

# 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

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## Printing and Personal Systems



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

\$56B

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## Enterprise Group



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

\$28B

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## Software



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

\$4B

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## HP Financial Services

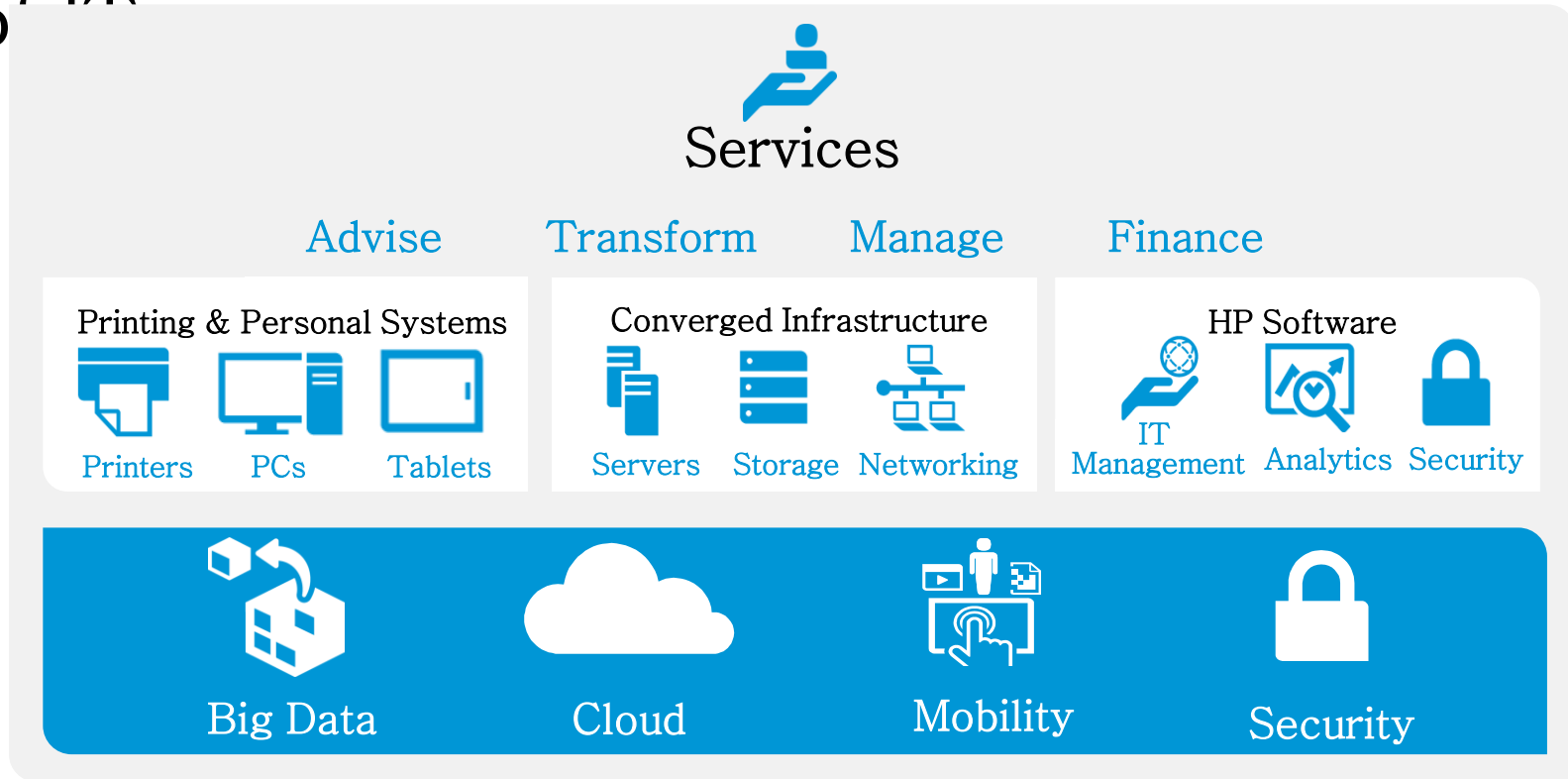


Deliver investment solutions that maximize the full potential of IT for better business outcomes.

\$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

