

TeleSoft Annual VC Ecosystem Meeting

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HP's Software Journey

Then

Now

HP Product Focus

Management software



BTO + BIO + CME

HP R&D Investment

30% software vs.
70% hardware



70% software vs.
30% hardware

HP M&A Focus

Focus on OpenView



16 strategic software
acquisitions across
multiple categories

HP Software is...

The software division of the **world's largest** technology vendor

The world's **6th** largest software business*

Projected to generate **\$2B+** in revenue for FY07

7,000+ dedicated software employees doing business in **170**
countries

3rd largest number of software related patents

~\$7B in software acquisitions

Our mission is to be the strategic software and services partner
to global enterprise customers

Key Acquisitions

Invested ~\$7B in SW M&A

Mercury Interactive	Application delivery, IT governance, SOA
Peregrine Systems	Asset and service management
Opsware	Data Center Automation (DCA)
SPI Dynamics	Security Testing
Bristol Technologies	Business transaction monitoring
Novadigm	Change and configuration management
TruLogica	User-provisioning
Baltimore Technologies	Identity management
Talking Blocks	Web services (SOA)



1 or 2 in...

Data Center Automation

Performance & Availability Management

IT Asset Management

Home Location Register

Problem Management

Project & Portfolio Management

Network Management

Pre-Pay

Application Management

Functional Testing Solutions

Quality Ecosystem

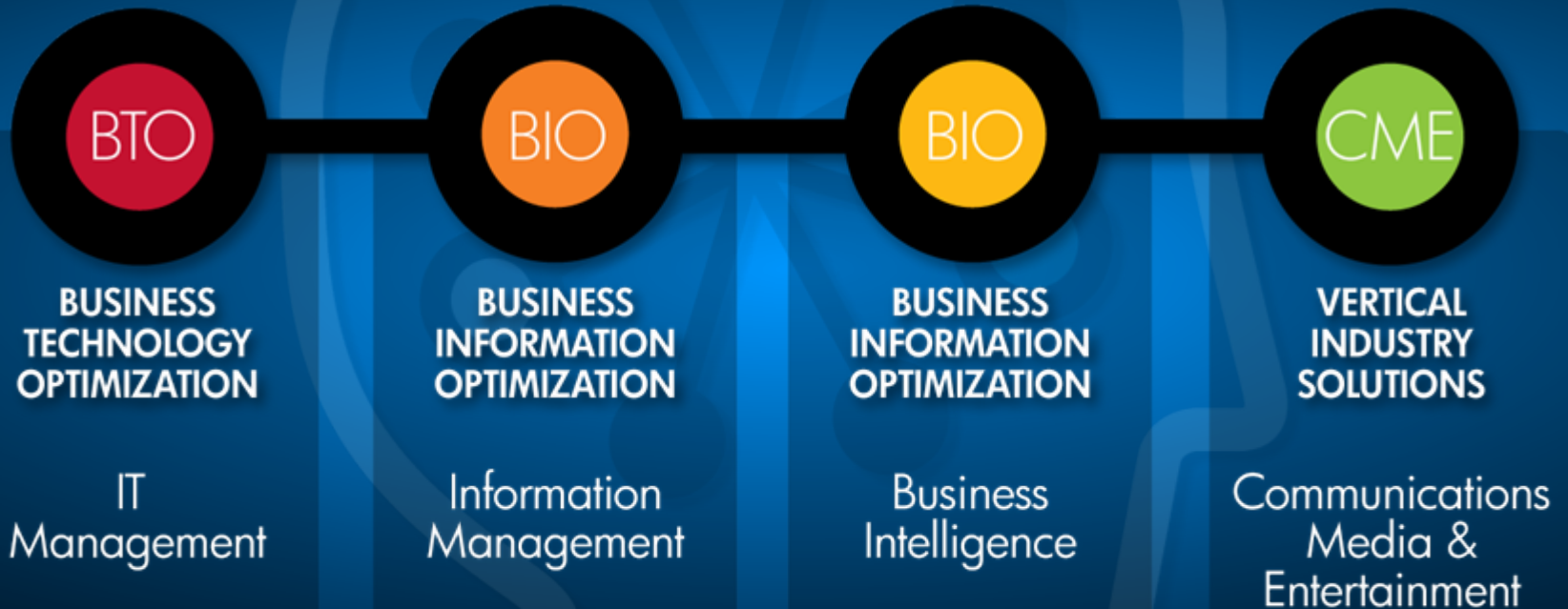
SMS

SOA Governance

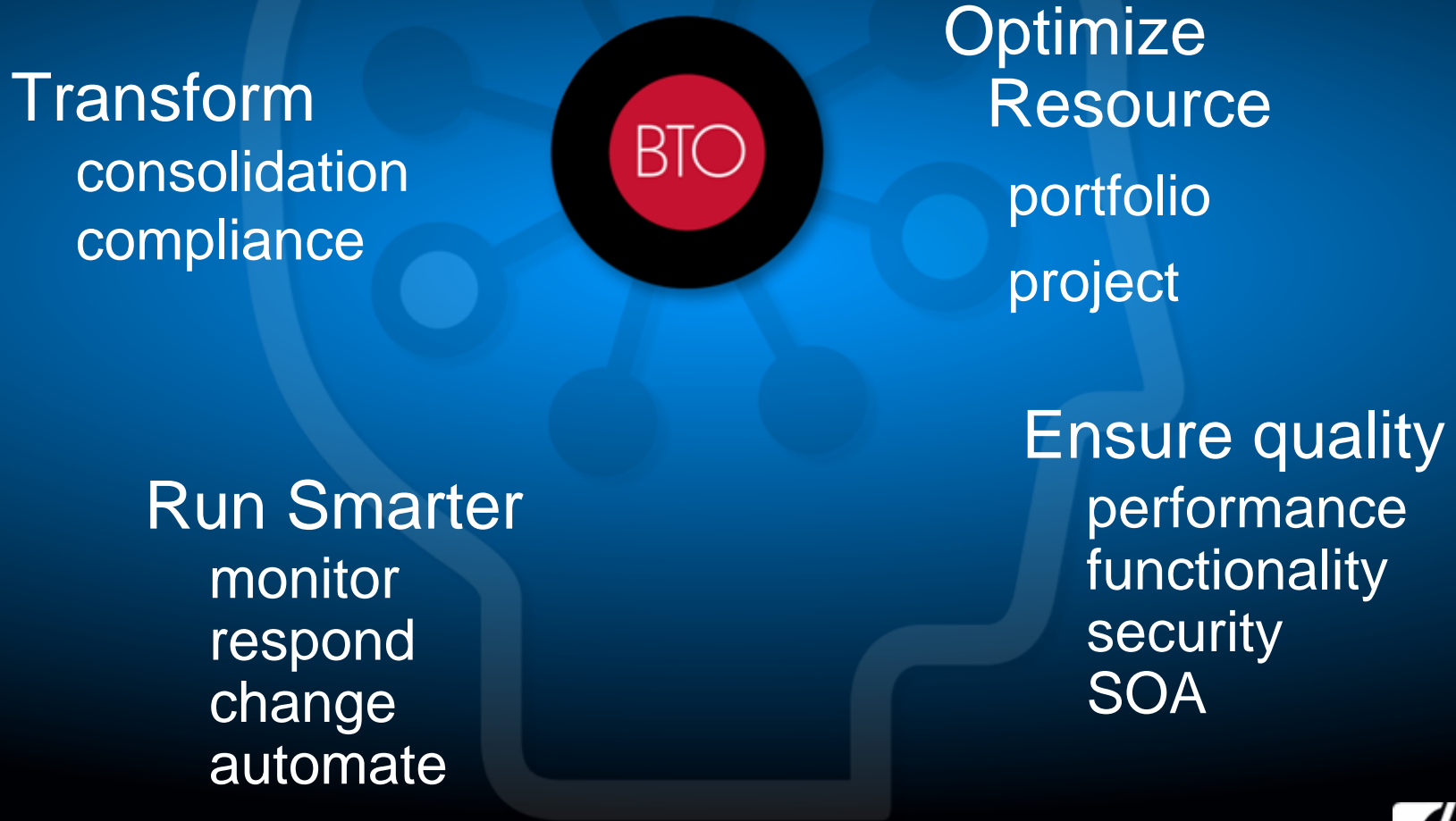
Service/Help Desk



The HP Software portfolio



IT Management



BUSINESS INFORMATION OPTIMIZATION

Information Management

Mitigate risk
eDiscovery
policy based archival



Explosion
84 Billion/Day
80% unstructured

Protect
continuity
availability

Optimize
cost
performance



BUSINESS INFORMATION OPTIMIZATION

Business Intelligence

Neoview

efficient

available

scalable

reusable

visionary



Sanity from chaos

top CIO priority

true EDW

single source of truth

business
impact/decisions

Real-time & integrated

strategic

tactical



Open Call

Through

multi-media platform
subscriber
management
signaling



Leadership

~\$10B vertical for HP
70% of SMS
200M+ mobile
39 operators
5 continents
#1 vertical market

Enabling

convergence
consolidation
content rich
context aware



HP SOFTWARE
We're just getting started.

Thank You

Q&A