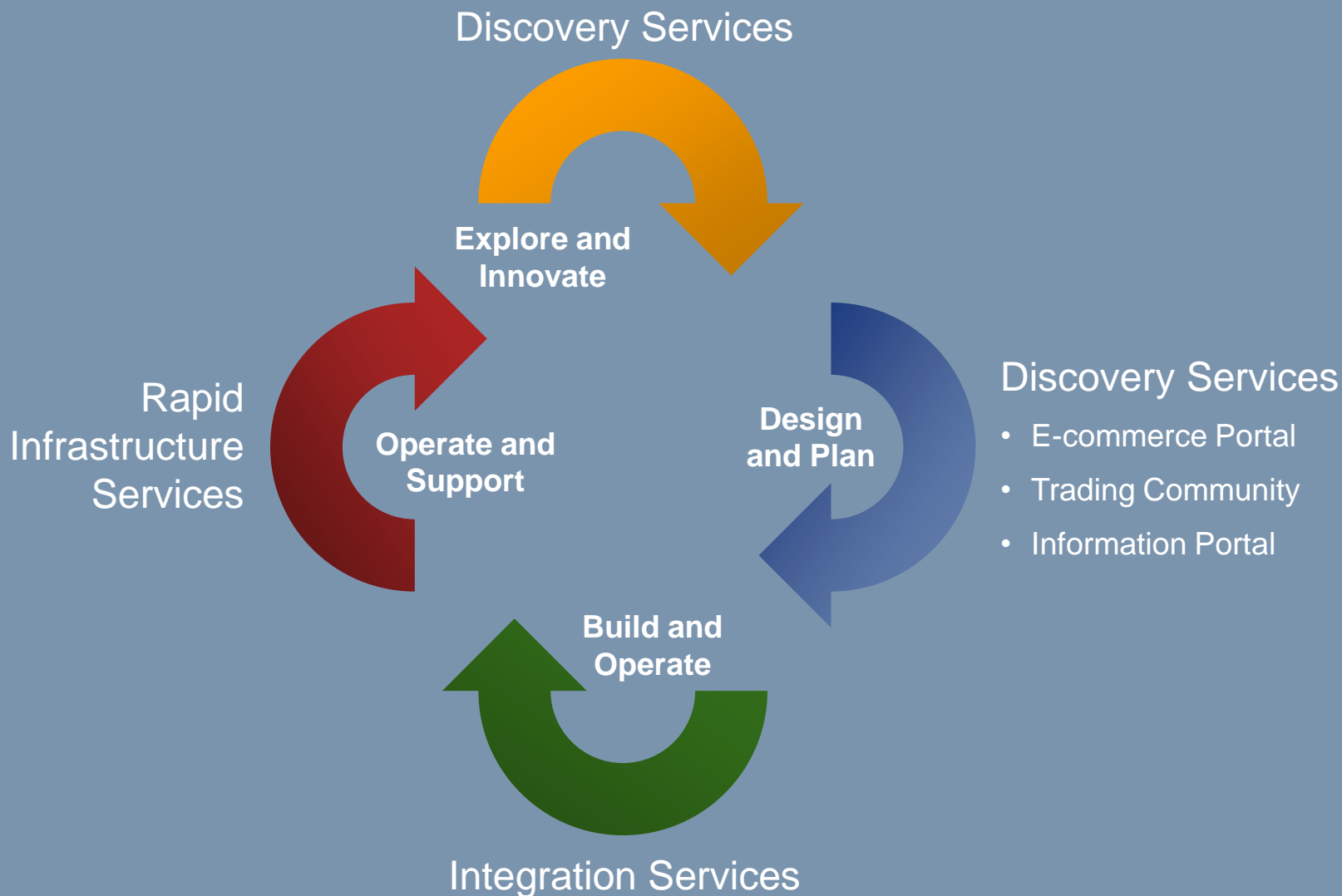
Services for enterprise information portals available now; others by 7/00

Pricing starts at \$50,000

**Rapid portal deployment, rapid realization of ROI**

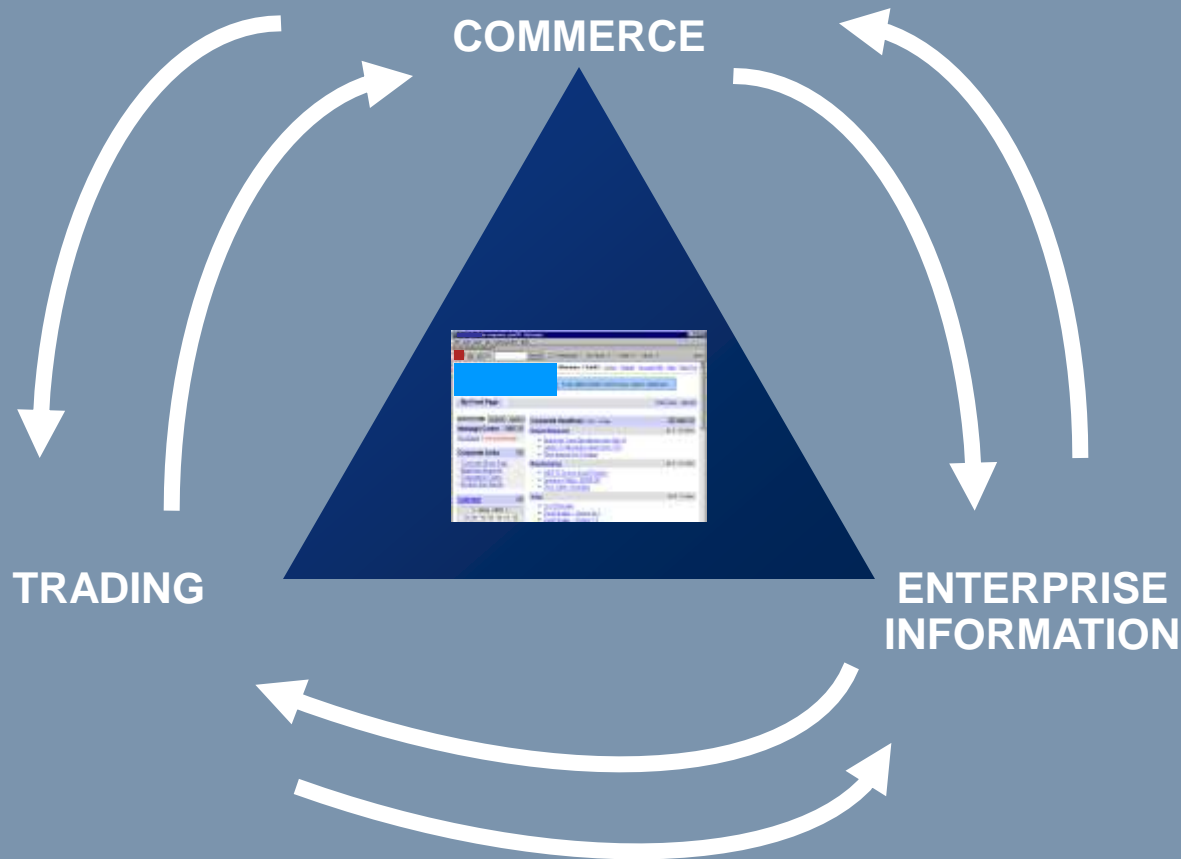
# HPC Supports You Through the Entire Portal Lifecycle

1



# HPC Engagement Helps You Select Your Portal Entry Point

1



Start in one segment, easily expand out over time



# Deploying Enterprise Information Portals

2

HP Services, Education, Support

Internal data: HP/Viador Portal Application

External data: corporate. myyahoo.com

Start with the platform of your choice:  
NT, UNIX, Linux

# Enhancing Enterprise Information Portals

2

Analytical Portal Tool: Decision support tool for using e-commerce intelligence and existing customer intelligence

Start with the platform of your choice:  
NT, UNIX, Linux

# Deploying E-commerce Portals

2

HP Services, Education, Support

HP Enterprise Business Portal Solution

HP-BroadVision Enterprise Commerce Solution

Start with the platform of your choice:  
NT, UNIX, Linux

# Creating New Revenue Streams with Trading Communities

3

Radically changing the way business is conducted

Enabling more efficient allocation of supply and demand across **entire industries**

Increasing the use of **multiple appliances** as between buyers and sellers

Driving mission-critical infrastructures as critical business processes migrate into this space

Will grow to surround today's e-commerce business

# Deploying Trading Community Portals

3

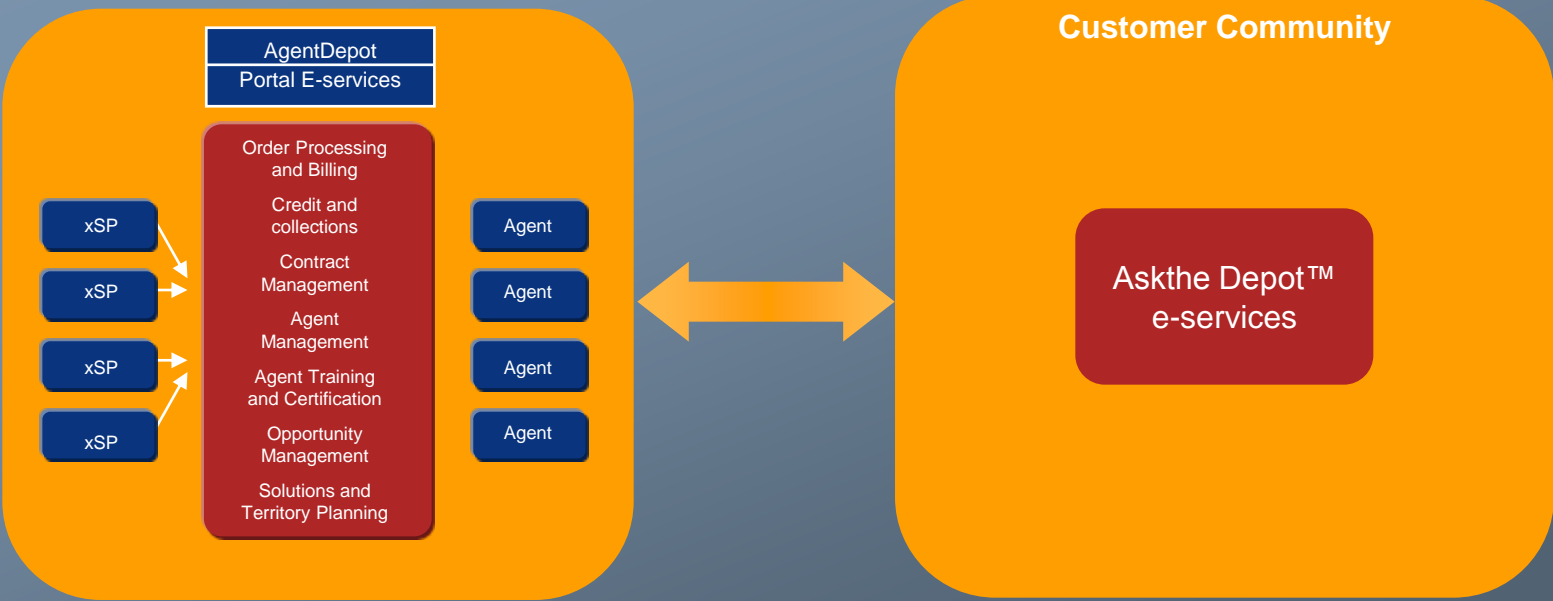
HP Services, Education, Support

HPC Consulting for architecture,  
implementation choices

Hp's Trading Community Portal Architecture  
with new key ISVs like Moai

Start with the platform of your choice:  
NT, UNIX, Linux

# New Channel Strategy for Hosted Solutions: Channels on Tap™



**Enabling an ecosystem around the hosted solutions and services market**

## HP garage.com

- Dotcoms get started on the fast track
- Financing
- Co-marketing programs
- Development environments
- Hosting services

## HP Technology Financing

- Turnkey solutions
- Flexible lease/rental agreements
- Installment plans

**Helping you to realize rapid revenue**

# Recent Success: Hp's Portal Customers are Winning

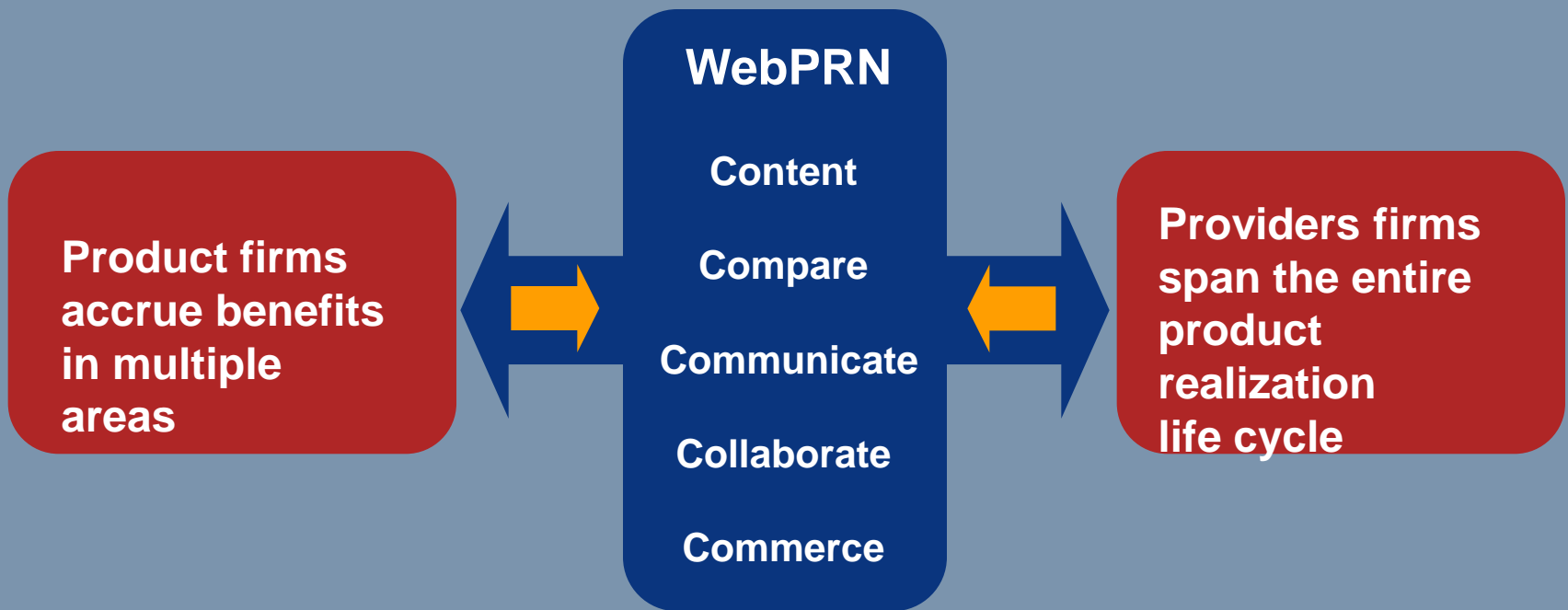


**Over 200 portals deployed**

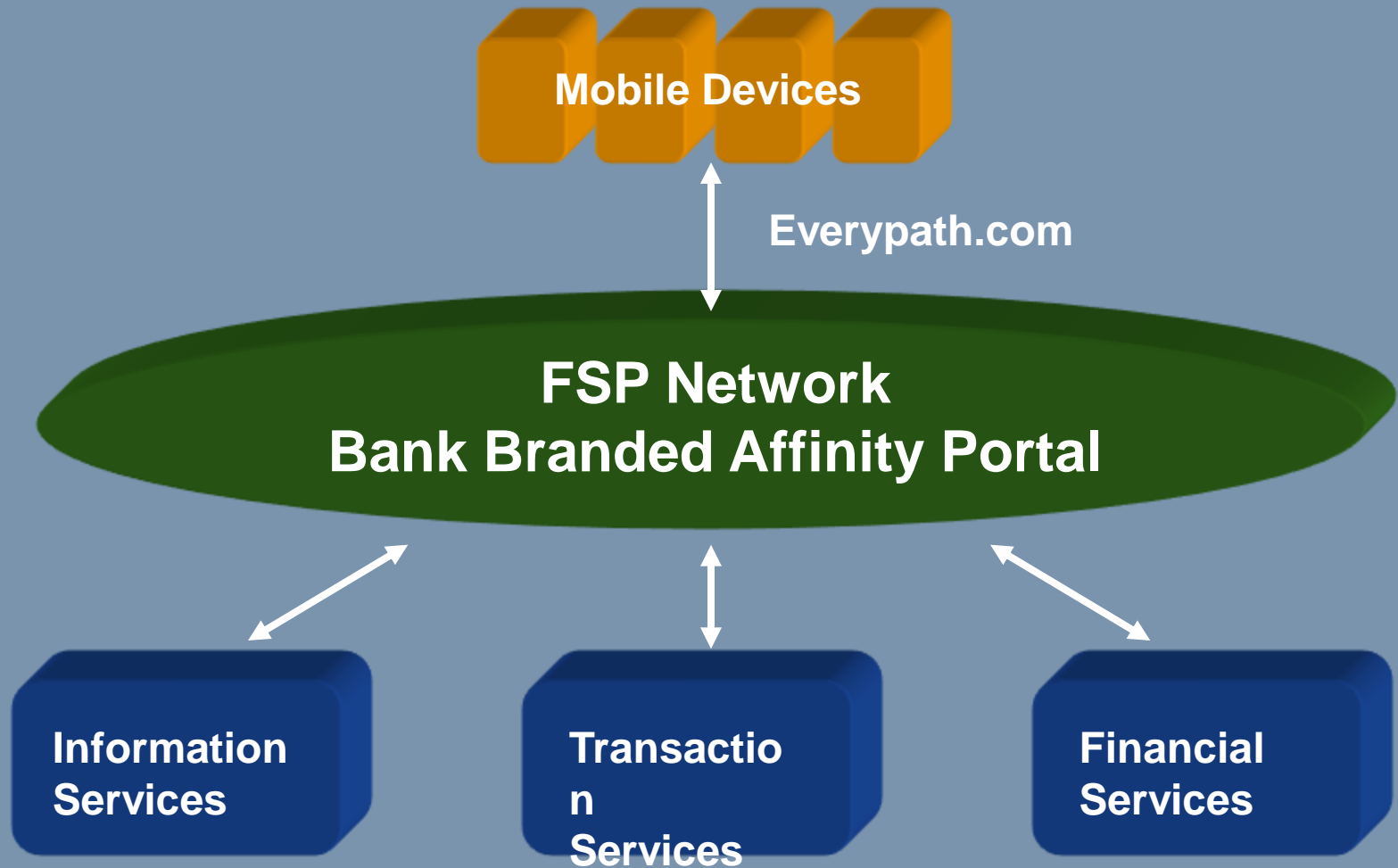


# Recent Successes: WebPRN—Creating a Vibrant Trading Community

**NEW**



# Recent Successes: FSP Network— A Consumer Portal in the World of Finance



HOSTING INFRASTRUCTURE

# Recent Successes: HP Online Store in Singapore— www.buy.hp.com.sg



A portal for each user

## The Approach that Works for You

A truly differentiated solution

Educated choices from a  
pre-qualified short list

Rapid realization of ROI

Support of business  
models

**Get a faster and higher return-on-investment  
with an HP portal**

# The Right Solution at the Right Time

Seamless bridge from  
today's systems to  
tomorrow's ecosystem

Solutions that are  
deployed quickly

Business terms that  
deliver favorable ROIs

HP partnership and tested  
solutions that eliminate  
risk

**HP enables your Web future today**

