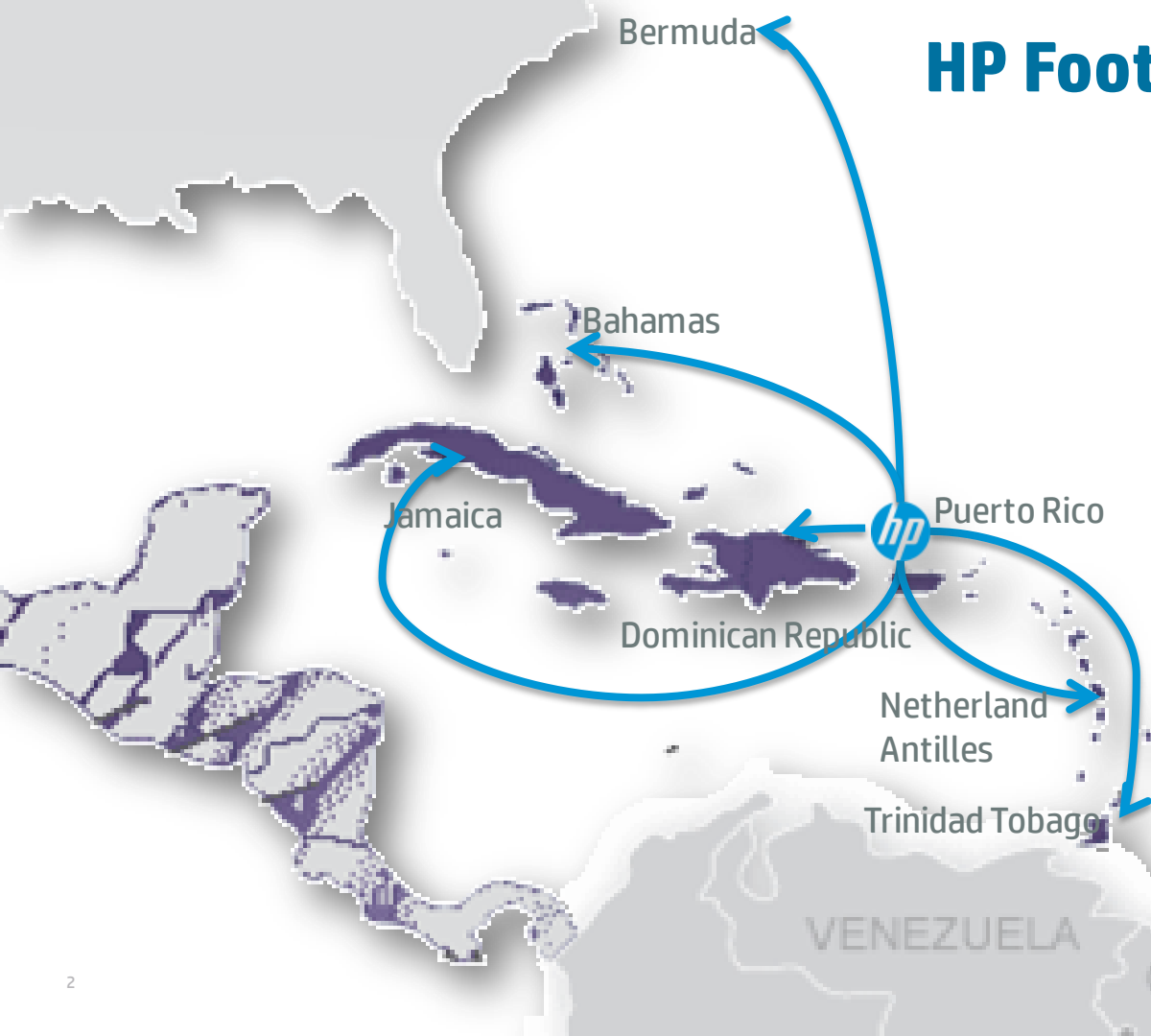# HP Caribbean Overview
Converged Cloud Industry Blogger Tech Day

Martin Castillo

Managing Director

HP Footprint in the Caribbean

- 34 Country Islands
- 5 Languages *(English, Spanish, French, Dutch, Papiamento)*
- **908 HP Sales/Manufacturing Employees**
- **130 Channel Partners**
- **HP Main Industry Segments in the region**
  - **Banking**
  - **Government/Utilities**
  - **Insurance**
  - **Re-Insurance**
  - **Distribution**
  - **Pharmaceuticals**
  - **Telecommunications**

Bermuda

Bahamas

Jamaica

Puerto Rico

Dominican Republic

Netherland Antilles

Trinidad Tobago

VENEZUELA

GUYANA

HP Footprint in the Caribbean

Puerto Rico Site 🇵🇷
Manufacturing Operations

Manufacturing

Currently HPPR manufactures over 500 different product groups for networking, memory, CPUs, software, commercial inks and printer supplies. Our charter includes production, logistics, distribution, services and R&D.

Size/Facilities

68 Acre Site

5 Owned Operations Buildings
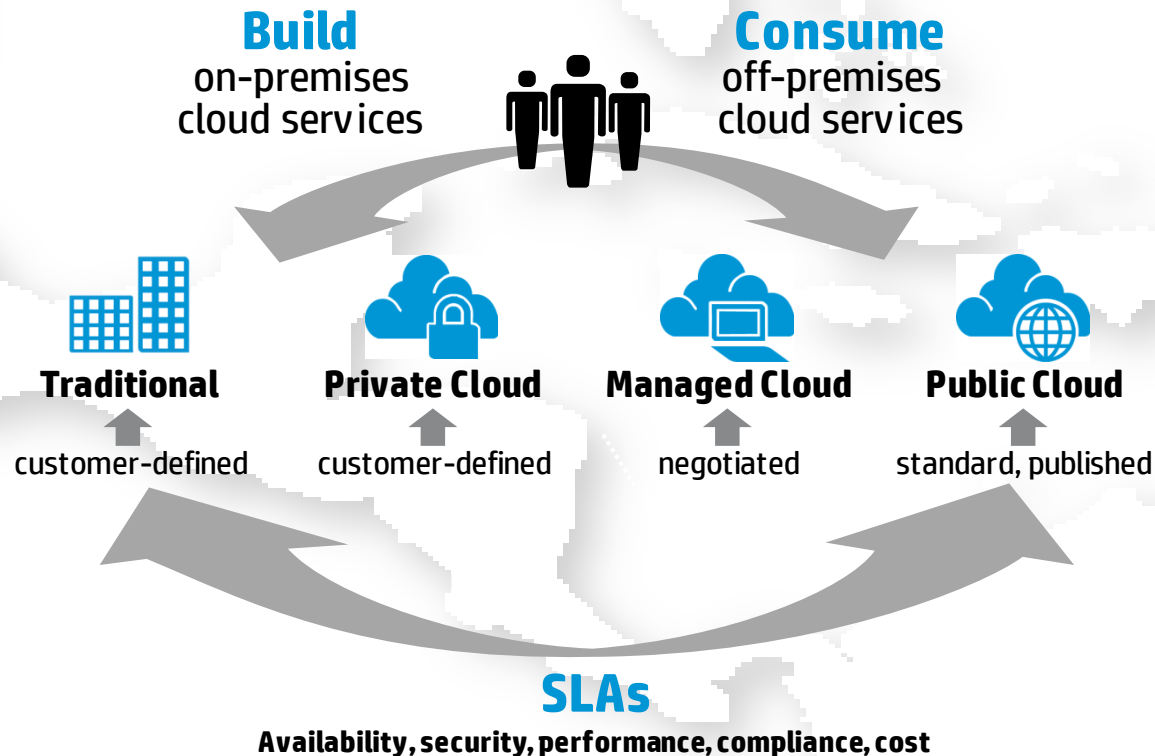
State of the art telecommunications

Over 600K ft2

1 Tier – 2 Computer Center

The Why...
Increasing Demands Driving More to the Cloud

Build
on-premises
cloud services

Consume
off-premises
cloud services

Traditional

Private Cloud

Managed Cloud

Public Cloud

customer-defined

customer-defined

negotiated

standard, published

SLAs
Availability, security, performance, compliance, cost
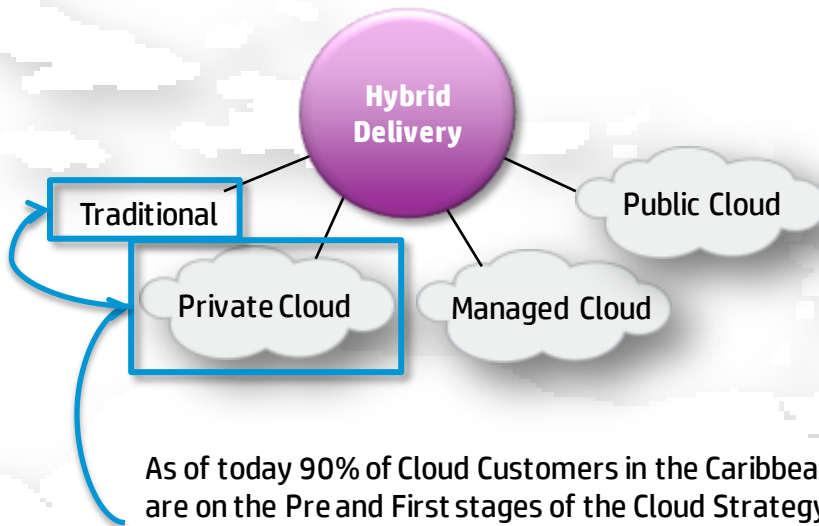
- Improve business agility

- Speed innovations

- Accelerate time to value

- Deliver choice

- Reduce costs

- Develop once, run anywhere

The Trend...

Enterprises in the Caribbean will leverage a mix of Cloud models

By 2015, senior business, government, and technology executives believe that 18% of their IT delivery will be via the public cloud and 28% by private cloud. The remainder – 58%– will be in-house or outsourced. [1]

Hybrid Delivery

Traditional

Private Cloud

Public Cloud

Managed Cloud

[1] Source: Coleman Parkes Research

As of today 90% of Cloud Customers in the Caribbean are on the Pre and First stages of the Cloud Strategy with initial hybrid compositions between traditional and Private Clouds.

HP Converged Cloud

Customer Case – Caribbean

Department of Justice of Puerto Rico
Opportunity Overview

Use Case/Business	Improve Agility and Service of the Puerto Rico Justice Department Criminal Record Division to procure and deploy Infrastructure Services and Solutions for other law enforcement agencies while reducing Agency Asset Management and IT Complexity
Proposed Solution	• HP CloudSystem Matrix (+ HP BL460c G8 Servers and HP 3PAR Storage Array) • Cloud Roadmap Service • Cloud System Matrix Deployment Services
Key Milestones	• Provide the PR DOJ with a Catalog of 8 Infrastructure and Information Services for 5 cross Law Enforcement and Government Institutions in Multitenant modality • HP position as Trusted Advisor on the PR DOJ Cloud Strategy deployment
Next Steps	• A secondary HP CloudSystem Matrix on the DRS • HP Operations Management Portal and Automation Suite to Provide Self served Software Services
Competition	IBM/EMC

Thank You