



# *HP's IT Transformation Story*

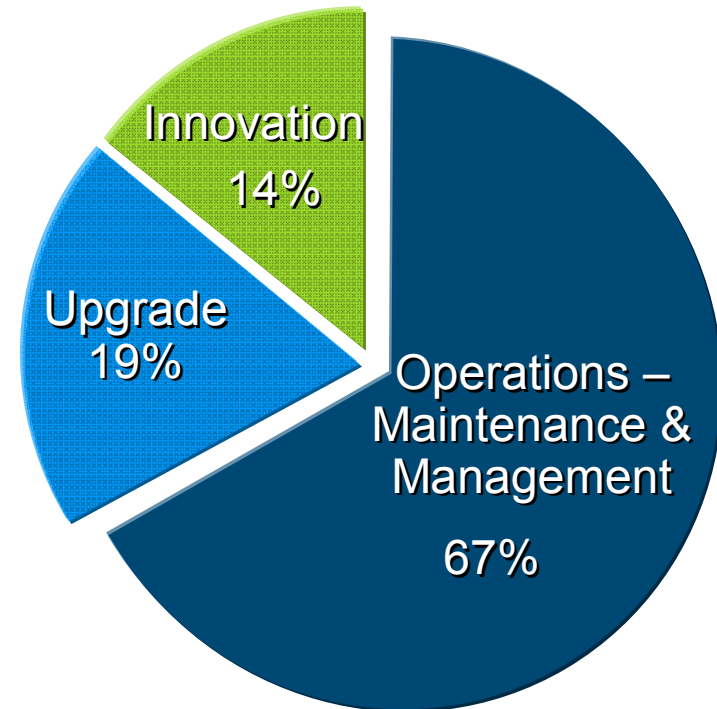
**Robert Cisar**

**CEE Cloud Manager  
Enterprise Group**



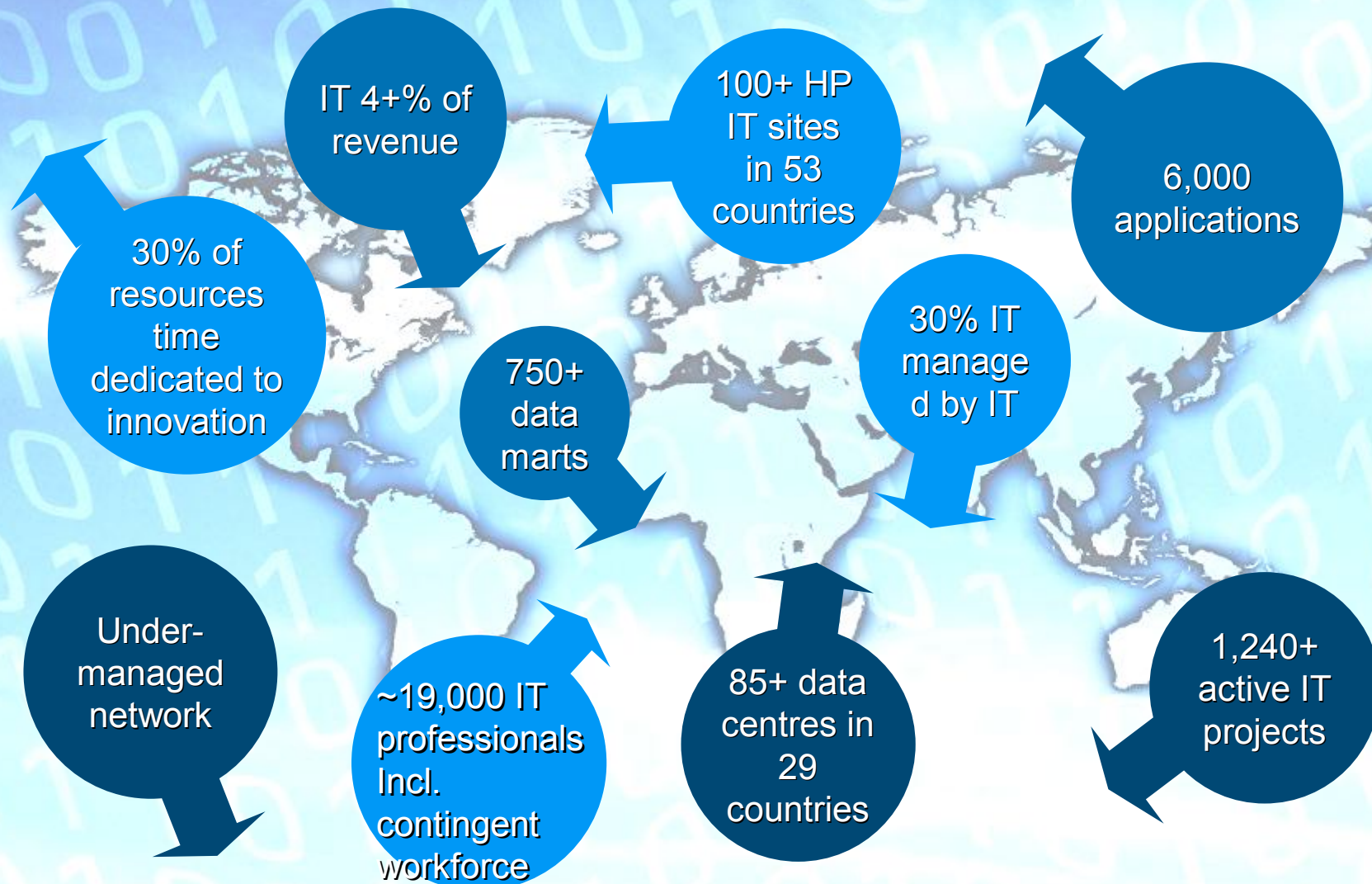
# Common IT infrastructure challenges

- Complexity
- Duplication
- Customization
- Underutilization
- Energy needs
- Service levels
- Response time
- Headcount
- Compliance
- Risk

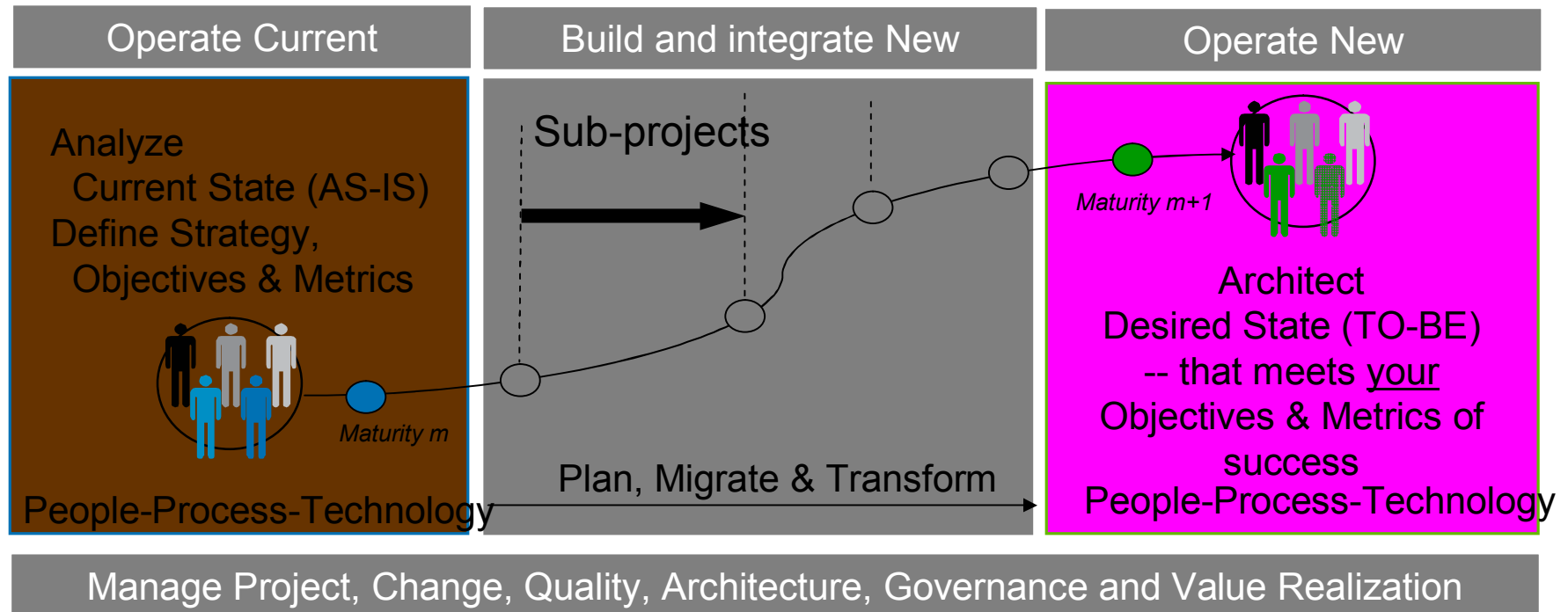


Legacy data centres represent a large part of how IT resources generally are allocated by companies

# HP IT 2005: Large scale and scattered



# What is IT Transformation ?

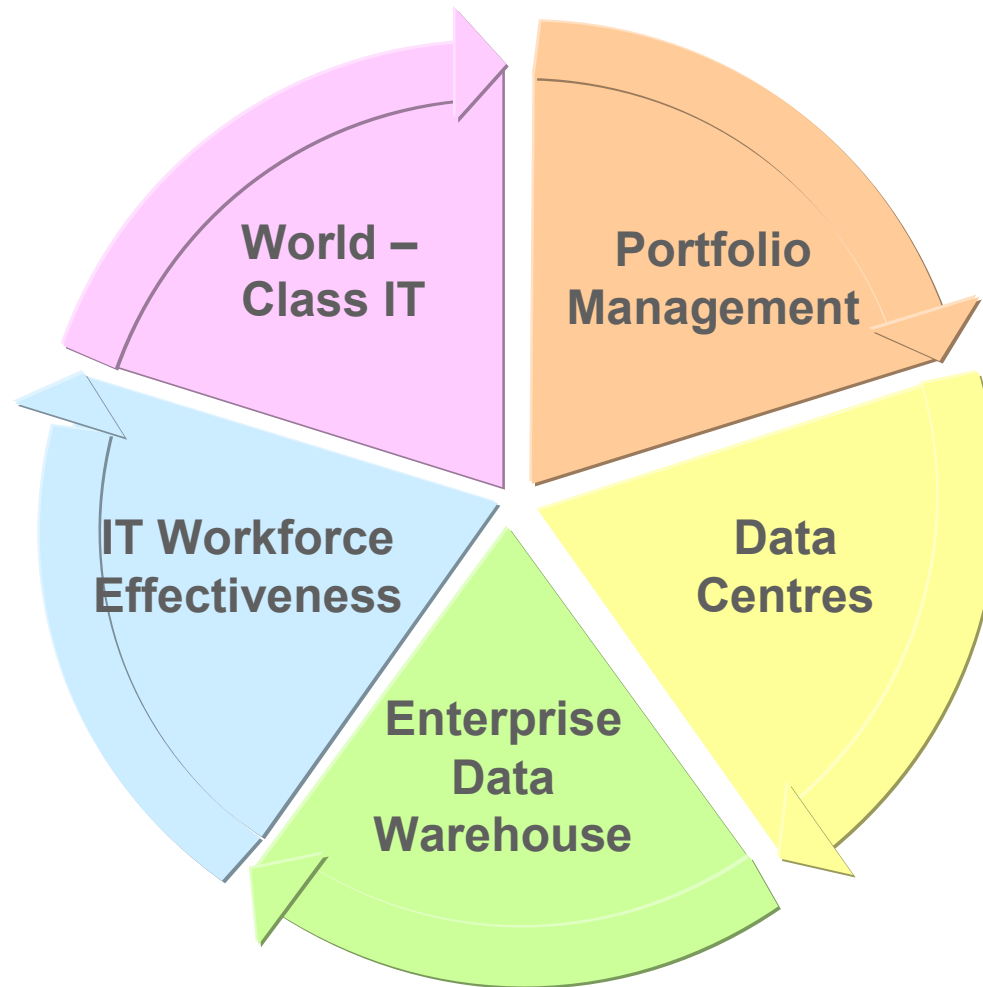


A change in strategic approach that significantly impacts IT technology assets (infrastructure, applications, information), IT processes AND IT staff, for better business outcomes, delivered as a project/program enabled by investments approved by executive management

Transformation is about “doing multiple things differently”



# IT Transformation Initiatives



# IT Initiatives dimensions

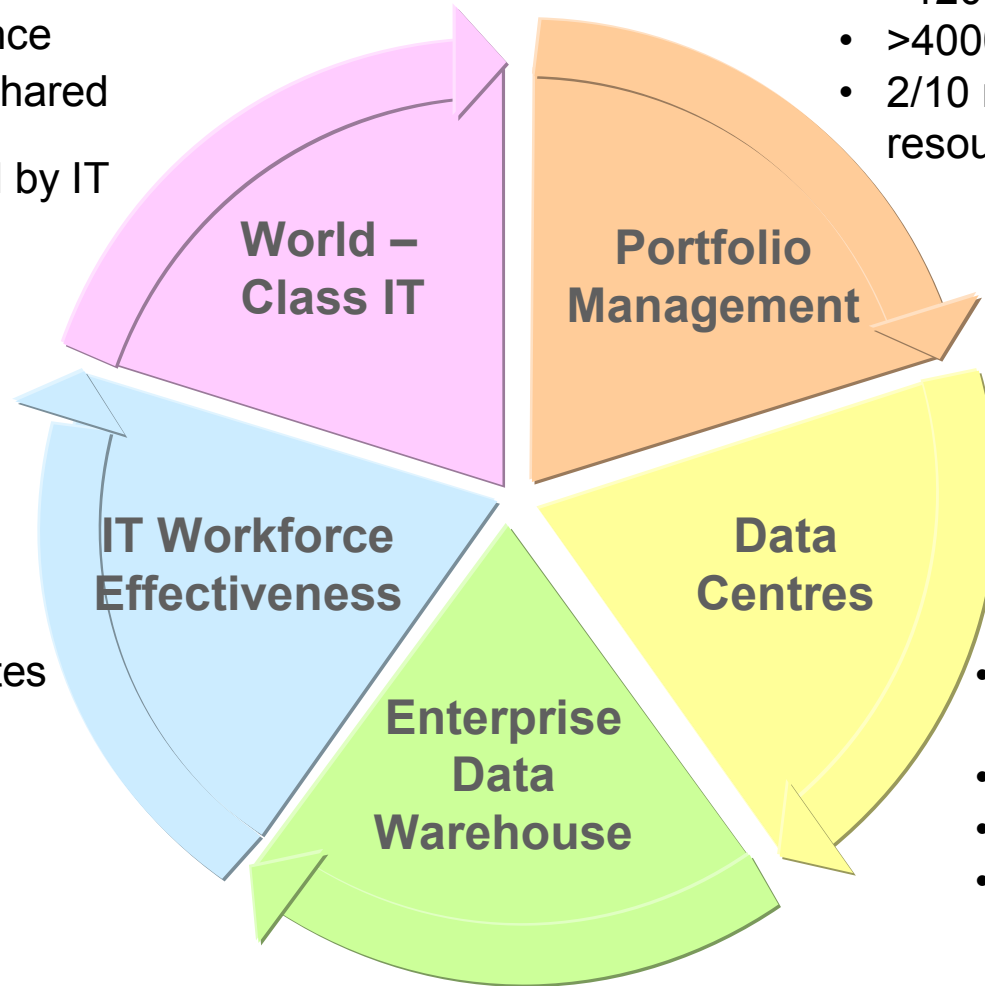
The five Initiatives deliver benefits across Business, Management and Technology

	Business	Management	Technology
<b>Enterprise Data Warehouse</b>	'One version of the truth' gives better business decisions	Fewer data marts simplify data management	EDW gives data integrity and scalability
<b>Global Data Centres</b>	Consolidation reduces total IT costs	Global data centres reduce complexity and duplication	Modular building blocks give flexibility for growth
<b>Portfolio Management</b>	Clear cost-benefit analysis demonstrates business value of IT	Fewer projects; more on time delivery	Standard tools enhance decision making ability
<b>IT Workforce Effectiveness</b>	IT staff with better business knowledge contribute more	Move resources from 'sustaining IT' to innovation	Collaboration allows best practice sharing
<b>World Class IT</b>	HP IT as a showcase for customers	Consolidated procurement gives better value for money	Software standards improve IT efficiency and service levels

# IT Transformation Results

- IT cost as % of rev: 4% → 2%
- Policy & Governance
- Best-in-class, IT Shared Services
- 100% IT managed by IT

- >1200 → 500 active projects
- >4000 → 1,500 applications
- 2/10 resources → 10/30 resources per project



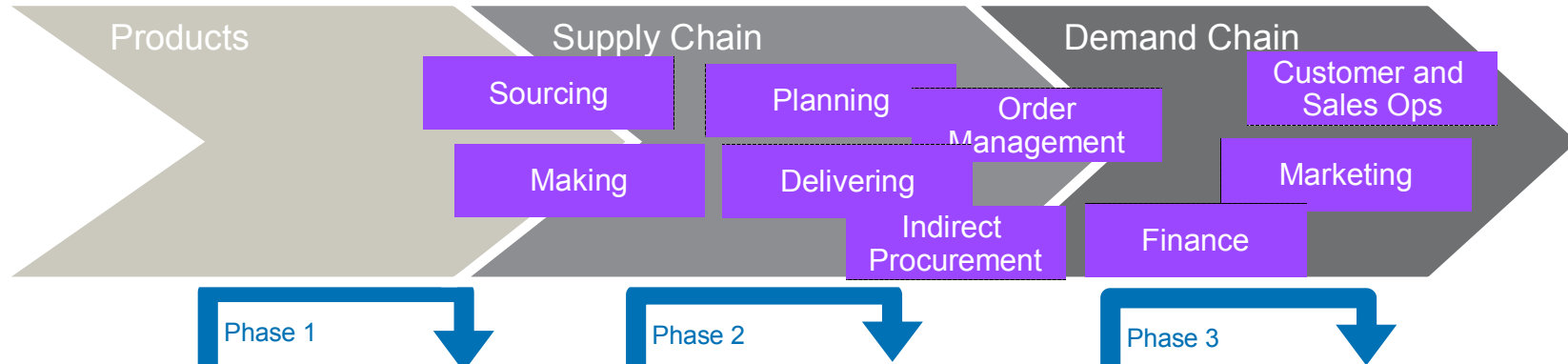
- 100 → 29 IT core sites
- 30% development, 70% support → 80% development, 20% support

- 85 → 6 Data Centres in 3 zones
- 10 network hubs → 3
- 40% fewer servers
- 65% less energy costs

- 750+ Data Marts → 1 EDW

# HP's Journey in Summary

## Process Optimization

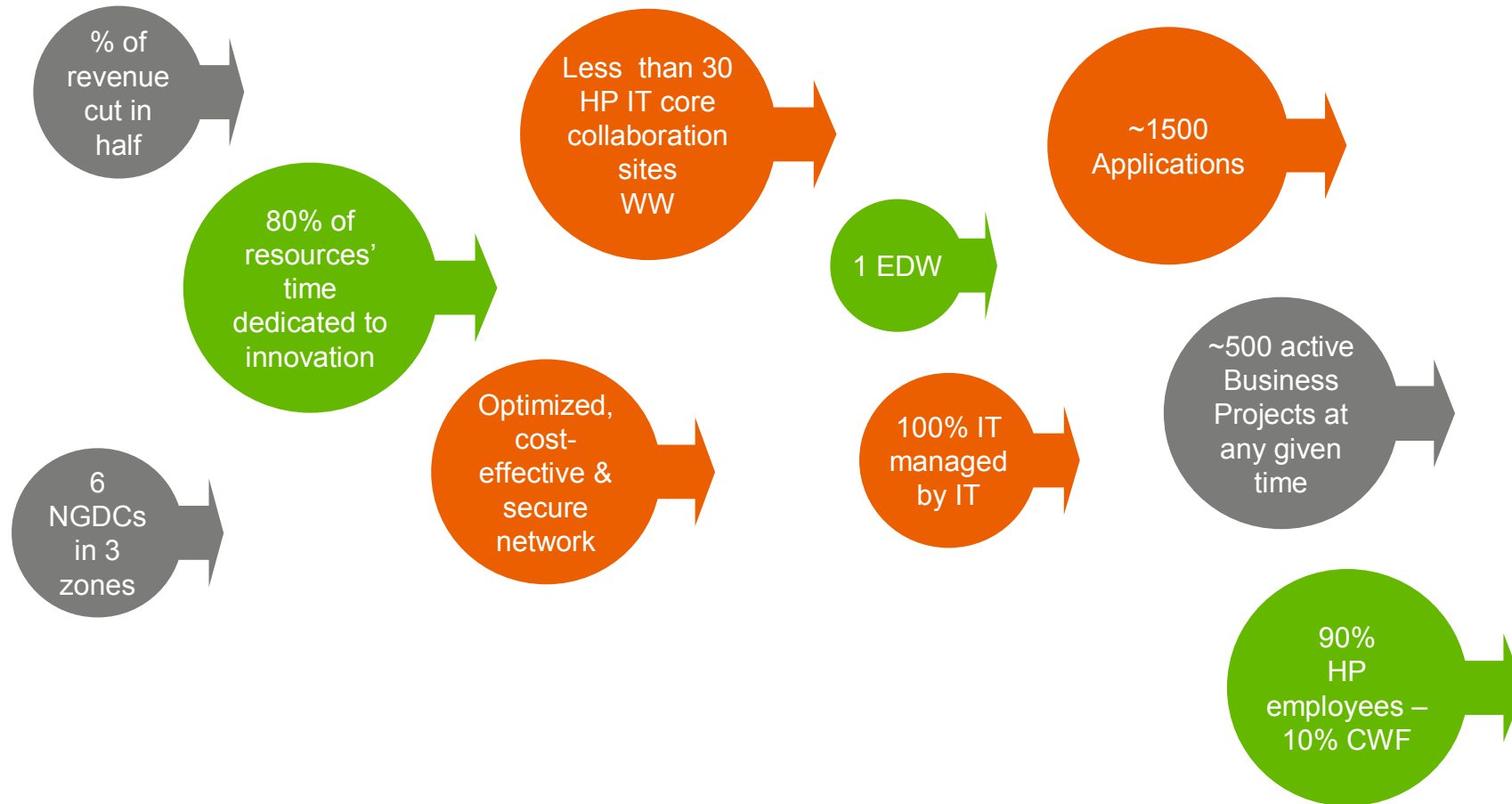


2002 Pre Merger	2004	2006 (*)	2008 (*)
9,500+ Applications	4,691 Applications	3,400 Applications	1,500 Applications
25,000 Servers	19,000 Servers	16,682 Servers	10,000 Servers
300 Data centers	85 Data centers	85 Data centers	6 Data centers
IT costs = 4.6% of revenue	IT costs = 4.0% of revenue \$600M savings	IT costs = 3.7% of revenue	IT costs = 1.5% of revenue
Innovation = 28% of budget	Innovation = 34% of budget	Innovation = 40% of budget	Innovation = 80% of budget
(*) without acquisitions			
IT Optimization			Adaptive (IT processes)
		Efficient (Applications)	
			Stable (Infrastructure)
Siloed IT	First step to Shared Services: SASU	Shared Services Mature SASU: 100 projects & 40 Appl. SDBU 20 databases	Shared Services are the default for any project or migration



# 2008

## The right direction. The right connections.



# Data Centre Transformation Experience Workshop

Building your customized high-level roadmap

*Powerful representation of a Data Centre Transformation implementation with big size panels and graphics.*

Half to full day interactive roadmap discussion between 2 to 3 senior HP consultants and customer executives/IT management (about 5-7 persons) covering transformation phases and activities, resulting in high level customer specific DCT roadmap.

After participation to the DCTE workshop, you will be able to:

- Understand the benefits, scope, scale and all critical success factors
- Identify quick wins
- Gain stakeholder buy-in and give traction to any project
- Leverage best practices
- Make informed business strategy decisions
- Lay out next steps in a roadmap



HP Confidential – Restricted Access



# Experience Workshop in Action



***Thanks for your time !***

