



# Covision Internet Solutions

## *Vision*

- Establish Hewlett-Packard as the Internet-ready solutions provider-of-choice to business

## *Mission*

- Deliver electronic solutions to our customers by providing a select portfolio of leading Internet-based business applications on HP platforms through certified Internet-ready channel partners



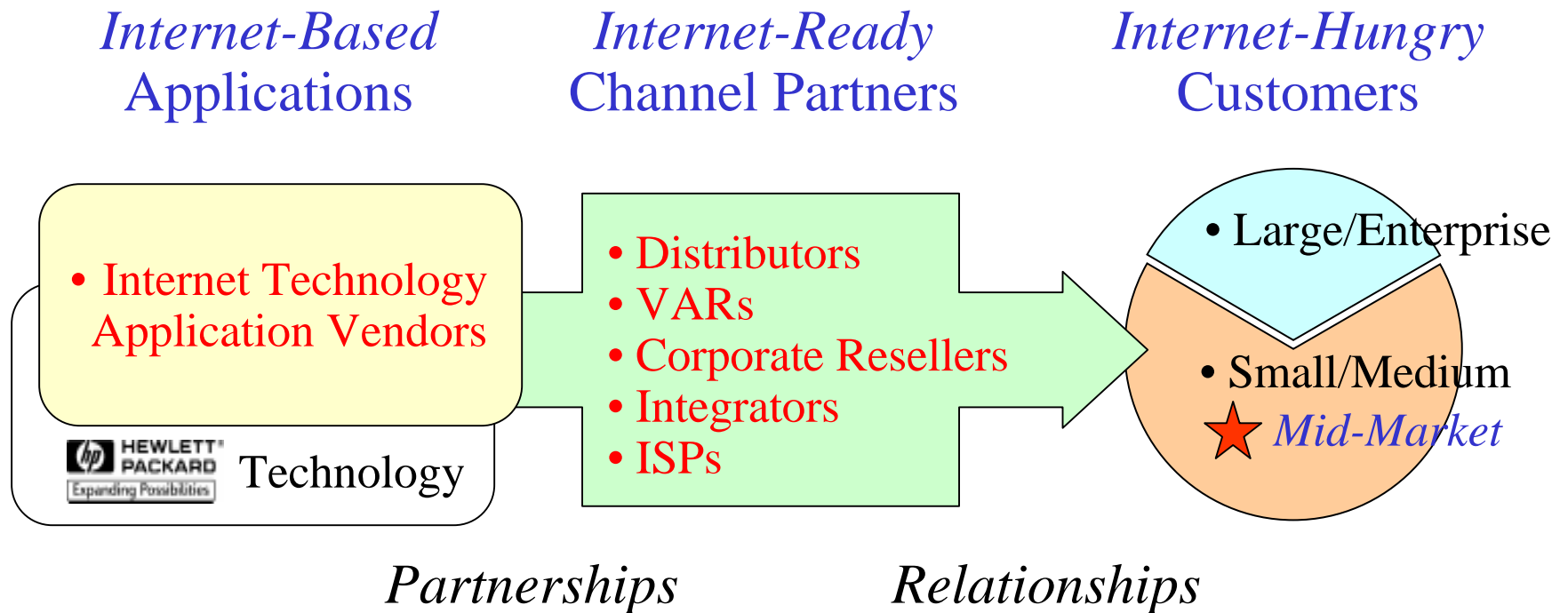
# Current Internet Challenges

## *Confusion, Complexity and Concern*

Customers	Application Vendors	Channel Partners
<ul style="list-style-type: none"><li>● Fear of “being <u>left behind</u>”</li><li>● Confused by the number of Internet business <u>applications</u></li><li>● Overwhelmed by complexity and cost of <u>implementation</u></li></ul>	<ul style="list-style-type: none"><li>● Fear of “getting lost in the <u>crowd</u>”</li><li>● Concerned about <u>distribution</u> strategy beyond direct sales</li><li>● Require <u>validation</u> to gain new investment and attract talent</li></ul>	<ul style="list-style-type: none"><li>● Fear of “<u>dis-intermediation</u>”</li><li>● Concerned about the lack of Internet <u>skills</u> and <u>experience</u></li><li>● Require new <u>revenue</u> streams to offset lower hardware margins</li></ul>

# E-Solutions through the Channel

## *Building a Model for the Next Generation*



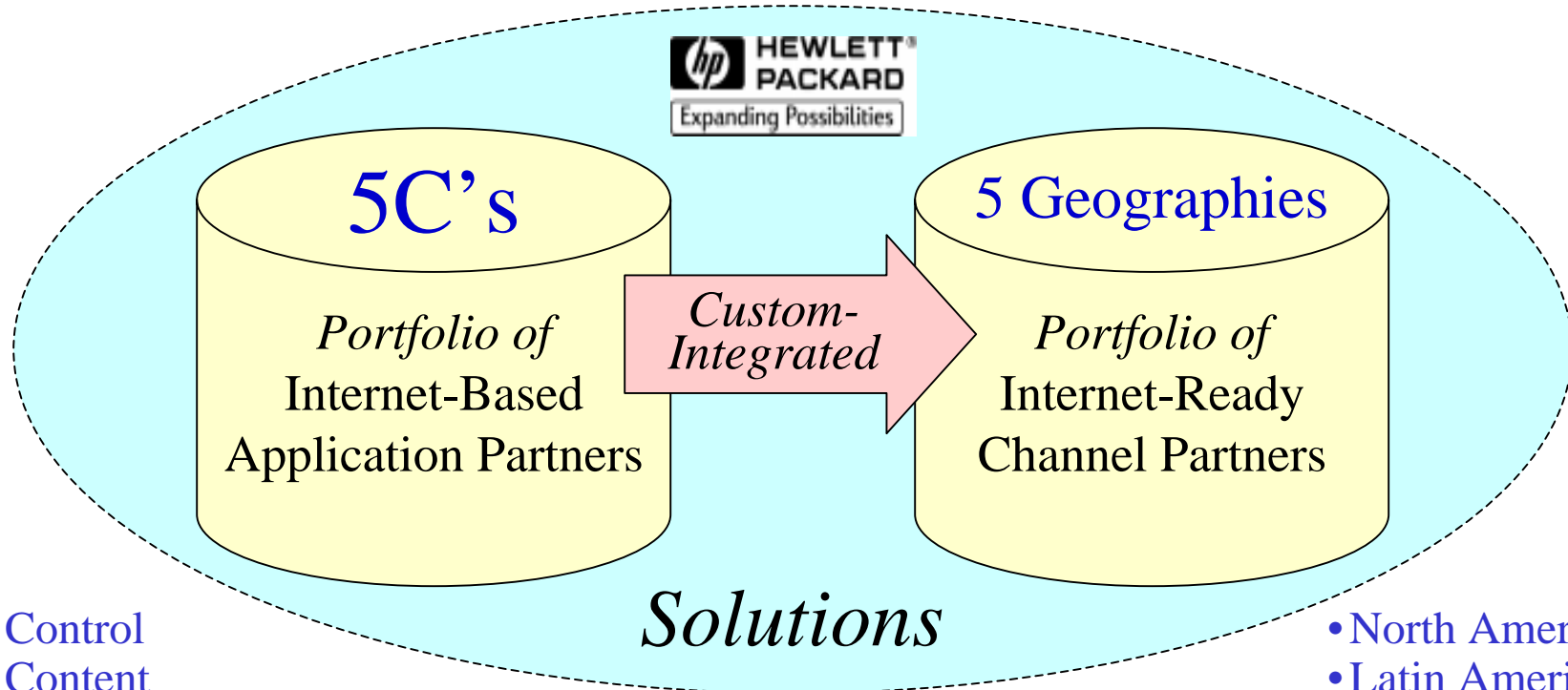
# Covision Value Propositions

## *A Portal to Internet Solutions*

Application Vendors	Channel Partners	Our Customers
<ul style="list-style-type: none"><li>● <i>Portal</i> to the number-one rated <u>channel</u> sales program in the industry</li><li>● Co-marketing with a <u>brand name</u> that is highly-regarded and visible worldwide</li></ul>	<ul style="list-style-type: none"><li>● <i>Portal</i> to a hand-picked portfolio of leading Internet <u>application</u> vendors</li><li>● Generating new Internet value-added sales and <u>consulting</u> opportunities</li></ul>	<ul style="list-style-type: none"><li>● <i>Portal</i> to Internet <u>solutions</u> integrating applications, sales, support and services</li><li>● Solving current business <u>needs</u> and taking advantage of future <u>opportunities</u></li></ul>

# Integrated E-Solutions for Business

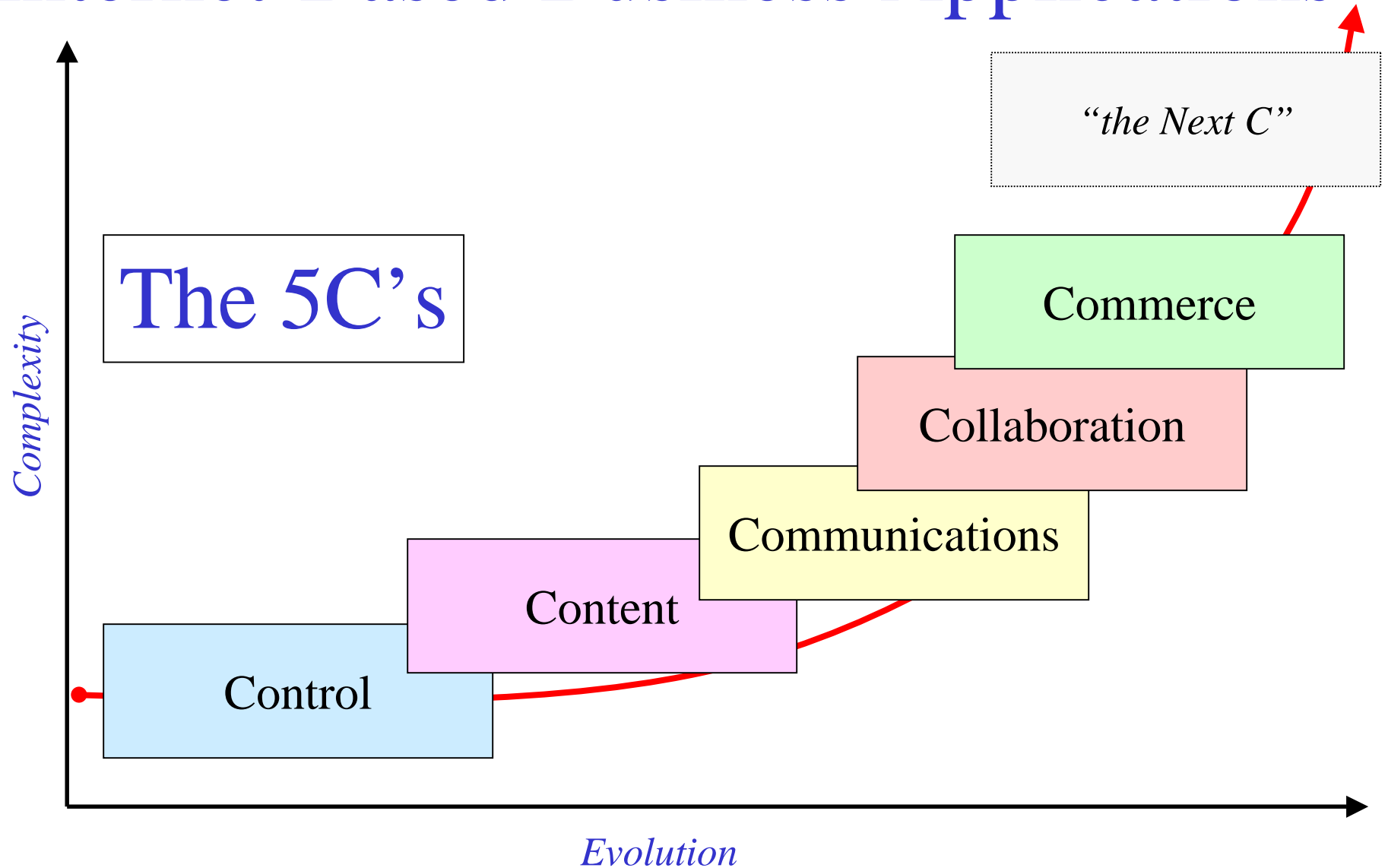
## *Mapping Applications to Channel Partners*



- Control
- Content
- Communications
- Collaboration
- Commerce

- North America
- Latin America
- Europe
- Asia-Pacific
- Japan

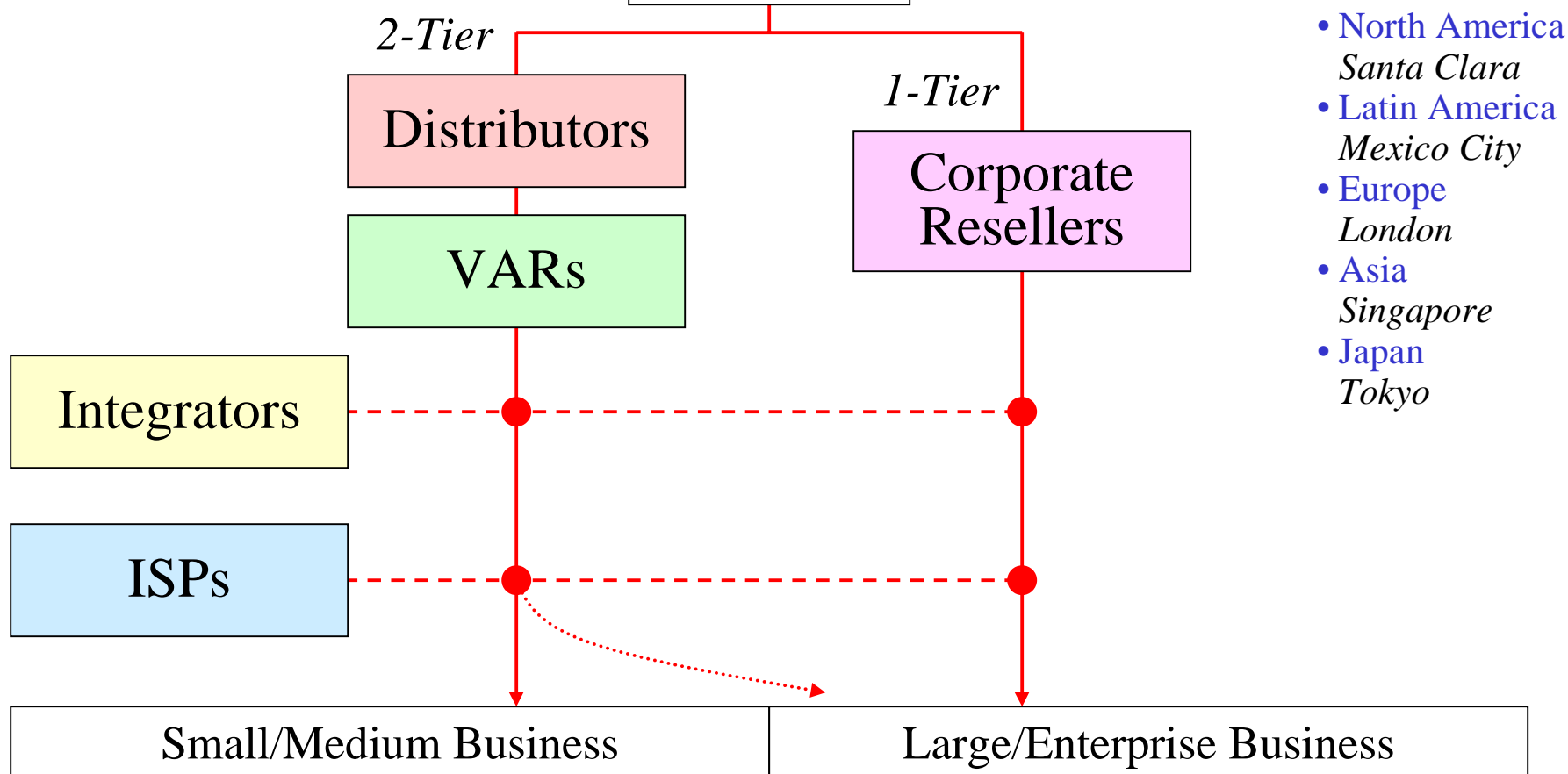
# Internet-Based Business Applications



# Internet-Ready Channel Partners



5 Geographies

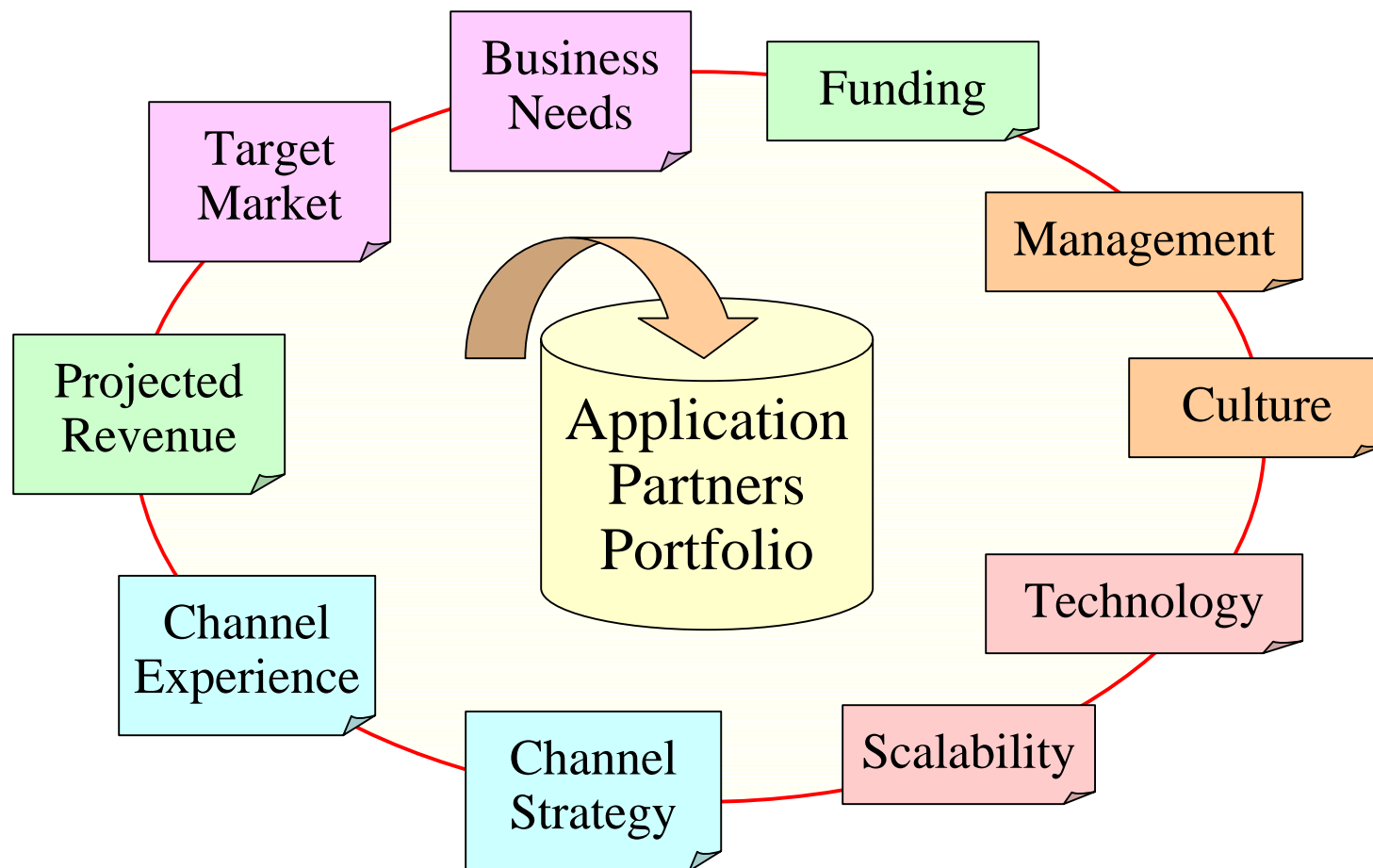


*Integrated E-Solutions for Business*



# Application Partner Evaluation

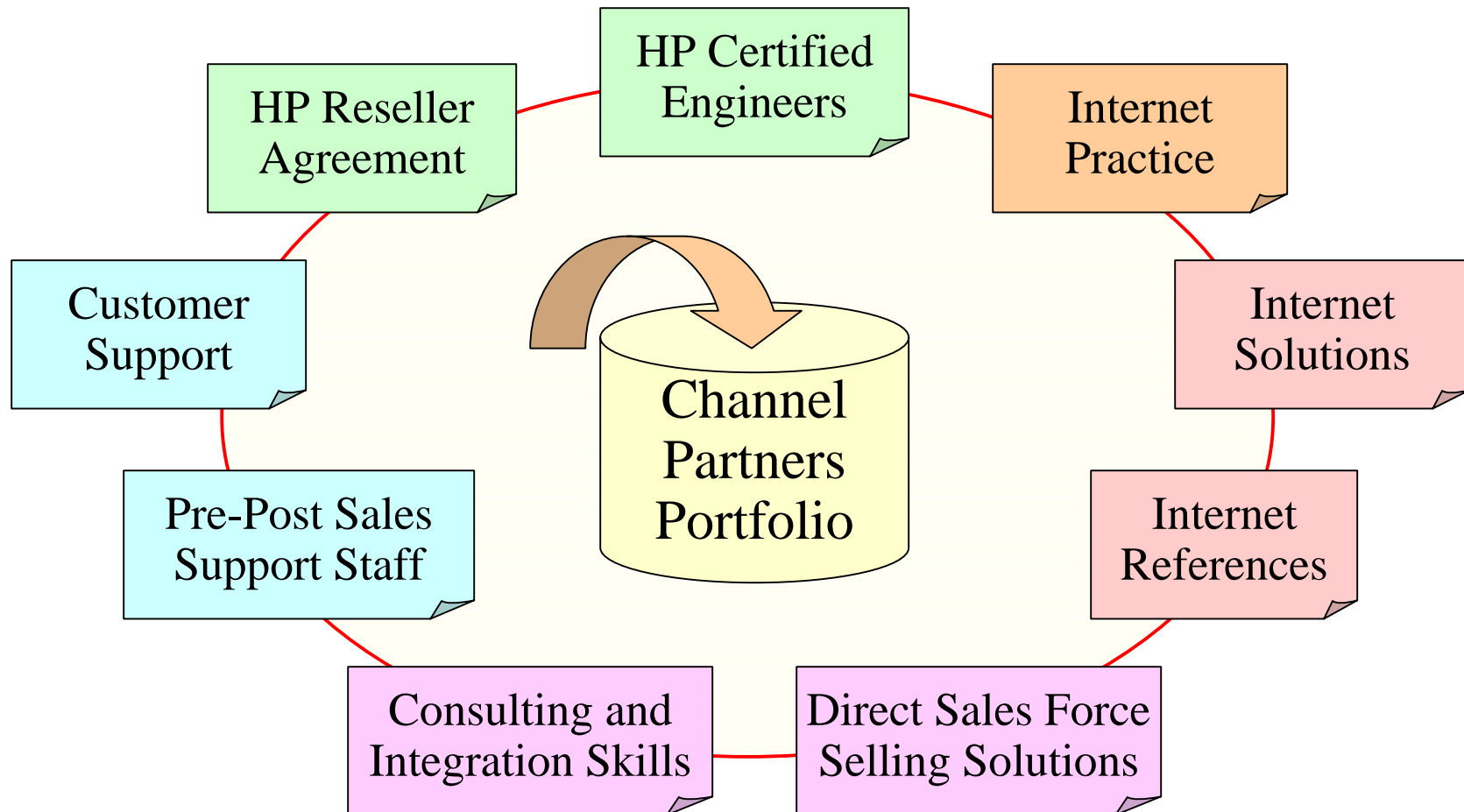
## *Building Internet Technology Leadership*





# Channel Partner Evaluation

*Building Internet Solutions Expertise in the Channel*





# Covision Internet Solutions

*Building a Model for the Next Generation*

The Internet	Our Channel	Our Customers
<ul style="list-style-type: none"><li>• Promoting the best <u>Internet technology</u> through partnerships with leading application vendors</li><li>• Leveraging the strengths of HP's Internet technology leadership through out the world</li></ul>	<ul style="list-style-type: none"><li>• Delivering a portfolio of leading <u>Internet applications</u> and <u>technologies</u> to the channel</li><li>• Empowering the channel to <u>sell</u>, <u>support</u> and provide <u>consulting</u> for Internet solutions</li></ul>	<ul style="list-style-type: none"><li>• Providing end-to-end <u>Internet solutions</u> integrating applications with sales, support and services</li><li>• Allowing companies of all sizes to <u>take advantage</u> of complex Internet applications and technologies</li></ul>