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

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

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

Advise our clients and help them transform and manage their IT environment for their best business outcomes.

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

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

$23B

$56B

$28B

$4B

$3.6B

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Our strategy is to provide solutions for the New Style of IT.
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**

<table>
<thead>
<tr>
<th>Civilian</th>
<th>IC</th>
<th>DoD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Healthcare (VA, HHS)</td>
<td>IC-ITE Transformers Greenway</td>
<td>Enterprise Services – MilCloud, UCaaS (DISA)</td>
</tr>
<tr>
<td>Law</td>
<td></td>
<td>Apps migrations and transformation (Army and USAF)</td>
</tr>
<tr>
<td>Law Enforcement/Justice (DHS, DoJ, DoS)</td>
<td></td>
<td></td>
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<tr>
<td>Financials (Treasury, Fed Reserve)</td>
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<tr>
<td>Citizenship engagement (GSA, Commerce, Congress)</td>
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</tr>
</tbody>
</table>
## What we look for in Small Business

Helping each other succeed

<table>
<thead>
<tr>
<th>Preparation</th>
<th>Differentiation</th>
<th>Partnership</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Know the opportunity</td>
<td>• What is it about you that helps <em>US</em> win?</td>
<td>• It’s not a one-way street</td>
</tr>
<tr>
<td>• Know HP</td>
<td>• What are your competitors saying?</td>
<td>• Is it all about this deal or a bigger play?</td>
</tr>
<tr>
<td>• Don’t bring me public info</td>
<td>• How does including you change our story?</td>
<td>• How do I help you?</td>
</tr>
</tbody>
</table>
Thank you