



eGOVERNMENT FRAMEWORK

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International Sales Europe

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Imagine



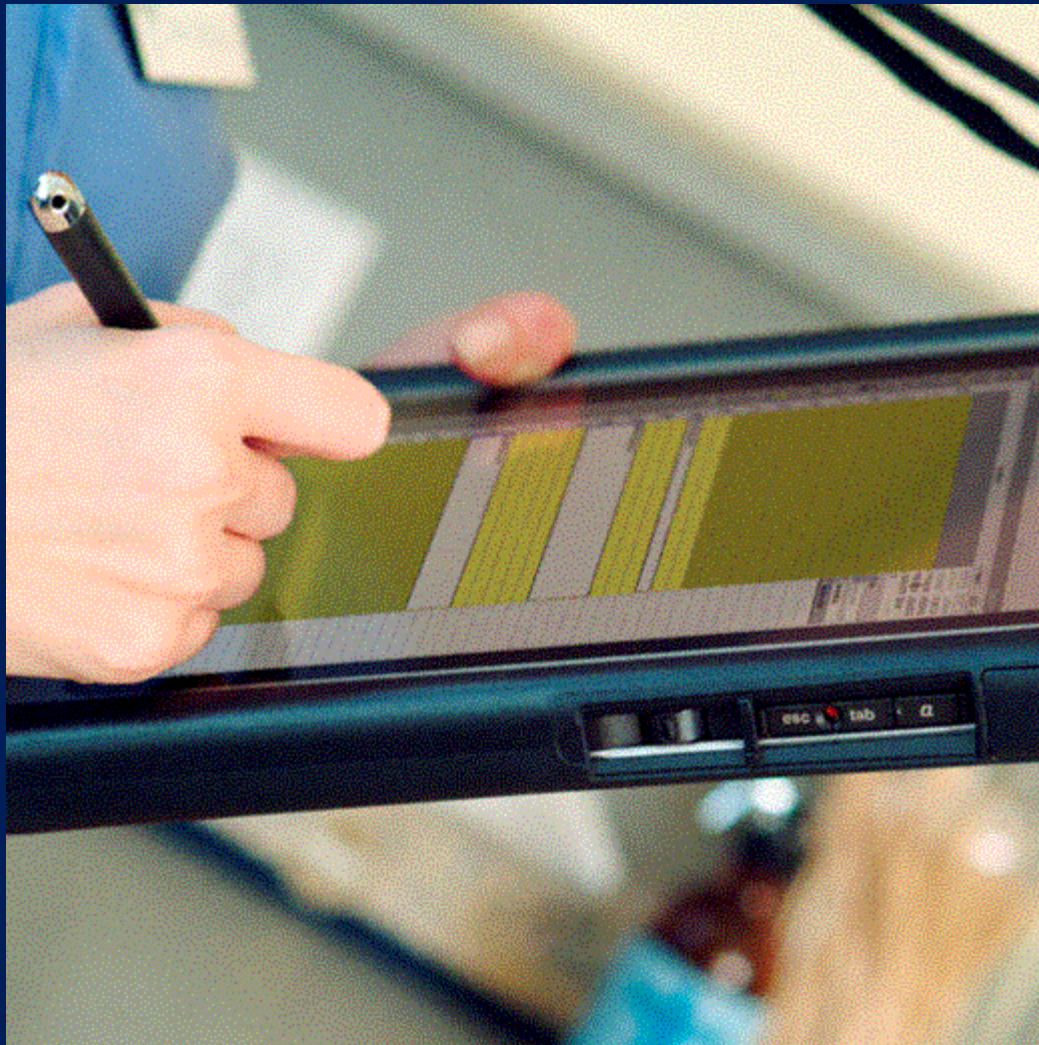
A teacher gives a quiz, monitors the students' answers, compiles grades, analyzes the areas with the lowest scores, and re-teaches that lesson—all in the same class period.

Imagine



A city officer is able to match fingerprints with his on-board system enabling the highway patrol to quickly ID the perpetrator heading out of town

Imagine



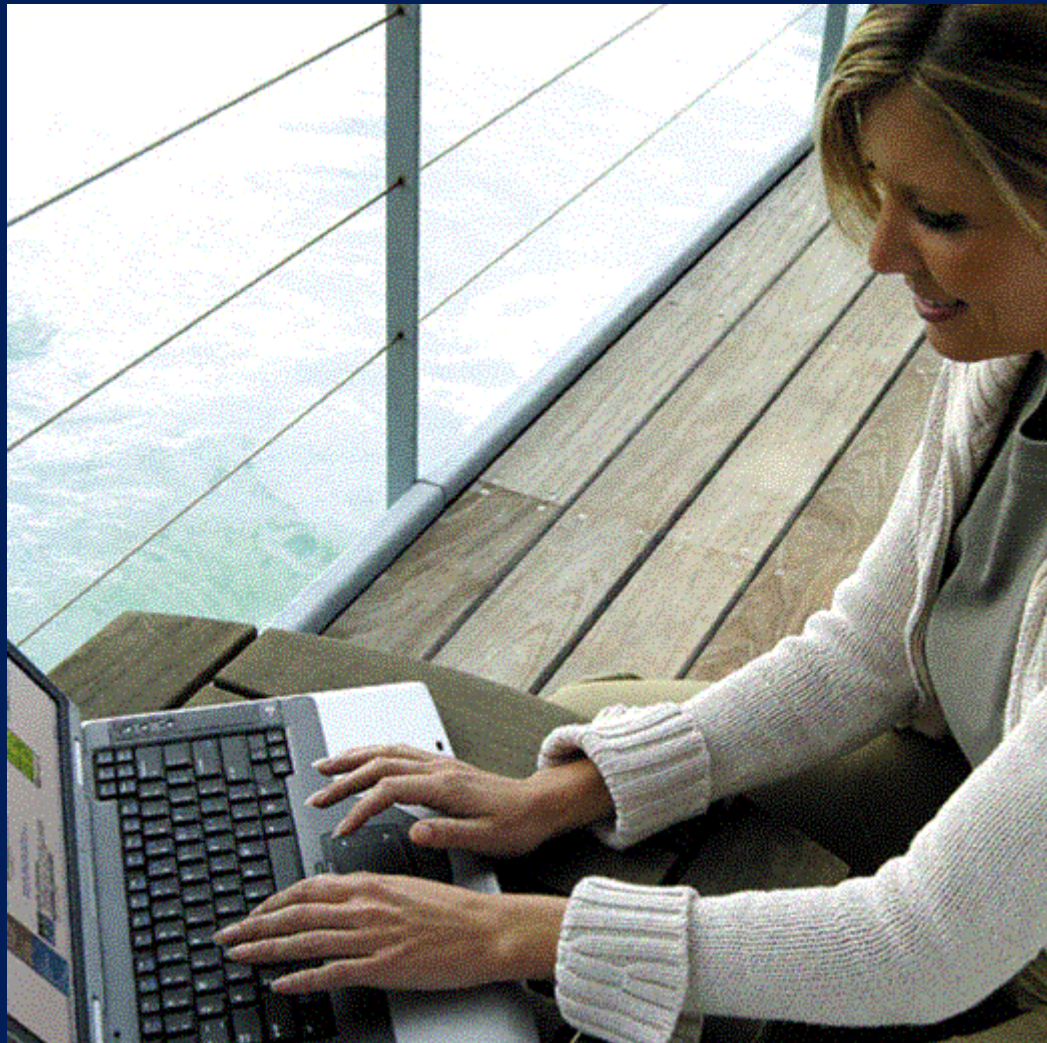
Accident victims arrive at the trauma center and the hospital has already accessed their medical records and knows that victim #2 is diabetic

Imagine



College attendance in rural areas skyrocket due to the virtual classroom, enabling higher education to reach out to more young minds

Imagine



You open your school to the world, improving student achievement and enabling online collaboration between teachers, parents, students, and administrators

Imagine



A health threat paralyzes a country. Citizens look up emergency sources on the government's homepage to learn about the symptoms, how to treat, and where to go for help

What's driving change?

Three big shifts



- All processes and content will be transformed from physical and static to **digital, mobile, personal and virtual**
- The demand for **simplicity, manageability and adaptability** will change how customers, citizens work and organize, buy and use
- It's a horizontal, heterogeneous, networked world. **Standards** are about connection and common language



Expectations for public sector are changing



Your pressures

Market drivers

Your citizens demand increased access to government services	Modernization and Internet acceleration
Reduce claims processing times/errors with automated processes	Information integration and knowledge management
Political pressure to contain education and healthcare costs	Spending control and optimization
Need to protect borders/ provide continuous communication during crises	Homeland security and Public safety
Government cost containment and globalization	Restructuring: privatization and decentralization

Leverage change to your benefit

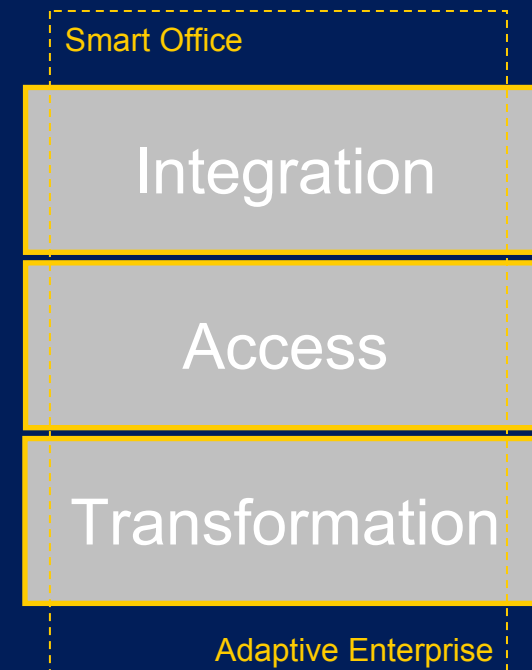
Your pressures

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Market drivers

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IT Imperatives



Manage change. Adapt to change.

IMPERATIVES

Integration

Access

Transformation

EXAMPLES

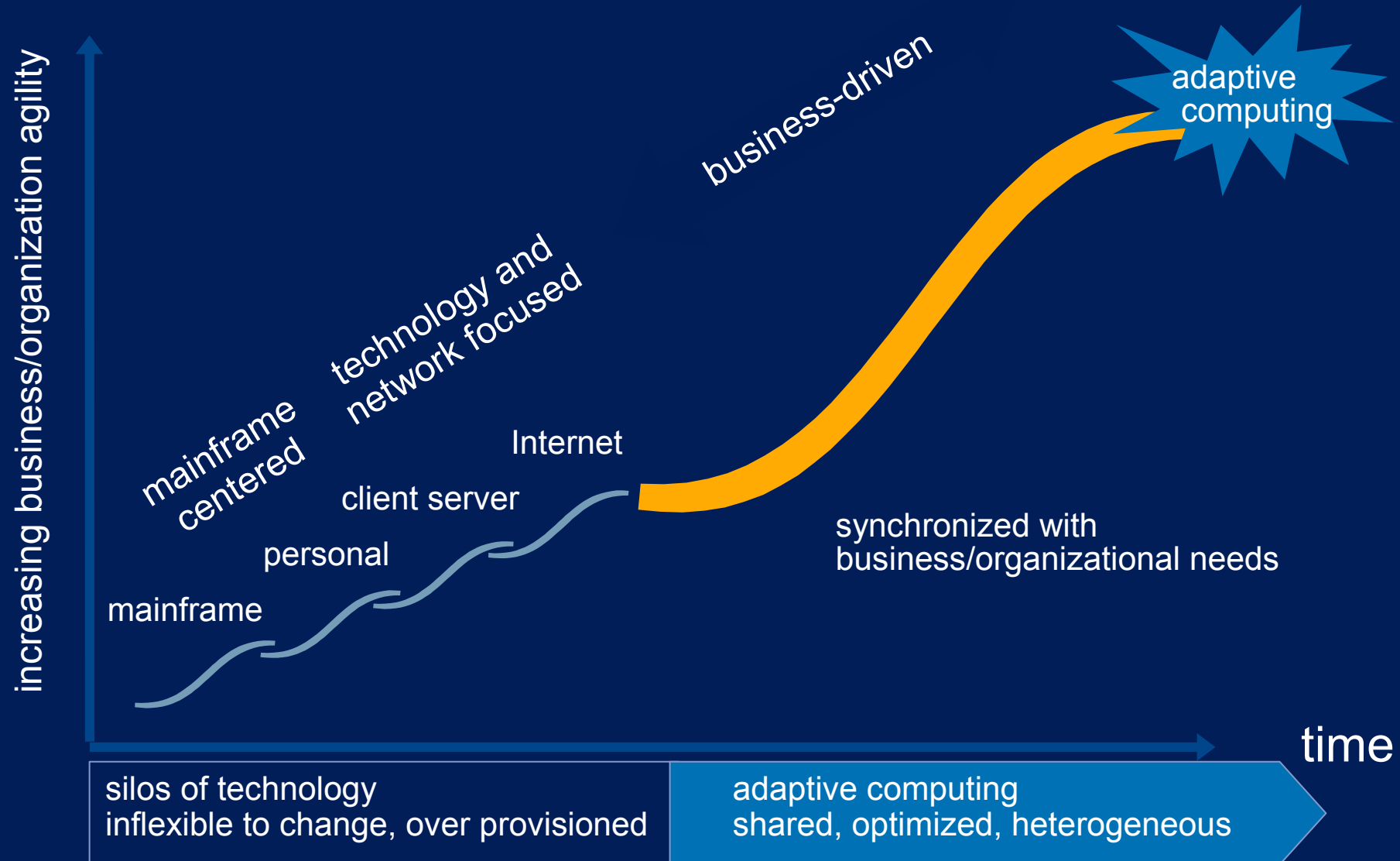
- Integrate disparate systems between government agencies
 - Eliminate barriers to rapid response
 - Provide secure, continuous communications
-

- Capture and retrieve patient records anywhere, anytime
 - Dramatic reduction in data-entering redundancy
 - Mobile tools drive staff efficiencies
-

- Connecting students to the world
- Giving greater visibility to parents
- Preparing students for success after primary
- Enabling collaboration between parents and students

**Understand how to manage these across
people, process, and technology**

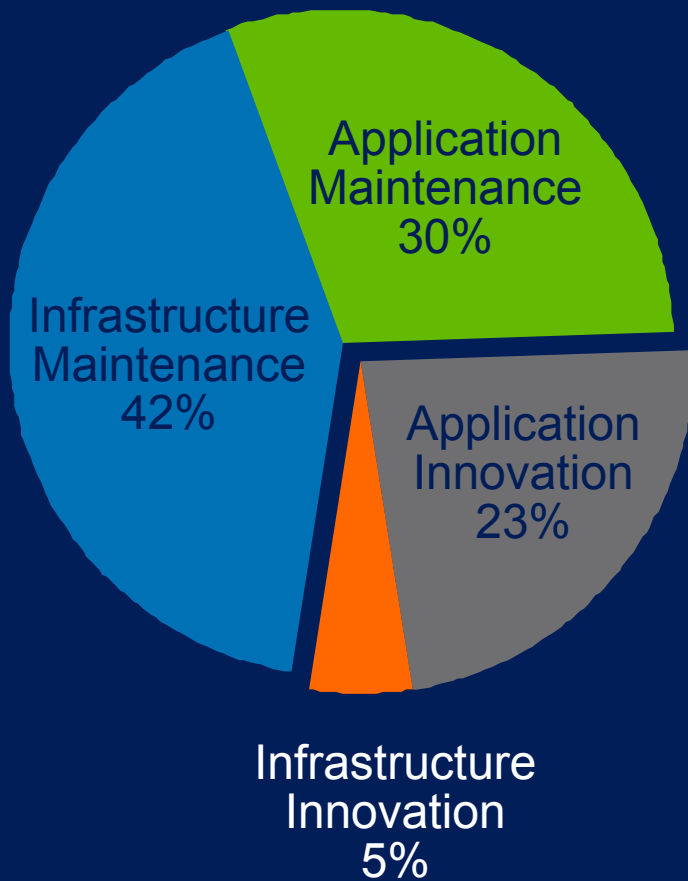
Business/organizational needs demand a new model of computing



Moving from maintenance to innovation

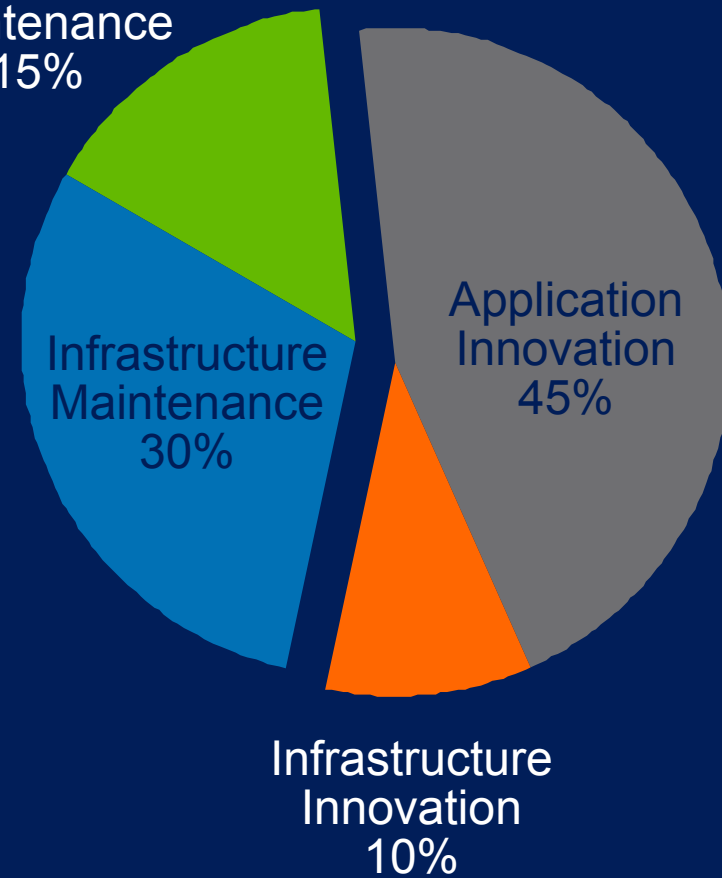


IT Current State



IT Future State

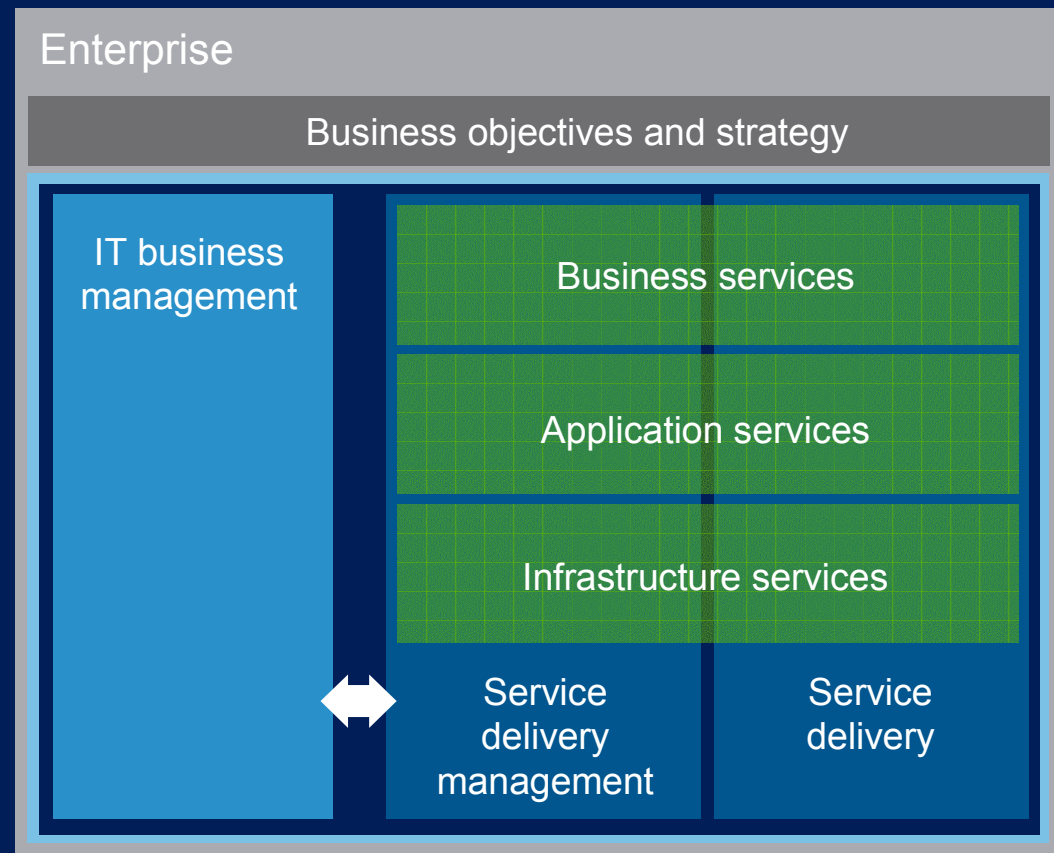
Application Maintenance
15%



Darwin Architecture for the Adaptive Enterprise



- Apply key design principles consistently across business, application, infrastructure
 - Simplification
 - Standardization
 - Modularity
 - Integration
- Holistic approach: Integrate people, process and technology

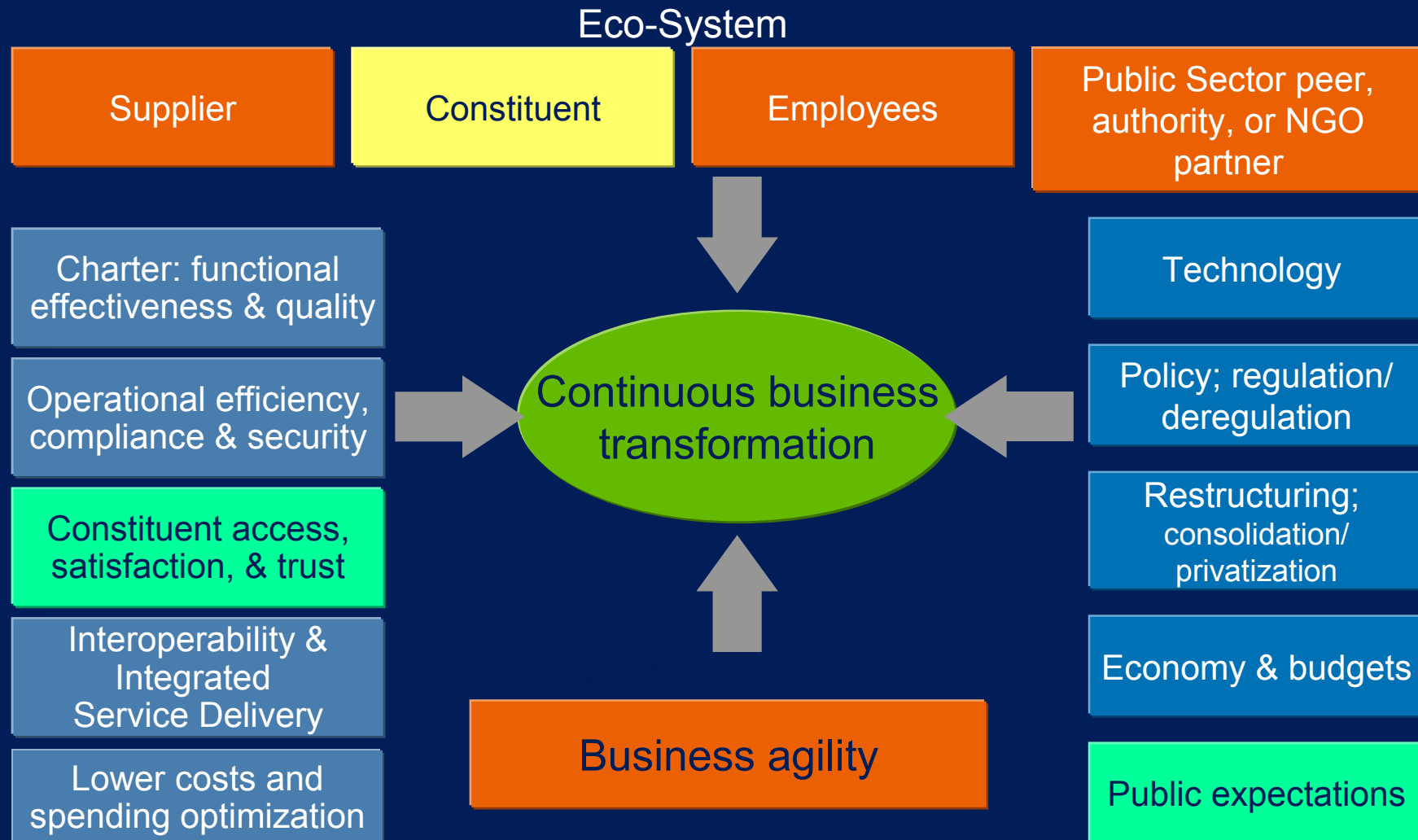


The three stages of the Adaptive Enterprise journey



	Stable	Efficient	Adaptive
IT relationship with the business	Trusted supporter	Respected peer	Strategic partner
Objective	Keep it running	Quality of service	Time to value
Architecture	Available and secure	Managed and integrated	Dynamic & synchronized
Economics	Predictable	Optimized	Flexible
	Operational		Transformational

Today's business challenge for Public Sector



RoI -> RoIT -> RoE



**Return on
Investment**

Return on IT

**Return on
Election**

Public Sector

Increase your responsiveness, efficiency and effectiveness



Help you provide solutions for greater collaboration to improve your citizen's safety and access to government services

Serving the needs of

- Multinational entities
- Federal and National entities
- State and Local entities

Solving real problems & Creating competitive advantages



Integration

Improved intelligence increases citizen safety through the use of integrated cross-agency systems

Access

Provide citizens with anywhere, anytime access to information and services that equal the quality of service received in the private sector.

Transformation

Manage and respond to change quickly by adapting to real-time world events with a flexible, dynamic IT infrastructure

People

Process

Technology



Republic of Italy

Enabling new standards for the European Union

Organizational needs

- Republic of Italy needed to roll out new personal identification documents to all citizens over the next five years
- Ministry of Interior initiated an innovative project to issue the first Italian Electronic identity cards

HP solution

- Turnkey project for the most modern and secure ID card in the world
- HP was prime contractor, working with four other IT partners
- Industry-standards based: UNIX and Oracle databases

Organizational benefits

- Card has picture, biometrics, is machine readable, and contains a digital signature
- Basic tool of overall e-Government initiative
- Soon to become the standard for the EU



Health

Improve care through efficiency and utilization



We can help you to improve workflow efficiencies and optimize resource utilization to drive a more predictable cost model and improve the quality of healthcare

Serving the needs of

- Healthcare Providers
- Healthcare Payers

Healthcare Providers

Improving the quality of care delivered



Maximize resources and streamline operations to improve the quality of care and services you deliver to your patients built on innovative solutions

Leading the way to help Providers:

- Increase quality of care
- Drive predictable costs

Solving real problems for Healthcare Providers



Integration

Increase quality of care with ability to share patient information between healthcare providers and/or institutions in secure, timely manner

Access

Deliver predicable, consistent, affordable care when & where patients want it – by accessing necessary medical information anywhere, anytime

Transformation

Manage and respond to change with medical systems that maximize resources and streamline operations resulting in improved quality of care and services for patients

People

Process

Technology

Healthcare Payers

More effective payments via efficiency



You can deliver more efficient healthcare systems and solutions so that payers can process claims more effectively with the help of our technology infrastructure and business-model experience.

Leading the way to help Payers:

- Drive Business process efficiency
- Ensure compliance

Solving real problems for Healthcare Payers



Integration

Efficiently share patient records between provider & payers to reduce costs and errors, increase productivity, and improve service for policy holders

Access

Provide real-time access to patient records to streamline reimbursement, reduce fraud and meet regulatory requirements in processing claims more effectively

Transformation

Manage and respond to changing regulatory requirements by leveraging efficient processes and flexible IT infrastructure without disrupting business

People

Process

Technology

Education



Foster innovative thinking, optimize resources and promote collaboration for students, teachers, parents, and administrators through best practices combined with technology and business solutions

Serving the needs of

- K-12 Education
- Higher Education

Education Higher-Ed

Fostering innovation through technology



Improve the return on higher education investments for students, teachers and parents through innovative solutions and best practices that foster innovative thinking, optimize resources and promote collaboration.

Leading the way to help Higher- Ed

- Manage costs
- Transform learning experience
- Freedom to focus on teaching/research
- Optimize collaboration to drive innovation
- Improve business processes
- Provide new learning models/solutions

Solving real problems for Education Higher-Ed



Integration

Optimize inter-institution common infrastructure and research collaboration with increased information sharing and tracking capabilities to support the goal of commercializing innovations

Access

Deliver new learning tools and solutions utilizing Internet capabilities/mainstream technologies to enhance student access to information and distance learning

Transformation

Respond and adapt to changes in education policy to optimize IT resources and processes that deliver a better educational experience in timely fashion

People

Process

Technology

Classroom 2000

Government of Northern Ireland



Elevating the learning experience via improved services and collaboration

Organizational needs

- Improve Northern Ireland's quality of education
- Provide a technology infrastructure flexible enough to cope with the demands of 330,000 pupils and 20,000 teachers in 1,200+ schools and universities



Solution

- Implementation of the world's largest e-learning project
- Providing the project leadership and technology infrastructure
- All individual school networks linked into an online data center through a single adaptive infrastructure

Organizational benefits

- E-mail addresses and internet access for all teachers, students, and family from home and school
- A wider range of resources will be available for both teachers and pupils
- Collaboration will be possible through e-mail, text, and video conferencing

"We chose HP for their innovative approach to developing and leveraging our infrastructure, their understanding of how our needs may evolve over time, and their ability to leverage relationships with strategic partners.

As a result, C2K sets a world-class benchmark for e-learning."

Jimmy Stewart
Director
C2K



“Adaptive enterprise architecture effectively supports the business of government, enables information sharing across traditional barriers, enhances government’s ability to deliver effective and timely citizen services and supports agencies in their efforts to improvement government functions.”

NASCIO

Adaptive Enterprise Architecture Development Program

Remember the Three Big Shifts

- All processes and content will be transformed from physical and static to **digital, mobile, personal and virtual**
- The demand for **simplicity, manageability and adaptability** will change how customers, citizens work and organize, buy and use
- It's a horizontal, heterogeneous, networked world. **Standards** are about connection and common language





HP is committed to you

- Intimate understanding of your needs
- Innovative, collaborative nature based on standards
- Adaptive enterprise approach

Thank You



i n v e n t

BACK UP SLIDES



i n v e n t

Leadership across the board

World Wide Data for Q2 2004



	Share	Position
• Disk Storage Systems	48.2%	#1
• Storage Area Networks Systems	28.5%	#1
• External RAID Storage Systems ¹	17.1%	#2
• Unix Servers ¹	30.3%	#2
• Linux Servers ¹	30.8%	#1
• Windows Servers ¹	35.7%	#1
• Handhelds	24.3%	#2
• Notebook PCs	14.8%	#2
• Desktop PCs	15.2%	#2
• Workstations	27.4%	#2
• LaserJet printers	49%	#1
• Inkjet printers	36%	#1

¹ Factory Revenue

Other percentages are units

Source: IDC Q2 2004 World Wide Data

November 11, 2004



Additional **FEDERAL/NATIONAL** Success Stories

US Dept. of Homeland Security

HP Zero Latency Enterprise Framework



Organizational needs

- Several Homeland Security initiatives need to pull data from a lot of disparate systems; see, analyze and react to the data – all in real time.



HP solution

- HP ZLE incorporates products with HP world-class consulting services
- IT consulting, Agility assessment services
- Servers, Processors, Software

Need to access disparate databases; see, analyze and react to the information presented – all in seconds?

No problem.

Organizational benefits

- Extremely scalable, in tests using 128 processors, HP built a database of 100 billion records, which handled 1 billion transactions per day. At one point, it averaged 60,000 transactions/sec. ZLE can scale from 2 – 4000 processors.

Enable agility by linking agency mission and IT

Fingerprint Recognition System for the Italian Forensic Police



Organizational needs

- Quickly solve more crimes by providing an alternative to manually matching fingerprints

HP solution

- Provides automated system of identifying prints regardless if they are taken from a criminal or a crime scene. Instead of scanning cards for fingerprint match, police officers can log in and find a nationwide match within a few minutes.

Organizational benefits

- Fingerprints can be matched 200 times faster than manual process and the ability to identify criminals increased five-fold



EJPD – Swiss Federal Department of Justice & Police

Decision Support Solution



Organizational needs

- Reduce maintenance and software licensing costs while providing improved database security and efficiency, increased throughput of large amounts of complex data, and scalability to suit changing requirements.

HP solution

- Continuous availability for queries, backed by the reliability and security required to protect the privacy of criminal records.
- Scales quickly and easily with no degradation in system performance, paving the way for server consolidation to reduce future maintenance and software licensing costs.

Organizational benefits

- Average transaction time has risen to 10 transactions per second
- Increased speed and storage capacity necessary to support extremely high volumes of complex transactions, including decision-support applications.

Hong Kong Electronic Service Delivery (ESDlife Portal)

Multi-modal access to government services



Organizational needs

- Hong Kong Special Administrative Region (SAR) needed to deliver information and services to its 6.8 million citizens around the clock – in various languages and via various channels.

HP solution

- HP formed a joint venture which delivered e-infrastructure products, services, and solutions. HP delivered extremely high system availability and security protection. HP also delivered project management services for the deployment of information kiosks around Hong Kong's public spaces.



Citizens can access more than 130 types of public services from more than 40 government departments.

Organizational benefits

- Hong Kong's millions of citizens can now access more than 130 types of public services from more than 40 government departments. For example, a person can pay taxes, book a marriage date, apply for business permits, or sign up for volunteer work. Real-time views of major traffic arteries can also be accessed, and sports and leisure facilities reserved, all through www.esd.gov.hk.

Dutch Ministry of Health, Welfare and Sport



Enterprise Collaboration Correspondence & case management

Organizational needs

- As a policy making body, the Dutch Ministry of Health, Welfare and Sport generates huge amounts of paperwork.
- By law all paperwork needs to be efficiently archived.
- Paper based systems were time wasting, expensive and inefficient.

HP solution

- The Ministry decided on a Digidoc (based on the DIS toolkit) project to replace all paper documents and forms with digital ones.
- This solution was based around Microsoft software, using .NET technology.
- The use of reusable components from the HP document information system accelerated the development.
- A team of 10 experts from HP Services masterminded development and deployment of the application.

Organizational benefits

- Digidoc will eventually allow 2000 civil servants to efficiently archive their documents, improving content and reducing wasted time
- Over five years, it will have paid for itself between four and five times
- This enables the Ministry to meet the detailed requirements of the country's archiving laws.

d1g1d0c

“We were impressed with the HP services team because they had a good feeling for what document management is all about in an organization such as ours.”

Michel Kuijpers
Digidoc project manager
Dutch Ministry of Health
Welfare and Sport



Additional **STATE/LOCAL** Success Stories

Fault-Tolerant Solution for Greater Manchester Police



Organizational needs

- Increase the number of potential client access points from 1,600 to 5,000 PCs distributed across more than 100 locations. Minimize down-time on the primary system in the event of an outage or planned maintenance shutdown.

HP solution

- Provided a solution, with a focus on fault tolerance and resilience, to meet the demands for a reliable and highly available primary IT system.

Organizational benefits

- Ability to avoid unnecessary system unavailability
- Fully operational, live application can be ready within one hour should the primary server become unavailable
- Reduction in software and hardware costs

NY State Police

Trading Partner Enablement



Organizational needs

- NYSP needed a comprehensive solution for the transfer of ticket and accident data between 700+ local police departments and other state agencies. Too many exchanges of data, documents and transactions were lost or duplicated. Because many agencies were small with limited budgets, the cost for network participants had to be minimal.

HP solution

- HP delivered a Private Business Network built on web services and its secure Internet transport software. This is a low-cost hub & spoke model with an emphasis was on security, guaranteed delivery, automated error reporting and recovery. The central hub system can select different pieces of data for different agencies and return appropriate data to the originating agencies.

Organizational benefits

- Fast, inter-agency cooperation through the guaranteed exchange of data with a system that provides for recovery and restart without loss of work, including fault tolerance, and capability to resend files where necessary.



*The cost to each agency
(spoke) was less than
\$300*

911 Call Center Solution for City of Chicago



Organizational needs

Need for a highly-reliable, consolidated, high-performance and cost efficient computing system for its 911 emergency center, capable to support high call volume without unscheduled downtime.

HP solution

HP services enhanced the network and server architecture design to be 10 times faster than the original system.

Organizational benefits

- Ability to scale to handle a much higher volume of calls
- Faster deployment of emergency services
- Stable yet flexible platform for business-critical applications

City of **Chicago**

Office of Emergency
Services (OES)



“Anytime anyone has any problem, in their home, on the street, or in their car they’re calling 911... That’s why we invested millions of taxpayers’ money to make the finest system in the country.”

Richard M. Daley
Mayor, City of Chicago

MobileLEADS/Custom Cruiser solution for Sacramento Police



Organizational needs

Improve public safety by delivering better and more timely information to field officers, such as secure, web-based information on parolees.

HP solution

Work with HP Consulting Services to develop and implement a best-of-breed mobile communications system. Provides digital identity to secure identification of individuals and prevent forgeries.

Organizational benefits

- Quick access to critical information translates in safer communities.
- Streamlined process for officers filing reports forms and tickets.
- A replicable HP solution that can be used by other law enforcement agencies



“[HP] helped us build an infrastructure that’s going to support our officers in the field for many years.”

Capt. Scott LaCosse
Sacramento Police Department

Fire Department of the future for Wilson, North Carolina



Organizational needs

- Lack of readily available information and analysis for fire fighters

HP solution

- Implement GIS technology that give firefighters a strategic view of public-safety issues to improve operations and streamline planning efforts

Organizational benefits

- Improved decision making capability and response time



Firefighter solutions of the future for the Oregon Department of Forestry



Organizational needs

- Robust and reliable fire line maps print solution that could endure the harshness of an on-scene environment

HP solution

- HP Designjet printers on site 22 hours a day, 7 days a week.

Organizational benefits

- Capability to frequently print multiple up-dated, large-size maps at the fire command center
- Flexibility in map size to suit Incident Commanders needs
- High print quality and reliability maintained under almost continuous operation

Emergency Systems Solution for the Regional Municipality of York



Organizational needs

- York Region needed a comprehensive solution for its two largest municipalities, emergency services and public works.

HP solution

- 50 rack mountable (including 12 clustered) ProLiant series servers running Microsoft Windows NT and an HP StorageWorks RAID Array 8000 in a SAN
- 2,000 Deskpro EN Series desktops for office locations and 300 Armada E500 laptops for the region's mobile force
- iPAQ Pocket PCs for inspectors and ambulance personnel
- HP Services 24x7 support on the SAN

Organizational benefits

- Disaster recovery
- Ease of management
- Increased growth and storage capacities
- Remote communication
- Increased data security

Pennsylvania Dept. of Environmental Protection

First of Its Kind Multimedia environmental system



Organizational needs

- Agency hampered by data stored in each program's (e.g. air, water) system re: permits, violations, and enforcements.

HP solution

- In partnership with the DEP, HP designed, developed, and implemented a data integration and system conversion project that provided the content for the portal.

Organizational benefits

- General public developed trust for agency through easy access to information (web based query).
- Regulated community can obtain forms and pay fees over the web, as well as use on-line self-monitoring report submission.
- Agency now empowered by facts, as they have a holistic view of all programs, with on-line query, ad hoc query, what-if analysis, and eCommerce.



CIO Karen Bassett:

Pennsylvania made the \$20M million investment in eFACTS for its ability to help the department manage its workflow

State of Florida Department of Highway Safety & Motor Vehicles

Transportation Solutions



Organizational needs

- Replace outdated automated drivers license testing system.
- Provide citizens with 24 hour access to service in several languages.
- Reduce burden on local offices with large populations.

HP solution

- HP delivered a browser-based solution (called Express Lane) which included application design, development, deployment, and management. The solution included touch screen monitors and Intel servers. Kiosks were deployed in high volume traffic locations.

Organizational benefits

- 45,000 customers renew each month over the Web.
- Improved public access, updated platform technology, and reduced application maintenance.
- Improved flexibility for language support and testing.
- Capability for public to practice taking tests over the internet.
- Multi-lingual solution with visual and audio input capabilities.
- Portal includes renewals and address changes for recreational vehicles, mobile homes, boat tags, and more.



Additional **EDUCATION** Success Stories

Pittsburgh Public Schools

Organizational needs

- Improved student achievement through data-driven decision-making
- Scalable Infrastructure across diverse systems and storage (OS independent)
- 24x7 highly available architecture with built in redundancy

HP solution

- HP Proliant Blade server infrastructure to deliver dynamic allocation of resources
- Mixed HP StorageWorks data storage solutions for optimal cost/performance (SAN / NAS)
- Factory Express
- Systems Insight Manager
- HP thin client, Desktops, notebook PCs for anytime, anywhere access – without going 1:1

Organizational benefits

- One technology supports multiple OSes
- Plug and play data center
- Supports creation of 40,000 virtual environments anytime, anywhere
- Reduced deployment time by 3-4 weeks
- Improved student achievement



Pittsburgh Public Schools

- Urban district in Pittsburgh PA
- 35,000 students, 93 schools

The HP Difference

- Flexibility, manageability of HP Storage and Servers
- Financial Services
- Managed Services



Tracy Unified School District

Organizational needs

- Manageability of Infrastructure
- Single, standard interface (one user sign on and passcode)
- Anytime, anywhere access to content, documents and e-mail
- K-12 Student Portfolios
- Improved community outreach

HP solution

- Consulting and Integration Services to plan, design, customize and implement SharePoint Portal Server, HP Publishing and Intranet Portal Solution
- Server Consolidation – moved 60 servers from 22 sites to one central location
- Proliant 8000 Server with Systems Insight Manager
- iPAQ Pocket PC, Tablet PC, Notebook line for greater mobility

Organizational benefits

- Consolidated data center for greater flexibility and management
- Improved information access
- Increased productivity/time savings
- Improved community/collaboration



Richardson Independent School District

Organizational needs

- Rising IT support costs
- Need to maintain and refresh technology – 16,000 clients and 350 servers
- One point of contact for vendor support
- Improved end-user satisfaction with IT response time
- Disaster recovery/business continuity

HP solution

- 5-year “computing on demand” agreement
 - On-site project manager, hiring of 20 IT staff
 - Novell ONE, Win 2003 and Oracle consulting
- Proliant blade servers, Alpha servers – supporting multiple OSes
- HP desktops, notebooks
- Bundled image load, config., installation of new legacy systems, on-site project management.

Organizational benefits

- One point of contact for all IT support
- Reduced PC deployment time by 12-18 mos.
- Reduced IT support costs by over \$1M/yr.
- Improved end-user satisfaction
- Improved IT staff job satisfaction



Forsyth County Public Schools

Organizational needs

- Reduced cost of technology ownership
- Support for 13,000 PCs (better than 2:1 ratio) and anytime, anywhere infrastructure
- Training and support for IT staff
- Tech refresh
- Digital divide

HP solution

- HP 5000 series desktops, 9000 series notebooks, HP printers, HP tablet PC
- HP ProLiant servers and HP StorageWorks
- HP Financial Services – Lease
- HP Managed Services
- HP Self Maintainer Program
- IT and teacher training program
- Student apprentice program – students Microsoft, Novell, Cisco, and HP Certified

Organizational benefits

- Broad product portfolio allows for standardization
- Bundles services = total solution
- Reduced deployment time
- Improved response time
- Improved student performance – among highest scores in state
- PCs to home helps address digital divide

HP works closely with you

Public Sector

Defense & Security
Government Services &
Administration

Multinational



Federal/National



State/Local



Health

Healthcare Providers



Healthcare Payers



Life Sciences



Education

eLearning

K-12 Education



Higher Education





NOTE TO PRESENTER

- BEFORE PROCEEDING, PLEASE REMOVE, REORDER, OR AUGMENT THE REMAINING SLIDES AS REQUIRED FOR YOUR CUSTOMER
- ADD YOUR OWN VERTICAL SOLUTION SLIDES, AS APPROPRIATE
 - Public Sector: Slide 23
 - Federal/National: Slides 24-28
 - State/Local: Slides 29-31
 - Multinational: Slides 32-33
 - Health: Slide 34
 - Healthcare Providers: Slides 35-37
 - Healthcare Payers: Slides 38-39
 - Life Sciences: Slides 40-41
 - Education: Slide 42
 - Education K-12: Slides 43-45
 - Education Higher-Ed: Slides 46-48
 - HP & Partners: Slide 49-53
 - Quote and Conclusion Slides: Slides 54-56

Mobile Computing Solution for Singapore Police Force



Organizational needs

- A mobile computing solution to empower 150 ground officers with the capability to securely access operational information anytime and anywhere.

HP solution

- HP provided an end-to-end solution consisting of system design, software development, handheld customization, backend integration, project management, infrastructure design and implementation, application maintenance, helpdesk support and hardware and software support.

Organizational benefits

- Enables ground officers to perform real-time retrieval of time-critical data anytime, anywhere
- Enables ground officers to provide headquarters with time-sensitive information update
- Ability to reduce large overhead of building and maintaining an island-wide wireless proprietary network
- Eliminates errors due to voice communication
- Convenience and speed
- More productive allocation of services



Country of Bulgaria

Enhancing processes and information exchange

Organizational needs

- Bulgaria aspired to join the European Union
- Ministry of the Interior agreed to issue all nationals with new secure ID cards, passports, driving licenses

HP solution

- HP designed, project managed, and implemented a system to capture and process identity document info, and monitor materials and consumables in real time
- HP also trained staff, while local partners CNSys and Lirex provided installation and maintenance

Organizational benefits

- Eight months after initiation, the ministry was able to issue new documents
- HP also greatly enhanced internal business processes and information exchange
- HP minimized the required upfront capital in lieu of a pay-per-transaction model
- ROI achieved in 2 years



Government of Sweden

Agency of Public Management

Organizational needs

- To provide Sweden's citizens with 24 hour access to government information and services from any location.
 - secure communications to ensure confidentiality, authenticity and integrity of data
 - interoperability of information interchange and multi-vendor infrastructure
 - information exchange in real-time and batches
 - e-mail services
 - document handling (conversion & formatting)
 - user interfaces and system administration
 - reliable back-up system

HP solution

- Working with partner IDA Systems, HP designed an advanced messaging system and Enterprise Application Integration system with integrated security (PKI), as well as a number of websites.
- HP Services provided consultancy, design, and implementation services. This included development of interactive and passive websites containing information about government agencies and their services.

Organizational benefits

- Citizens are able to securely submit and retrieve personal information 24 hours per day from any location.
- This solution is now in use at a number of major government authorities, including the National Social Insurance Board and the Tax Board.

State & Local

Improve your responsiveness to citizens



Balance cost, risk, and quality of service by doing more with less in an environment of constant change and increased expectations. We can help you enable a new dimension of increasing agility via technologies and services

Leading the way to help you:

- Rapidly share information securely
- Provide citizens' increased access
- Manage and reduce costs while responding to change
- Keep citizens safe

Solving real problems for State & Local Agencies



Integration

Deliver citizens more complete information across government agencies through integrated cross-agency systems in a secure, efficient, transparent fashion

Access

Provide real-time intelligence to respond to events impacting citizen safety - anywhere, anytime

Transformation

Manage and respond to change quickly by delivering new services that improve quality of life for citizens with a flexible, dynamic IT infrastructure

People

Process

Technology

Helping to put officers back on the streets

Organizational needs

- Paper-based workflows impose high costs, time and error rates, deplete officers' presence on beat
- Fragile, incompatible systems, data and security models
- UK-wide mandates to standardize security and slash paperwork

HP solution

- Intranet portal with associated infrastructure
- Virtual knowledge base for use locally or nationwide
- Web services solution based on HP Adaptive Application Architecture

Organizational benefits

- Automated document handling, reduced waste and lowered costs
- New IT infrastructure dramatically streamlines routine activities, reduces paperwork and increases the presence of officers on the beat



“Wiltshire and HP are deploying innovative solutions to reduce the administrative burden that officers carry today.

Together, we're creating a Web-based environment that will enable police officers to be much more effective – spending less time finding information and more time serving the community.”

*Gary Ogden
Chief Superintendent
Corp Development Dept
Wiltshire Constabulary*

Multinational

Improving the collaboration of many



We can help you open the path for greater collaboration and improved intelligence across many minds, agencies, and cultures

Leading the way to help you:

- Integrate data and processes
- Overcome cultural barriers
- Tighten collaboration practices

Solving real problems for Multinational organizations



Integration

Improved intelligence increases citizen safety and service through the use of integrated cross-agency systems

Access

Provide citizens with anywhere, anytime access to information and services that impact and improve overall quality of life

Transformation

Manage and respond to change quickly by adapting to real-time world events with services that meet global needs

People

Process

Technology



Geneva University Hospital

Putting patients' needs first through technology

Organizational needs

- Like all huge hospitals, Geneva University Hospital needed to capture huge amounts of data for its records
- This meant patients and staff filling in thousands of forms that must be then keyed in
- Needed quicker, more efficient and cost effective solution that also took computers away from sensitive areas of the hospital

HP solution

- Hospital decided to offer itself as a pilot site for HP Forms Automation System
- Specially printed forms were filled in with the Digital Pen
- The data collected by the pen was then quickly recreated as a PDF file

Organizational benefits

- Data processed much more quickly, efficiency increased and costs reduced
- Staff and patients accepted this technology quickly
- Medical staff had more time to devote to patients

Life Sciences



Discover new remedies and medical methods that improve human health worldwide with the help of HP's integrated, powerful infrastructure solutions

Leading the way to help Life Sciences:

- Identify, develop, and deliver new and unique remedies faster
- Optimizing return on IT investment
- Integrate business and scientific information systems

Solving real problems for Life Sciences



Integration

Speed up the time-to-market for latest medical breakthroughs by integrating molecular research and clinical data faster and more accurately

Access

Empower individuals to maintain healthy lifestyles by providing health monitoring devices that allow patients to proactively manage their wellness and care

Transformation

Leverage the power of technology to map the full human genome which enables exponential possibilities to improve the health of all mankind

People

Process

Technology



Education K-12

Improving education through efficiency



Enhance the learning experience for your students, teachers and parents by providing forums for sharing best practices, as well as innovative solutions that make teaching more efficient.

Leading the way to help K-12:

- Manage costs
- Transform learning experience
- Freedom to focus on teaching/research
- Ensure compliance

Solving real problems for Education K-12



Integration

Provide accurate reporting of complete student profile (curriculum, grades, attendance, behavior) to track progress

Access

Improve learning/teaching experience for students, teachers, and parents with increased access to information anywhere, anytime

Transformation

Respond and adapt to major changes in education policy and government mandates with improved accountability by implementing a flexible IT infrastructure

People

Process

Technology

Regione Autonoma Sardegna, Italy

Enterprise Collaboration



Organizational needs

- Foster greater co-operation between schools in the region through the creation of a new, educational portal

HP solution

- HP Services is delivering an innovative eLearning platform that will provide learning services for students and teachers, a document management platform and a Intranet/Internet portal (with email, Chat, Forum, etc).
- HP is providing the Windows 2000 Infrastructure design and implementation for 200K users, 550 sites, incl. Active Directory and Windows XP client design. The infrastructure is comprising nearly 100 servers, a large SAN, and 8,200 PC's distributed over a network of more than 600 sites.

Organizational benefits

- By creating electronic links between 550 schools, the new infrastructure enables 15,000 teachers to share resources and experiences.
- It also gives 150,000 pupils new opportunities for interactive learning.
- These include the ability to research projects online and create a more inclusive classroom experience for students with learning disabilities.

HP delivers—with the help of partners



HP helps you achieve your business needs by leveraging overall partner's contribution to enable best solution delivery in the Public Sector

- Preferred partner to work with in the Public Sector
- Supplier of choice for top SIs and ISVs Partners
- Strong Channel and Resellers programs
- Porting programs with key ISVs



HP and Partners help you succeed

Working with HP, the industry's partner of choice, translates into strong benefits for you

- Implement end-to-end solutions built on industry standards, delivering best-of-breed quality and innovation
- Continue to support/build relationships with your current reseller or integrator
- Jump start progress towards your initiatives with porting programs with our key ISVs
- Support all priorities more proactively, while managing daily issues more effectively
- Simplify all initiatives that impact horizontal and vertical applications with one partner
- Stronger delivery on your internal and external service level agreements

Deep partnering relationships everywhere you need them



<p>Horizontal Solutions</p> <p>Global Partners</p>	<p>Accenture Cap Gemini Bearing Point</p> <p>Microsoft SAP Oracle</p> <p>Cisco Intel</p>
<p>Vertical Solutions</p> <p>Public Sector Global SIs and ISVs</p>	<p>Lockheed Martin Northrop SAIC BAE EADS</p> <p>iSOFT NTT data IDX Cerner</p> <p>Siemens Med. Phillips Med. GE Med. McKesson</p>
<p>Public Sector-specific Solutions</p> <p>Public Sector SIs and ISVs Incumbent and local partners and ISVs</p>	<p>EXAMPLE:</p> <p>GS&A: Curam, ESRI, Finmeccanica, CSC, TAT</p> <p>Heath: WebMD, Trizetto Inc.</p> <p>Education: SkillSoft PLC</p>
<p>Public Sector Channels & Resellers</p>	<p>HP offers you ultimate flexibility and control to buy where you want. Buy direct from HP or choose a local reseller near you.</p>

Real business value for you

Delivered through vertical solutions



Defense &
Security

Government
Services & Admin

Health

Education

Adaptive Enterprise

Smart Office

Solutions Portfolio

- First Responder Planning & Response
- Data/voice interoperability
- Emergency Notification
- Military & Intelligence

- Treasury, Finance & Taxation
- Case Mgt for Social Services
- Web Services & Portals

- HIS
- PACS
- Payer Core Systems
- .NET Healthcare

- Student info Systems
- Enterprise Apps
- Education Portal Solutions

Mobility

Security

Rich Digital Media

Management

Horizontal / Infrastructure Solutions

HP and Partner Technologies, Products, and Services

Swedish Hospital of Seattle

HP in Partnership with Cap Gemini and Microsoft:
Bringing value to public sector customers



Organizational needs

- Increase speed and effectiveness in processing patient paperwork
- Rationalize management of patient records improving patient care

HP+Partners solution

- Implementation of an automated data management platform that enabled the hospital's emergency room staff to use tablet PCs connected to a wireless network to gather patient data and collaborative workspaces to organize, share, and manage it on the hospital intranet.

Organizational benefits

- Enhanced patient care levels
- Faster access to patient records and test results
- Fewer errors in patient data and medical treatment
- Single, unified view of patient records and status
- More secure access to patient data
- More accurate resource planning and billing



The ability to create, display, share, and manage information in a shared work environment will enable Swedish Hospital to provide high-quality care to 10 percent more patients per year, generate 3 percent additional revenue per patient each year at the hospital's First Hill facility, and spend 80 percent less time tracking information for audits.

Imagine



A fire chief accesses blueprints en route to a fire pinpointing the safest access and escape routes to mitigate the risk to his team and save trapped victims

Imagine



A country resurrects economic development by enabling a portal for its small business community to connect to the global marketplace

Imagine



National Health signals a fraud investigation when a claim is red-flagged upon receipt from a doctor that has been dead for 3 years