Intro from Jim Bergkamp

I wanted to take this opportunity to introduce myself. I'm Jim Bergkamp and I am the new Vice President of Investor Relations at HP, taking the reins from Rob Binns, who is now the CFO of HP Software. Rob has built a strong investor relations program at HP and I look forward to continuing in that tradition.

On August 20th, HP reported Q3 earnings, delivering top line revenue growth on a year-over-year basis for the first time in three years. This is a positive sign that our efforts to turn HP around are taking hold.

Last week, HP announced an agreement to acquire cloud software provider Eucalyptus to accelerate open source hybrid cloud adoption in the enterprise. After the transaction closes, Eucalyptus CEO Marten Mickos will join HP to run the Cloud business, reporting directly to Meg.

I look forward to seeing you at our Securities Analyst Meeting on October 8, 2014, where we will discuss our FY'15 plans and financial outlook in more depth.

Sincerely,

Jim Bergkamp
Vice President, Hewlett-Packard Investor Relations

HP Investor Relations Updates

HP Acquires Cloud Software Provider Eucalyptus

Last week, HP announced a definitive agreement to acquire Eucalyptus, a provider of open source software for building private and hybrid enterprise clouds. After the transaction closes, Eucalyptus CEO Marten Mickos, a respected leader in the cloud industry and a longtime advocate of open source, will join HP to run the Cloud business, reporting to Meg Whitman. This transaction will

strengthen and accelerate the strategy HP has had in place for more than three years, which is to help businesses build, consume and manage open source hybrid clouds. Read a Q&A with Mickos on HP Next.

HP Reports Q3 Earnings

On August 20th, HP reported Q3 earnings. HP achieved an important milestone in the fiscal 2014 third quarter – for the first time in three years, we delivered top line revenue growth on a year-over-year basis. Performance was driven by very strong revenue growth in Personal Systems, as well as growth in Industry Standard Servers and Networking. Performance in Printing, Enterprise Services and Software was mixed with good profitability but weaker top line results. While turnarounds are not linear and we face some tough comparisons in the fourth quarter, these results demonstrate the real progress HP is making.

Martin Fink at the Citi Global Technology Conference 2014

Innovation is alive and well at HP, and we continue to invest in R&D in HP Labs and across the businesses for future product innovations. On September 2nd, Martin Fink spoke at the Citi Global Technology Conference, where he discussed HP's R&D focus areas, including the HP Helion cloud portfolio, Moonshot, 3D printing and The Machine. Click here for the webcast.

Business & Technology Highlights

HP Unveils New ProLiant Gen9 Servers

In August, we announced a new portfolio of HP ProLiant Generation 9 (Gen9) Servers. This new offering will help customers reduce cost and complexity, accelerate IT service delivery and enable business growth. The new portfolio is a milestone in HP's compute strategy, which addresses IT demands with a vast pool of processing resources that can be located anywhere, scaled to any workload and available at all times.

HP Helion Momentum

As you saw from the Eucalyptus acquisition, this is an exciting time for HP's cloud business. Since launching the HP Helion portfolio and the HP Helion Network this year, we announced HP Helion

OpenStack® Professional Services to help enterprises implement OpenStack technology-based clouds. We also recently announced an agreement to build and operate community clouds for enterprise customers in China, one of the fastest growing cloud markets in the world. And the industry is taking notice – HP is growing share in private cloud and we are the leader in the Forrester Wave report for Private Cloud Solutions[1].

HP Enterprise Services Customer Wins

As Meg said during our Q3 earnings call, HP's Enterprise Services business is making progress on aligning its sales engine and we are seeing bookings growth in new logos. Recent customer wins include a $147 million Medicaid contract extension with the state of Delaware; an extended hardware and services agreement with Shell to deliver more than 150,000 products and IT integration and support services; a contract extension with Trilux, Germany's leading lighting manufacturer, to operate all of the company's SAP® systems; and a $55.8 million agreement to continue managing the city of Anaheim's IT environment.
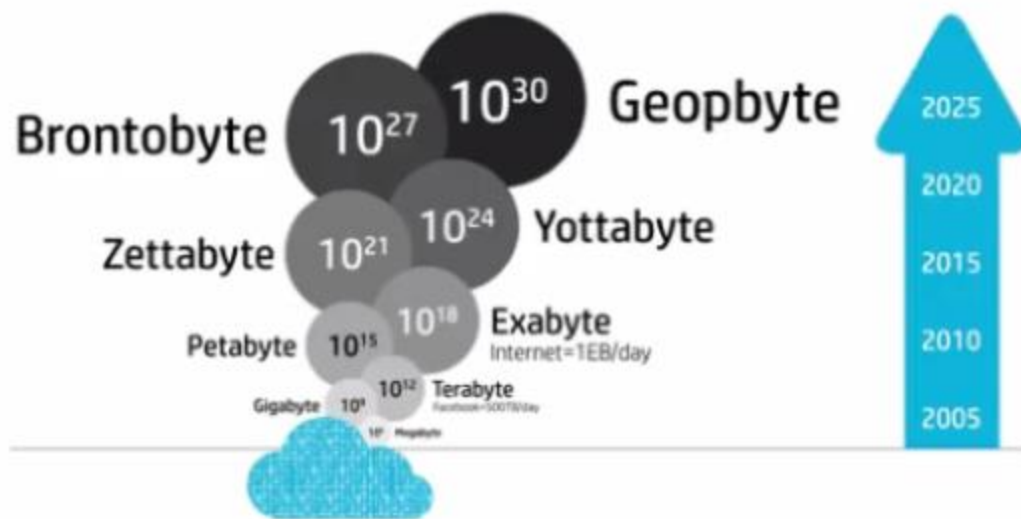
HP Unveils New Storage Offerings

Last month, we introduced the HP 3PAR Storeserv 7200 All-Flash Array, the latest all-flash array model that demonstrates HP's leadership in midrange storage. The all-flash array offers faster processing, less space and is priced at less than 50 percent the cost of major competitors.

MULTIMEDIA

▶ What It Really Takes to Catch a Hacker

Brontobyte 10^{27} 10^{30} Geopbyte 2025

2020

Zettabyte 10^{21} 10^{24} Yottabyte 2015

10^{18} Exabyte
Internet=1EB/day 2010

Petabyte 10^{15}

10^{12} Terabyte
Facebook=500TB/day

Gigabyte 10^9

2005

▶ The Machine: Reinventing the Way We Compute

▶ Data Centers Respond to Rapid Internet Growth

Blog Posts

- HP CFO Cathie Lesjak on Q3 FY14 Earnings
- HP Software: Aligning Our Business for the Big Data Opportunity
- Q&A with HP's Art Wong, SVP and General Manager of HP's Enterprise Security Services
- How Cloud Computing is Learning from Consumer Tech

Events

SEPTEMBER 18, 2014
Technology Briefing: Partners
➕ Add To Calendar

OCTOBER 8, 2014
HP Securities Analyst Meeting 2014
➕ Add To Calendar

NOVEMBER 25, 2014
Q4 2014 Hewlet-Packard Earnings Conference Call
➕ Add To Calendar

(1) HP named The Leader in Forrester Wave™: Private Cloud Solutions, Q4 2013, Forrester Research, Inc. November 2013.

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