



Success in Action Video

Success in today's ever-changing business climate calls for results.

Now more than ever, you need to identify every opportunity to get the most out of your workforce ... and the processes and technology they use so that you can lower costs, fuel growth, increase productivity, reduce risk, and deliver innovative services and solutions to your citizens or customers.

Hewlett Packard has been helping enterprises around the world achieve these kinds of results for decades.

Philip French: (Super: Chief Information Officer, National Offender Management Service) The business case for running Phoenix over a number of years shows a net save of over a hundred million pounds, and we're well on track to deliver that.

Jim Kensok: (Super: AVISTA Chief Information Officer) The results have been phenomenal. We got the personalization we wanted, both in geography and by customer segment, and the data that we needed to understand our customer ... and the transactions have been flawless in terms of being able to, at the end of the day, still collect the money.

Thomas Holtmanns: (Super: Director Finance Operations, Vodafone) Compared with the previous solution, it integrated a lot of manual processes, standardized them, automated them, and actually as such reduced the time of transaction in the shops.

Miguel Arias: (Super: Shop Manager, Vodafone) It's become super-easy. You can't even remember the old system because the new one is so beautiful.

Barbara Hagar (Super: Program Director, BreastCare State of Arkansas). I think HP sets the industry standard. And they have truly made it a partnership with the Health Department; They really think creatively, and they really think empathetically and sympathetically for the people that we're trying to serve, and that makes all the difference in the world to the woman who's on the other side of the phone.

Chris Borremans: (Super: Komatsu General Manager IT, Europe) They did the perfect match between bringing capabilities and being able to scale down to the local, small, in-house approach that we wanted.

Ann Beasley (Super: Director of Finance, Her Majesty's Prison Service) Phoenix, for me, has sort of epitomized a really good example of a partnership working. Even from the very beginning, there was very much a "can-do" attitude, and a – you know, together we're going to fix this.

George Ellenwood: (Super: Assistant Director of Public Affairs, City of Detroit, Water and Sewerage Department) It has influenced behaviors and relationships. I truly believe that with the implementation of this system ... we started a series of changes in relationship, building greater trust and mutual confidence that has led to some very innovative partnering processes being put in place between the Department and its customers that have caught some national attention.

Our legacy will continue for the same reasons we've been a trusted business ally to some of the world's most successful organizations:

- Deep industry expertise

- Collaborative teams of seasoned professionals

- A global infrastructure

- Technology and business process solutions tailored to meet your needs

- And an unwavering commitment to deliver results

John O'Leary (Super: President and Chief Executive Officer Thomas Built Buses) We actually consider them to be part of our organization. We're slowly moving out, further ahead of our competitors, and that technology and the relationship, is a key part of that.

Mike Benson (Super: Chief Information Officer, DirecTV) HP fully understands our business and our challenges. They're just an extension of my organization, so they fully understand our goals, our objectives, our key performance indicators, all the things that we need to do to run this business.

To learn more about our company, our clients, and how we have helped put their success in action, please visit www.hp.com/services/success.

TRT: Approximately 4:05