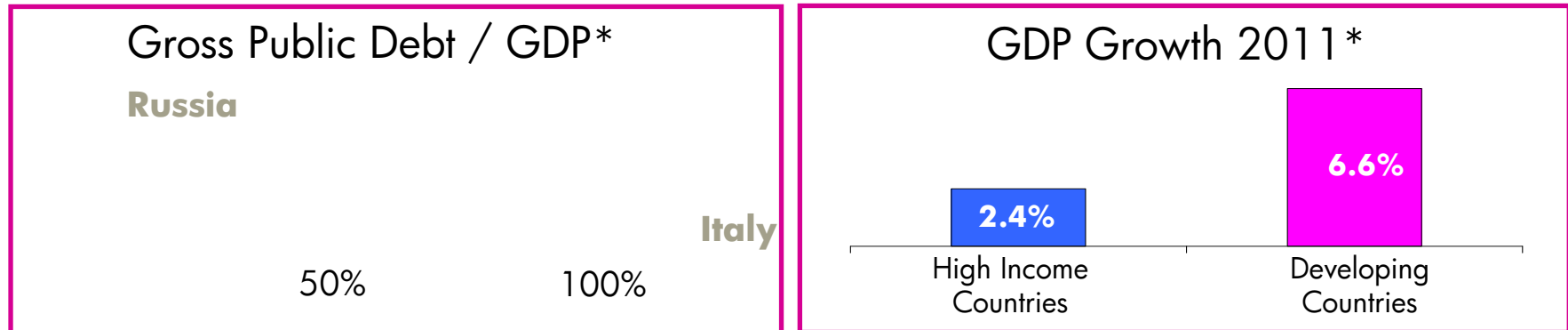


# HOW HP CAN HELP GOVERNMENT CIOS TO FACE THE FISCAL CRISIS

David Rimmer  
Director, Global Government Industry, HP  
10<sup>th</sup> November 2010



# GOVERNMENTS ARE GOING TO HAVE TO 'DO MORE WITH LESS'



... with Less

Doing more .....

Rising citizen expectations

- Healthcare
- Security
- Service quality

Ageing population

- Rising healthcare costs
- More pensioners
- Fewer taxpayers

\* *Global Economic Prospects, June 2010, World Bank*



# GOVERNMENT CIOs CAN EMPLOY THREE STRATEGIES TO NAVIGATE THE FINANCIAL CRISIS

1 Restructure IT  
'Run' Costs

2 Overhaul  
Governance  
to Increase  
GRoIT

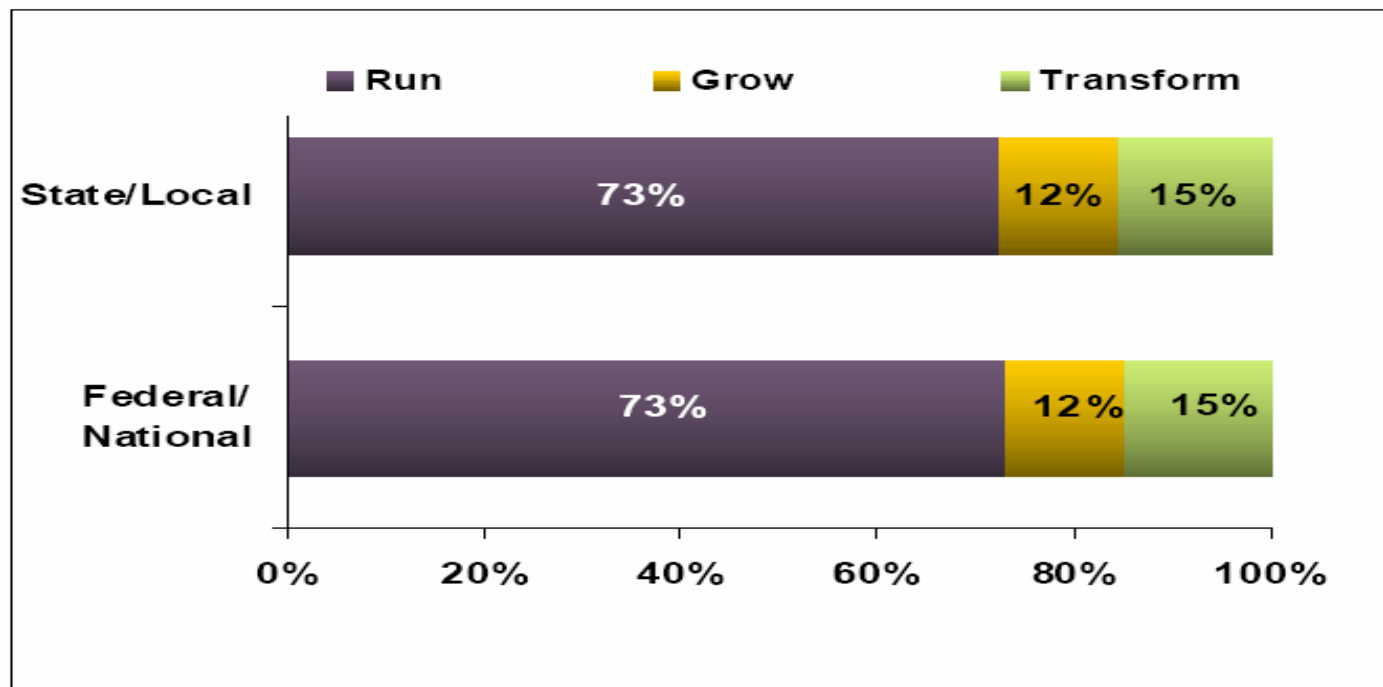
3 Adopt  
Disruptive  
Solutions



# CIOS NEED TO REDUCE IT 'RUN' COSTS TO CREATE ROOM TO 'GROW' AND 'TRANSFORM'

- On average Governments spend 6.5% of operational expenses on IT

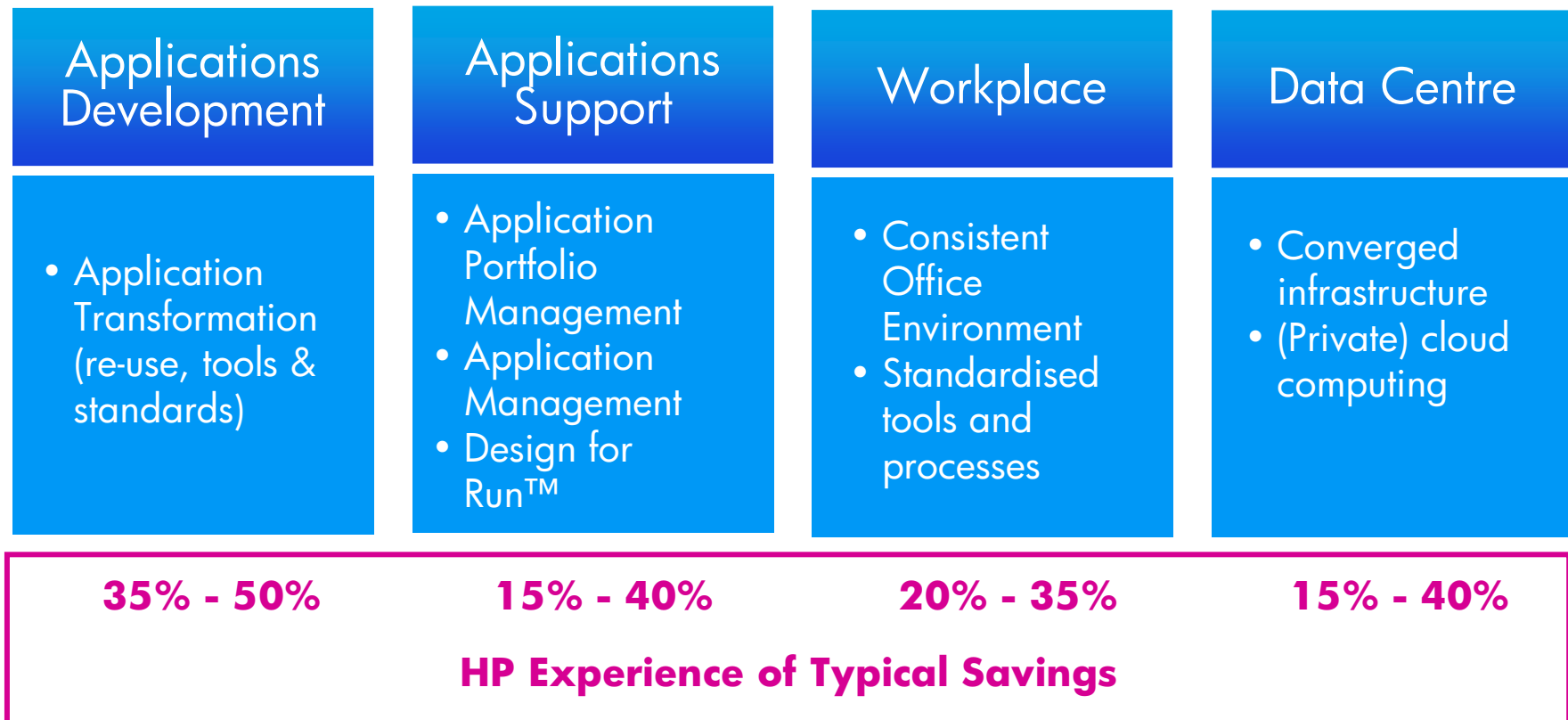
Figure 7. Government: IT Spend to Run, Grow, and Transform the Business



Source: Gartner IT Key Metrics Data 2010



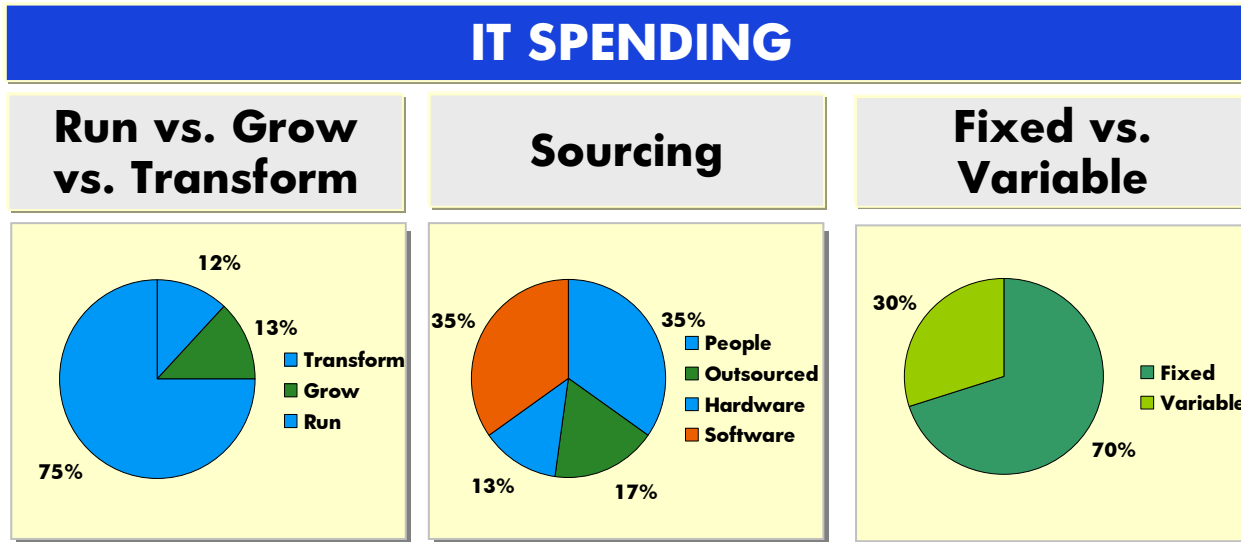
# HP HAS STRATEGIES TO ADDRESS THE AREAS OF SPENDING WITH MOST SAVINGS POTENTIAL



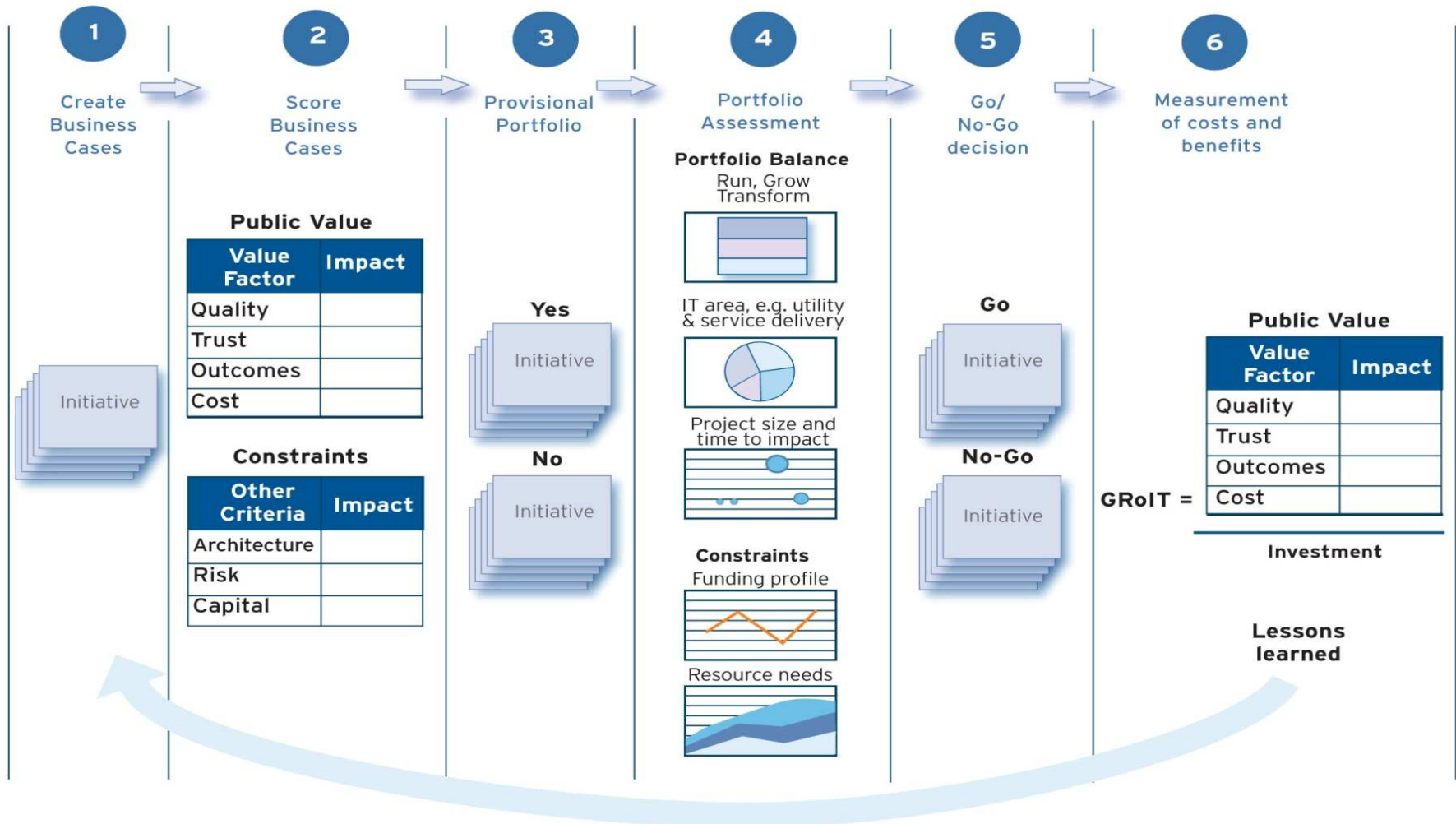
# CIOs WILL HAVE TO MAXIMIZE GOVERNMENT RETURN ON IT (GROIT)

PUBLIC VALUE RETURN			
Policy Outcomes	Efficiency	Quality of Service	Public Trust
<i>Electors</i>	<i>Taxpayers</i>	<i>Customers</i>	<i>Citizens</i>

= GRoIT



# GOVERNMENT CIOs CAN EMPLOY A ROBUST INVESTMENT LIFE CYCLE TO MAXIMIZE GROIT



# FISCAL PRESSURES DRIVE THE NEED TO ADOPT 'DISRUPTIVE' SOLUTIONS

## Disruptive Technologies

- Role-based computing (thin / thick client)
- Open technologies
- Cloud computing

## Disruptive Procurement

- Buying outcomes / outputs
- Pay-per-use
- Joint-procurement

## Disruptive Business Models

- Shared services
- Outsourcing
- Participative services





# HOW HP CAN HELP

