



*“We found a way to make it affordable”*

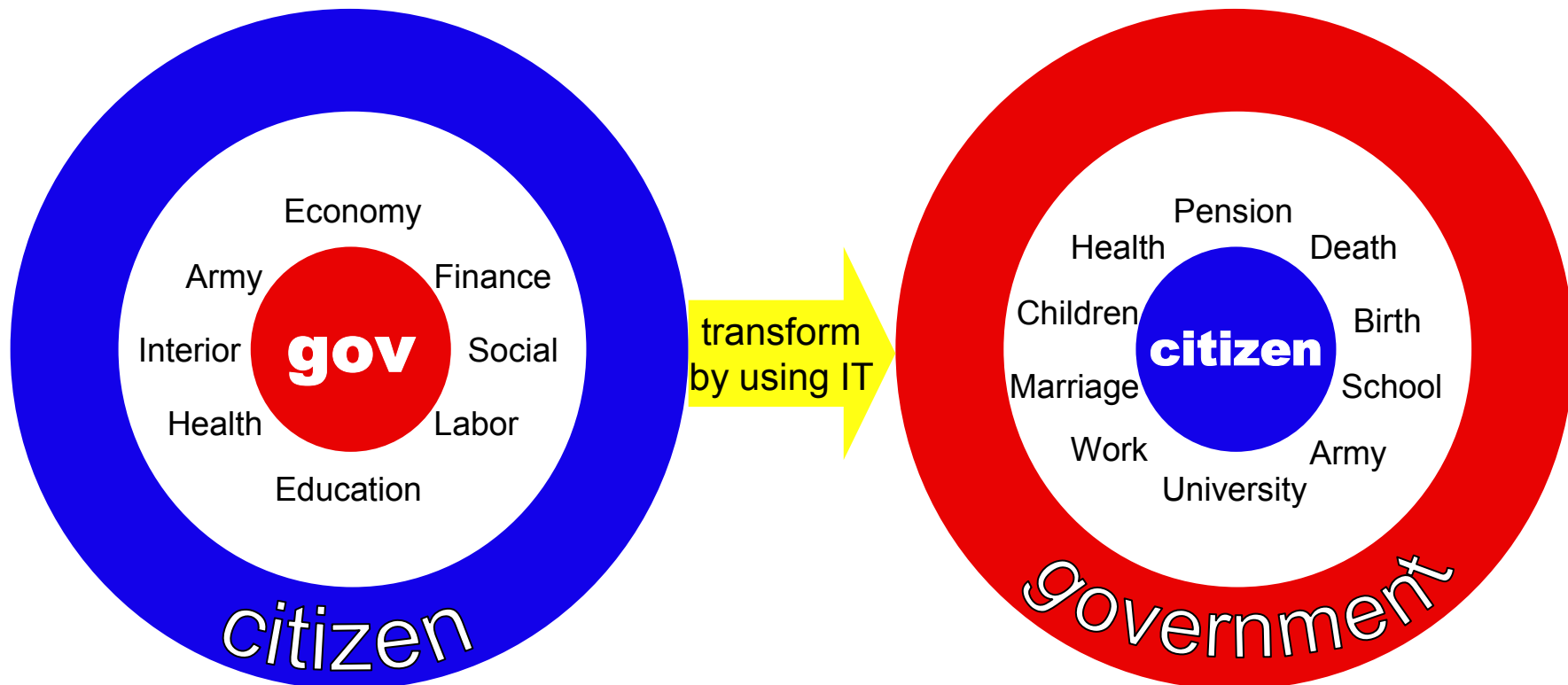
## Public Private Partnership by HP

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# Governments become more citizen centric



# HP's Strategy in the Public Sector



Our solutions are **Citizen Centric** (vs. government centric)

- *Citizens get a better level of services and get these services faster*

We use a **Best in Breed** approach (vs. we can do it all)

- *If you want a coffee: Why to buy a lunch just to get the coffee at the end?*

Our solutions are **Standards Based** (vs. proprietary)

- *We make it cost efficient for governments and quick to implement*



**Innovative Financing** (vs. upfront investment)

- *We found a way to make it affordable*

HP found a way to make it affordable:

- **PPP** – Public Private Partnerships
  - (e.g. Bulgaria Ministry of Interior for “Secure Documents”)
- **BOT** – Build, Operate, Transfer
  - (e.g. Population Registry for Ministry of Interior Israel)
- **Services Partnerships**
  - (e.g. Poland’s Car Registration System)

**+** **Third Party Financing** (EU, WB, ExIm, ...)

# E-Government Traps



- **Focus too much on back and integration**
  - Citizens need to see the benefits
  - Systems that don't provide a benefit will not be used
- **Keep upgrading proprietary solutions**
  - Often easier to maintain old problems than to implement new solutions
  - Are costly in maintenance and support
- **Buy proprietary solutions**
  - Slow and costly in implementation
  - Low incentive to re-design process to be citizen centric

# Trends in the Public Sector



Citizens expect a “Return on Election” within 6-8 months

- Governments need “quick wins”

There is less and less investment money available

- Governments start to use PPP, BOT and Outsourcing

Citizens see Governments as “Single Services Entity”

- Need for “seamless 24 x 7 citizen centric services”



*“There is a revolution going on in the Public Sector!  
Governments in emerging markets who are taking an  
innovative approach applying citizen centric and  
standard based solutions are taking a leading  
position in terms of e-government.  
...and HP is in the center of that!”*

Kasper Rorsted

Managing Director HP EMEA and Senior VP ESG



**i n v e n t**