Imaging and Printing Group

Vyomesh Joshi
**Executive Vice President**
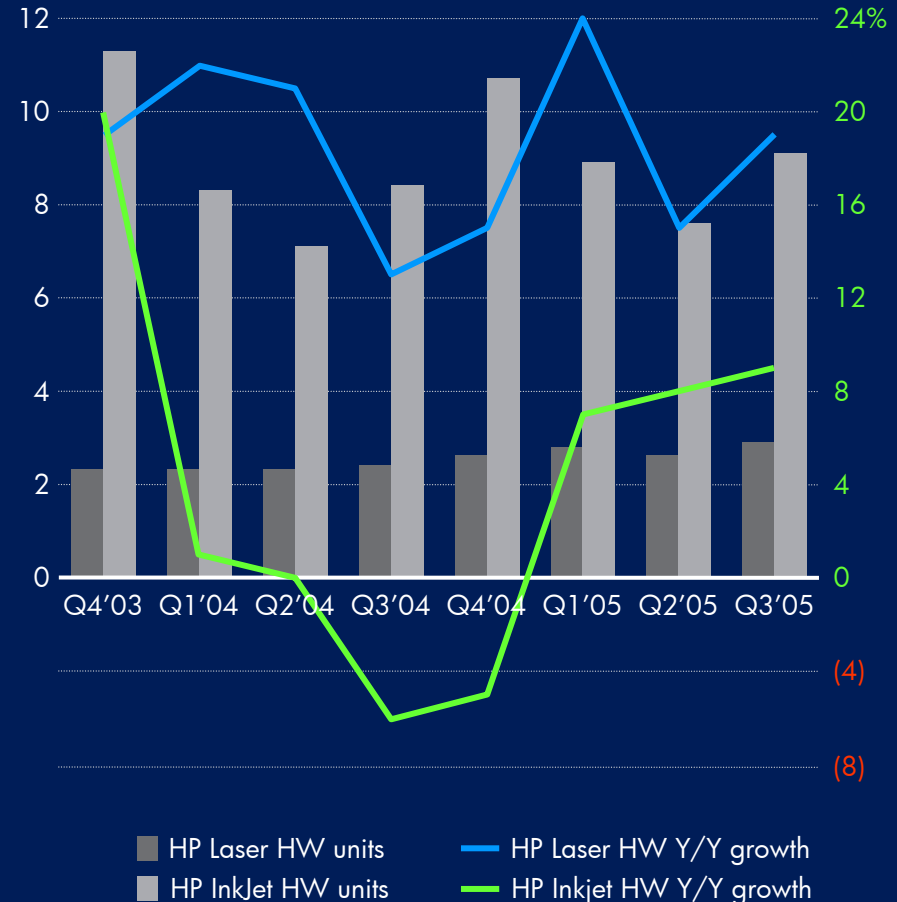**Imaging and Printing Group**

Forward-looking statements

These materials contain forward-looking statements that involve risks, uncertainties and assumptions. If the risks or uncertainties ever materialize or the assumptions prove incorrect, the results of HP may differ materially from those expressed or implied by such forward-looking statements and assumptions. All statements other than statements of historical fact are statements that could be deemed forward-looking statements, including but not limited to any projections of revenue, margins, expenses, charges, earnings or other financial items; any statements of the plans, strategies, and objectives of management for future operations, including execution of any restructuring plans; any statements concerning the expected development, performance or market share relating to products or services; any statements of expectation or belief; and any statements of assumptions underlying any of the foregoing. Risks, uncertainties and assumptions include macroeconomic and geopolitical trends and events; execution and performance of contracts by suppliers, customers and partners; employee management issues; the challenge of managing asset levels, including inventory; the difficulty of aligning expense levels with revenue changes; assumptions related to pension and other post-retirement costs; expectations and assumptions relating to the execution and timing of workforce restructuring programs; and other risks that are described from time to time in HP's Securities and Exchange Commission reports, including but not limited to the risks described in HP's Annual Report on Form 10-K for the fiscal year ended October 31, 2005 and other reports filed after that report. The financial information relating to HP's fiscal quarter ended January 31, 2006 set forth in this release are estimates based on information available at this time. While HP believes these estimates to be meaningful, these amounts could differ materially from the actual reported amounts in HP's Quarterly Report on Form 10-Q to be filed for the fiscal quarter ended January 31, 2006. In particular, determining HP's actual tax balances and provisions as of January 31, 2006 and for the fiscal quarter then ended requires extensive internal and external review of tax data (including consolidating and reviewing the tax provisions of numerous domestic and foreign entities), which is being completed in the ordinary course of preparing HP's Form 10-Q. HP assumes no obligation and does not intend to update these forward-looking statements.

IPG progress report

Worldwide total HW printer market share

Legend:
- Canon
- Dell
- Epson
- HP
- Lexmark
- HP Laser HW
- HP InkJet HW

IPG units and growth
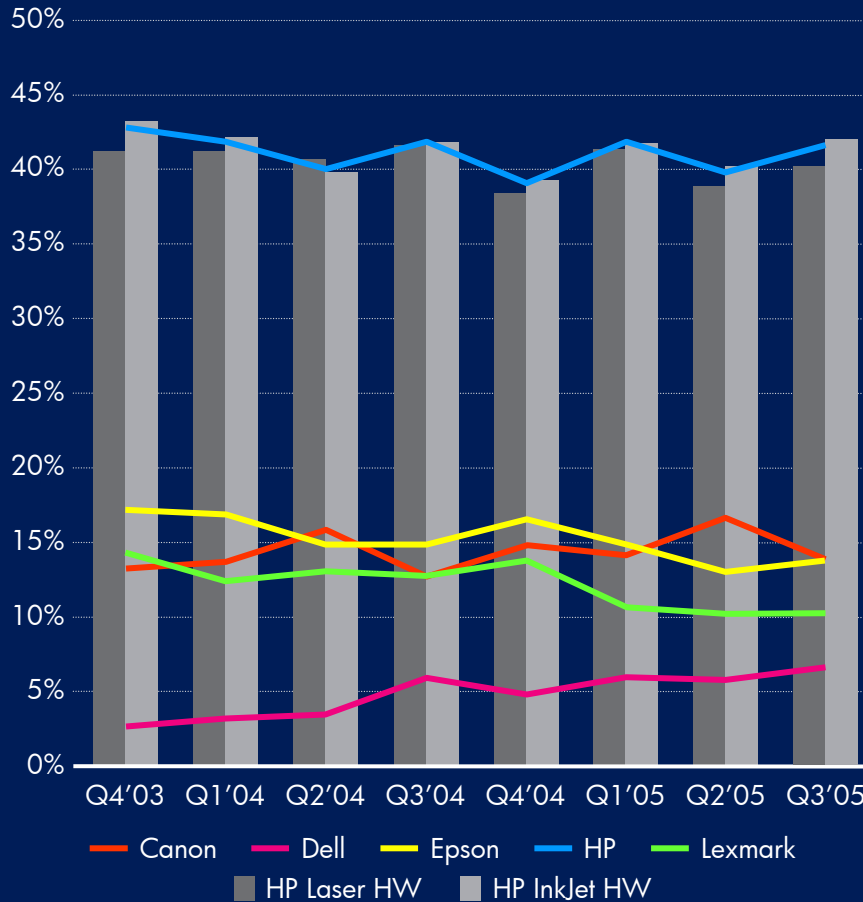
Legend:
- HP Laser HW units
- HP InkJet HW units
- HP Laser HW Y/Y growth
- HP Inkjet HW Y/Y growth
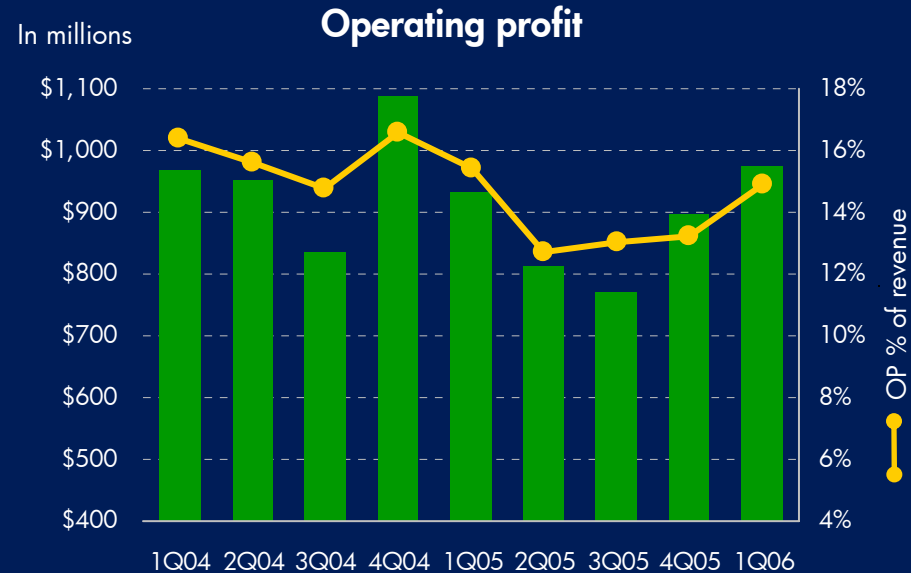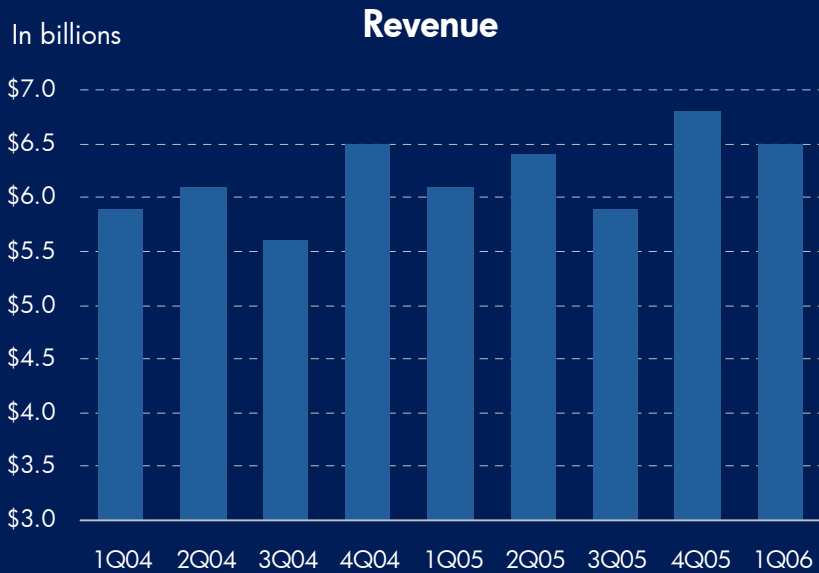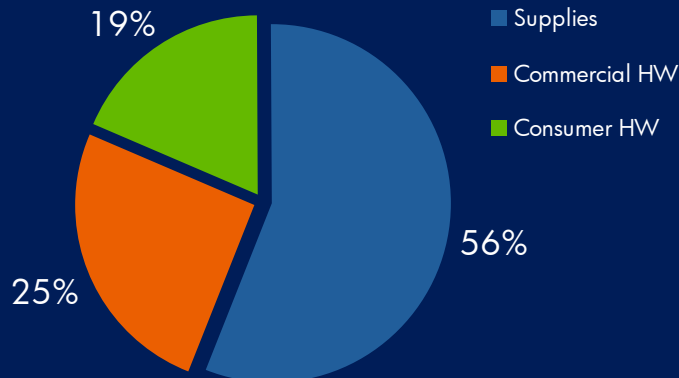
Source: IDC WW Quarterly Hardcopy Peripherals Tracker, Q3/05

Imaging and Printing Group (IPG)

Revenue

In billions

Operating profit

In millions

OP % of revenue

Q1 FY06 revenue by business

- Supplies
- Commercial HW
- Consumer HW

56%
25%
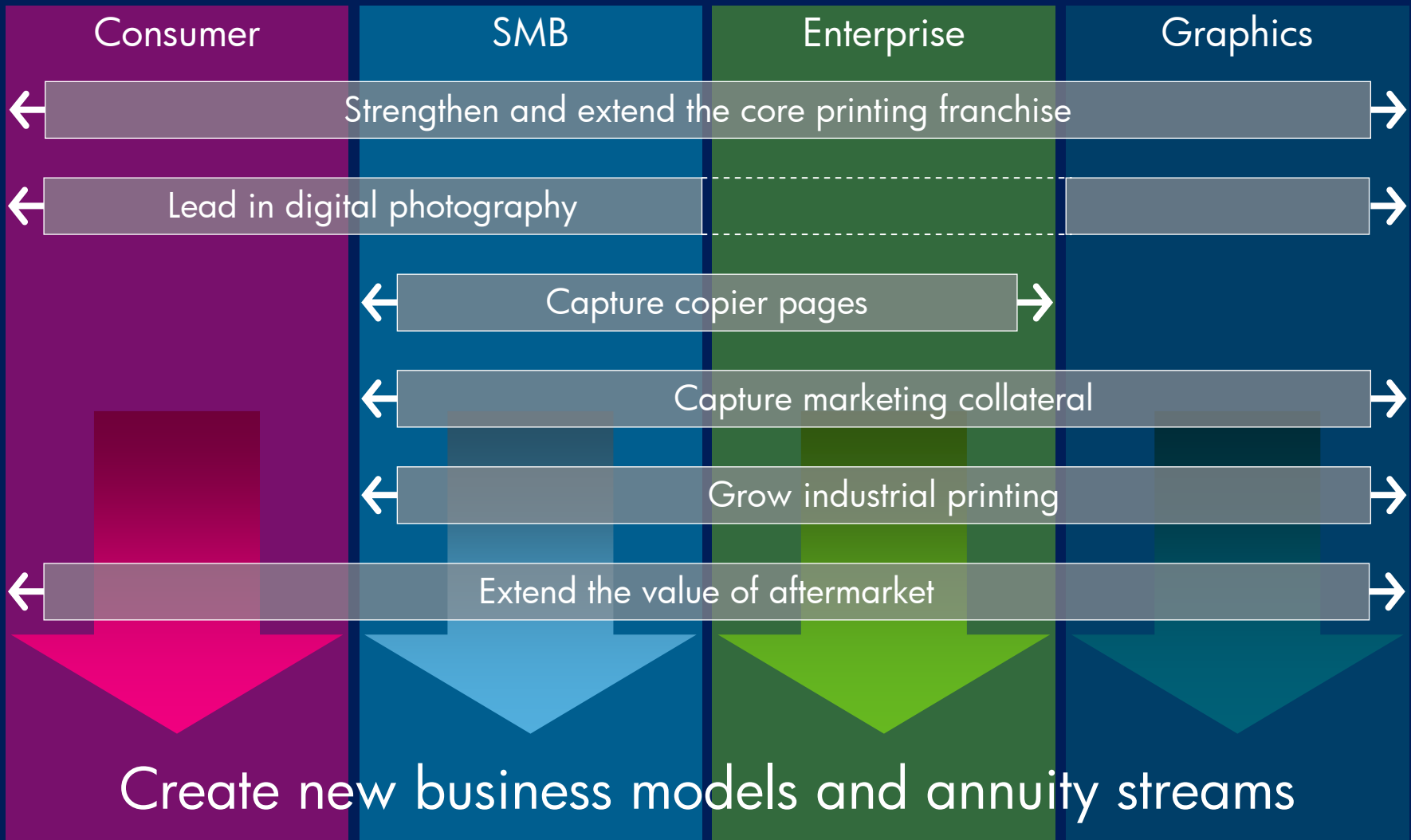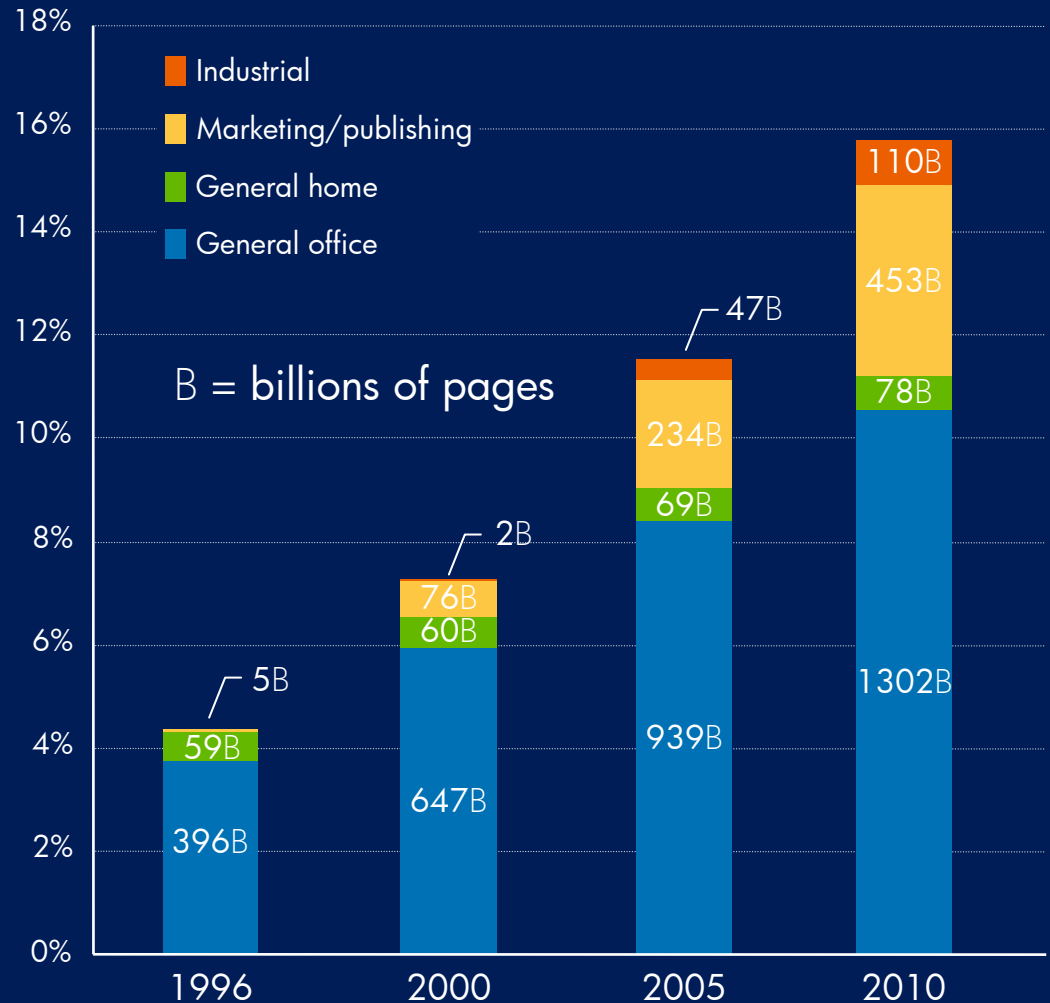19%

- IPG revenue of $6.5B; up 8% Y/Y
- Operating profit of $973M; 14.9% of revenue
- Total printer hardware units up 12% Y/Y
- Consumer printer hardware units grew 10% Y/Y
- Commercial printer hardware units up 18% Y/Y
- Color LaserJet units up 36% Y/Y
- Printer-based MFPs units up 40% Y/Y
- Indigo digital press page volume up 43% Y/Y
- Supplies revenue grew 11% Y/Y

IPG growth strategies

Consumer	SMB	Enterprise	Graphics

← Strengthen and extend the core printing franchise →

← Lead in digital photography →

← Capture copier pages →

← Capture marketing collateral →

← Grow industrial printing →

← Extend the value of aftermarket →

Create new business models and annuity streams

Transforming analog to digital opportunities

Digital printing
12%

2005
11 trillion pages

Digital printing
17%

2010
12 trillion pages

- ■ Industrial
- ■ Marketing/publishing
- ■ General home
- ■ General office

B = billions of pages

	1996	2000	2005	2010
Industrial	5B	2B	47B	110B
Marketing/publishing		76B	234B	453B
General home	59B	60B	69B	78B
General office	396B	647B	939B	1302B

6
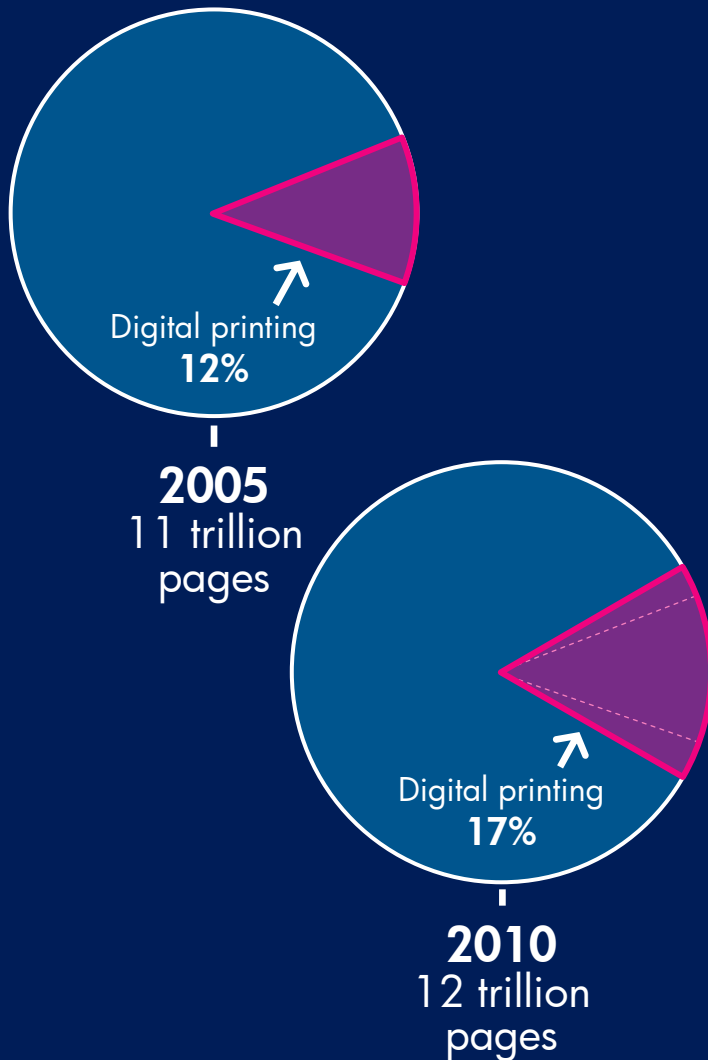
Tremendous opportunity!
Shift from analog to digital

hp invent

2005
Saved and shared images
140B

2008
Saved and shared images
280B

2010
Saved and shared images
330B

Consumer decision process
33B **prints** *

Consumer decision process
67B **prints** *

Consumer decision process
80B **prints** *
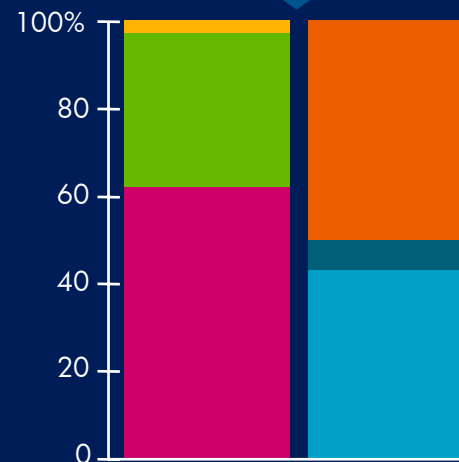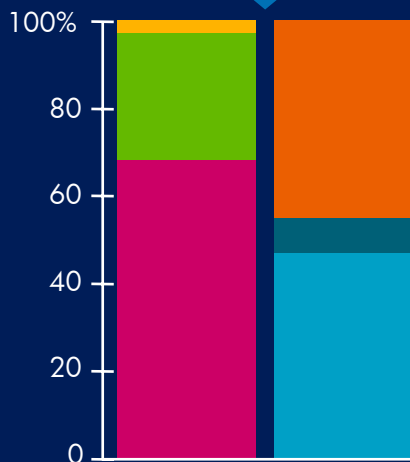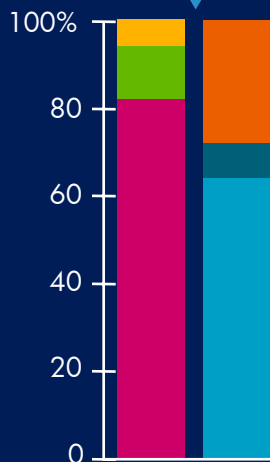
Capture choice

Print choice

- Digital still camera
- Camera phone
- Other
- Home
- Mail Order
- Retail

Source: HP Digital Prints Forecast, 2H2005, 09/05   ***Note:** Data in calendar years. Home prints are on photo paper and non-photo paper

Digital photography is now mainstream

Home

Retail

THE INTERNET

ONLINE

snapfish

Manage • Find • Share • Security

HP Scalable Printing technology

Momentum continues

Scalable architecture for performance printing

Home photo printing	SMB	Enterprise	Retail application	Graphic arts	Industrial printing

Photosmart 8250

Photosmart 3310 AiO

Officejet Pro K550

Photosmart Express Station

Photosmart Pro B9180

Blazing speeds with new printheads

Advanced new SPT printing systems	
Printing solutions designed together, printer, ink, printhead and paper	HP's electrosteric encapsulation technology (EET)
New pigment colorants	Customer benefit: Excellent gloss uniformity, reliable and consistent printing
Photosmart Pro B9180	**HP Photosmart Express Station**
Fast, professional photos with image quality lasting 200+ years*	High quality, fast photos in retail
2,112 nozzles per printhead	10,560 nozzles per printhead
Up to 400 million drops per second from 4 printheads	~1 billion drops per second from 3 printheads
2 colors per printhead	2 colors per printhead
4 scanning printheads, designed to last the life of the printer	Wide printhead design remains stationary as photo paper advances and inks shoots onto the page

M Y

lm lc

pK lg

mK C

M Y

lm lc

pK mg
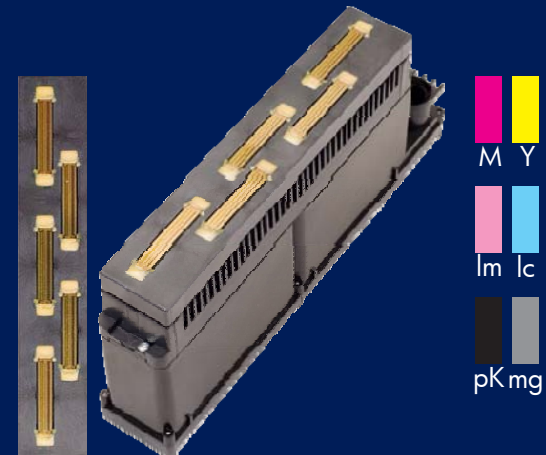
*Based on preliminary display permanence testing under glass by Wilhelm Imaging Research using HP Advanced Photo Paper and HP Matte Photo Paper; similar display permanence with additional HP-recommended papers.

HP Photosmart Pro B9180

Professional image quality…every time!

- Quality
  - Professional, gallery and studio quality photos lasting 200+ years on a variety of fine art and photo papers*
- Durability
  - Water resistant on a variety of papers
  - Waterproof with HP Advanced Photo Paper*
- Performance
  - Up to 2x faster than competitive offering
  - Fast 13" X 19" color prints in 90 seconds (fastest mode)
  - Fast 4" X 6" photos in 10 seconds (fastest mode)

*Photo draft mode

Introducing HP into retail!
HP Photosmart Express station

- Innovation helps solve roadblocks
  - Industry's most advanced standalone self-serve ink-based photo kiosk
  - 4X6 photos in 5 seconds (700 per hour)*
  - Photos have longest lifetime—50+ years

- Help drive profits for retailers
  - Up to 40% more productive
  - 10 times supplies capacity
  - 6 times more space efficient

- Unleash storytelling instantly!

*Approximate

Introducing the HP Photosmart Studio
Driving new revenue for photo retailers

- New revenue streams and profit pools for retailers
  - Up to 50% more incremental revenue
  - First solution to create personalized, creative products in store
  - Completely configurable and scalable
  - Networked
  - Simple to operate

- HP innovation drives ease of use
  - Hundreds of photos laid out in minutes
  - Retailer one-hour service

- Simplicity returns!

Imaging and Printing Group

Larry Lesley
Imaging and Printing Group
Senior Vice President

Market dynamics
$35B photo industry in transformation

Worldwide Photo Prints 2000-2013 (Film + Digital)

- 2% CAGR '05-'08
- 0% CAGR '09-'13
- Total Prints (film + digital)
- Digital prints
- 26% CAGR '05-'08
- 4% CAGR '09-'13
- Film prints
- -16% CAGR '05-'08
- -11% CAGR '09-'13
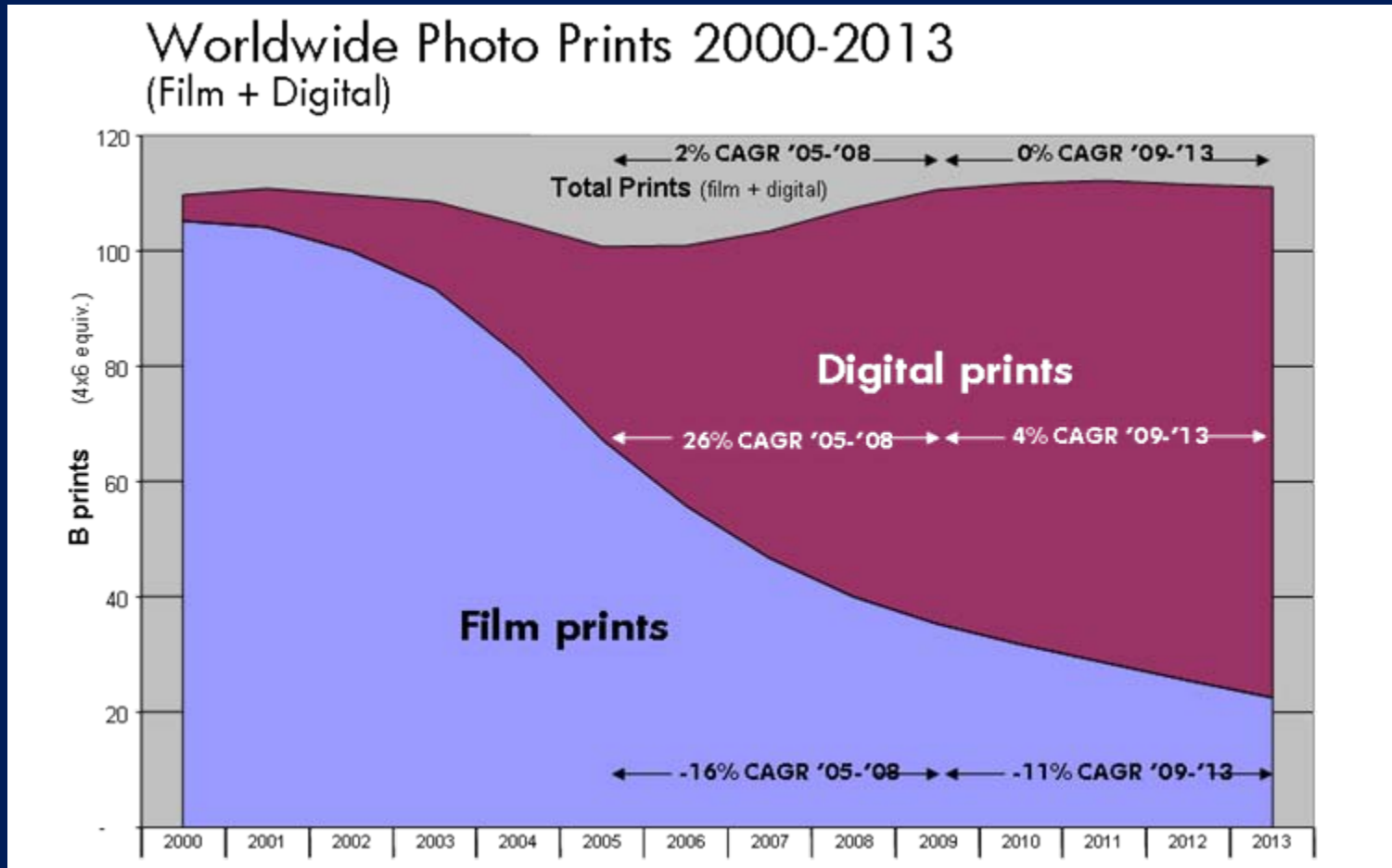
Source: HP DPF Aug '05; PFN Aug '05

HP leads across the market

Home	Online	Retail
Easy and powerful	**snapfish**	**Convenient options**

Home — Easy and powerful

- #1 worldwide in home photo printers
- Invented snapshot printer category
- Award-winning digital cameras

Online

- 22M users, 800M photos
- Presence in 13 countries
- 800+TB storage
- Fastest growing of major online services
- 90+ photo gifts and merchandise
- 30 Co-branded and partner sites

Retail — Convenient options

- Value and volume
- New and traditional large photo retailers
- Business efficiency

Why consumers print

At home, retail and online
Consumers will continue to utilize different printing methods depending on need

Home	Retail	Online
Make prints quickly (74%)	When printing digital photos in large sizes (76%)	To access/print images that friends/family have posted
When adding photos to a creative project (64%)	To print large quantities of photos (>10 photos) (70%)	To print large quantities of photos (>10 photos)
To print small quantities of photos (<10 photos) (65%)	Desire high quality prints that will last for many years (68%)	Desire an economical way to print large quantities (e.g., Snapfish $.12/print)
To share with friends and family (57%)	Important photos such as family gatherings, children (59%)	Desire professional prints
	To print my vacation photos (52%)	To have photo gifts they can't print at home (e.g., mug)
		Have time to wait for prints

HP Snapfish research Spring '05

HP Photosmart Express station

- Unparalleled retail photo offering, featuring:
  - Ease of use; Speed; Quality; Cost; Reliability
- Industry's first true standalone self-serve photo kiosk
  - Estimated 10 times longer print head life than typical dye-sub printers (~365,000 prints vs ~20,000-40,000 prints)
  - Estimated 4 to 10 times greater supplies capacity than most dye-sub printers (3,300 prints vs. ~350-750 prints)
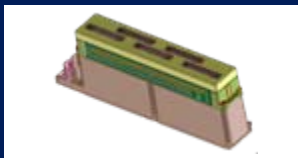
- 5 second 4x6 prints
- >700 prints/hour

- 3,300 sheet capacity

- Silver-halide quality
- Waterfast prints

Wireless Networking
Wireless LAN (802.11)
3G Broadband Cellular
3G Cellular

Backlit Merchandising Banner

17" Touch Screen
Simple user interface

Media Module
Comprehensive. Accepts all popular digital media inputs

Payment Module
CREDIT CARD | DEBIT CARD | STORED VALUE CARD | CHIP & PIN

IR Barcode Scanner
Coupons, job tickets, loyalty cards, etc.

Envelope Stack

High Speed CD Burner
100+ CD Stack

Fast 4x6 Printer
4x6 prints in 5 seconds

Wired Networking
Phone Line
Ethernet

HP Photosmart Studio

Superior experiences for consumers and new profit pools for retailers

Consumer order stations	Behind the counter solution	HP software	HP printing technology	Great photo products
		Fast and easy customer experience + automated product design and printing = consumer orders <10 minutes and retailer completes order <1 hour	= Industry best printing systems HP Photosmart Creative Printer HP Photosmart Poster Printer HP Photosmart Express engine Disc burner and labeling system Flexible configuration	= New profit pools for retailers and high value products for consumers
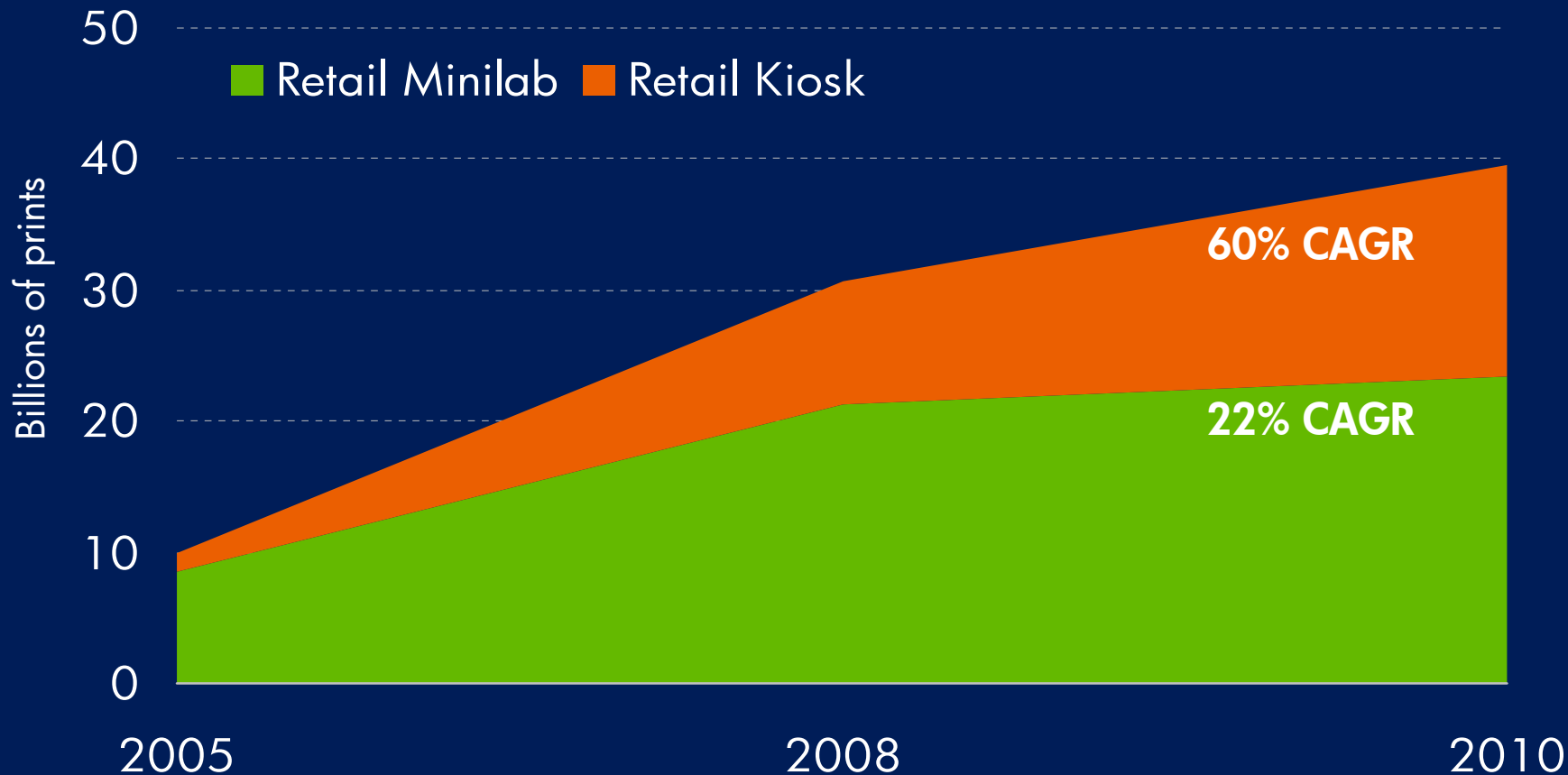
Flexible offerings to retailer

Sold or leased	HP placed – revenue sharing
• Machine purchased/leased by retailer	• HP owned, operated, fulfilled, promoted
• Consumables purchased by retailer	• Retailer receives revenue share; machine and supplies not purchased by retailer
• Support contract purchased by retailer: – 800# call center service – 24X7 remote monitoring service – 24-hour response onsite labor – Failed parts replacement	• Support provided by HP – no cost to retailer: – 800# call center service – 24X7 remote monitoring service – 24-hour response onsite labor – Failed parts replacement
• Payment at Kiosk enabled	• Payment at Kiosk enabled

Digital photography is now mainstream

Home

THE INTERNET

snapfish

ONLINE

Retail

Photosmart Studio

keepsakes—fast!

Touch the screen to begin

Manage • Find • Share • Security

HP digital photography leadership at PMA

- Entrance into retail photo printing market

- Expanded portfolio for professional and advanced amateur photographers

- 7 new cameras for Spring '06

- 2 DIMA Innovative Digital Product Awards

Supplemental slides

Technology & Innovation

HP's comprehensive digital portfolio

IPG business	Core technologies
Ink systems and scalable printing systems	Thermal inkjet
LaserJet and MFPs	Dry EP
Designjet large format	Thermal inkjet Piezo inkjet (SIIT)
Indigo digital press	Liquid EP
Scitex Vision (ultra-wide format)	Piezo inkjet

Precision printhead design and manufacturing

- Scalable Printing Technology printhead:
  - Built **entirely** with a photolithographic process
  - Accurate multi-step engineering to build printhead with sub micron precision
  - Enables breakthrough precision and platform scalability
- Breakthrough speeds and print quality to meet diverse customers needs

Nozzle

Chamber
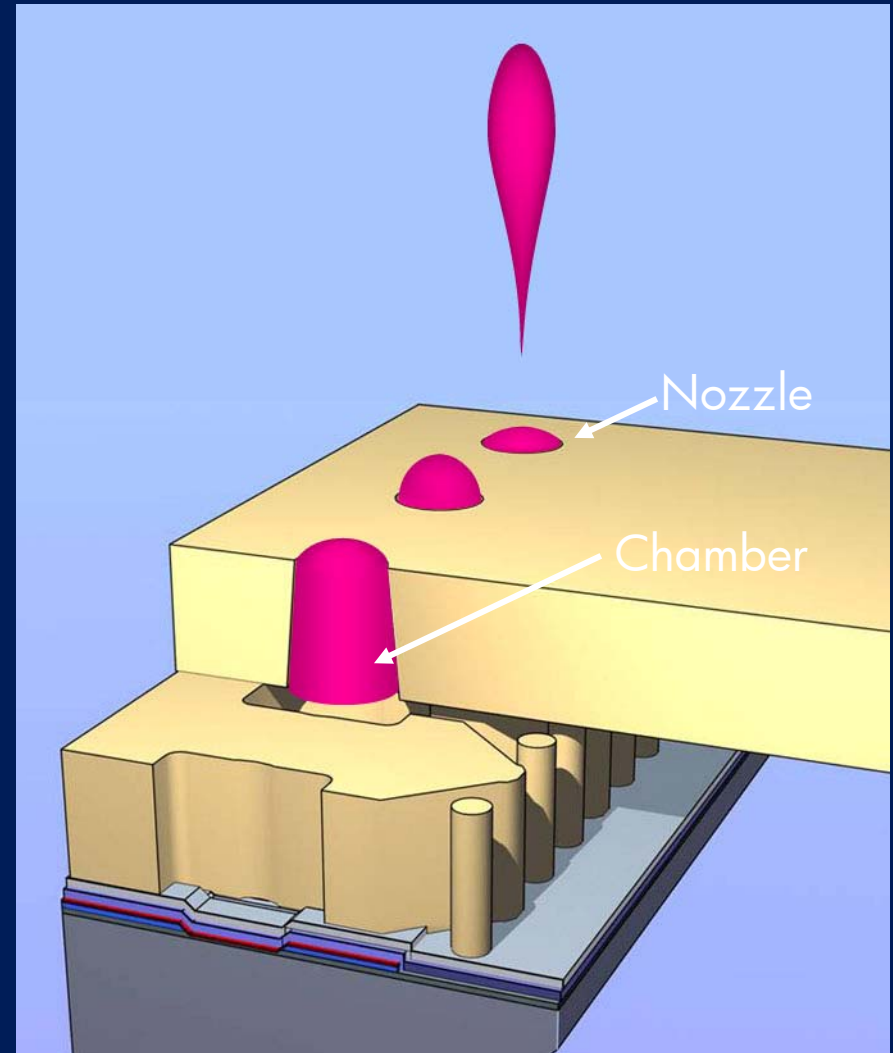
Accelerating printhead innovations

Moore's Law

HP inkjet performance has doubled every 18 months*

Express Station (retail) ▲
10,560 nozzles, 4.25" swath

K550, B9180 ▲
2,112 Nozzles, 0.875" swath

Photosmart 8250 ▲
3,900 nozzles, 0.54" swath

Scalable Printing Technology

Printhead drops per second**

1 billion
100 million
10 million
1 million
1 thousand

12 nozzles, glass chip, 1 color

1980   1985   1990   1995   2000   2005   2010   2015
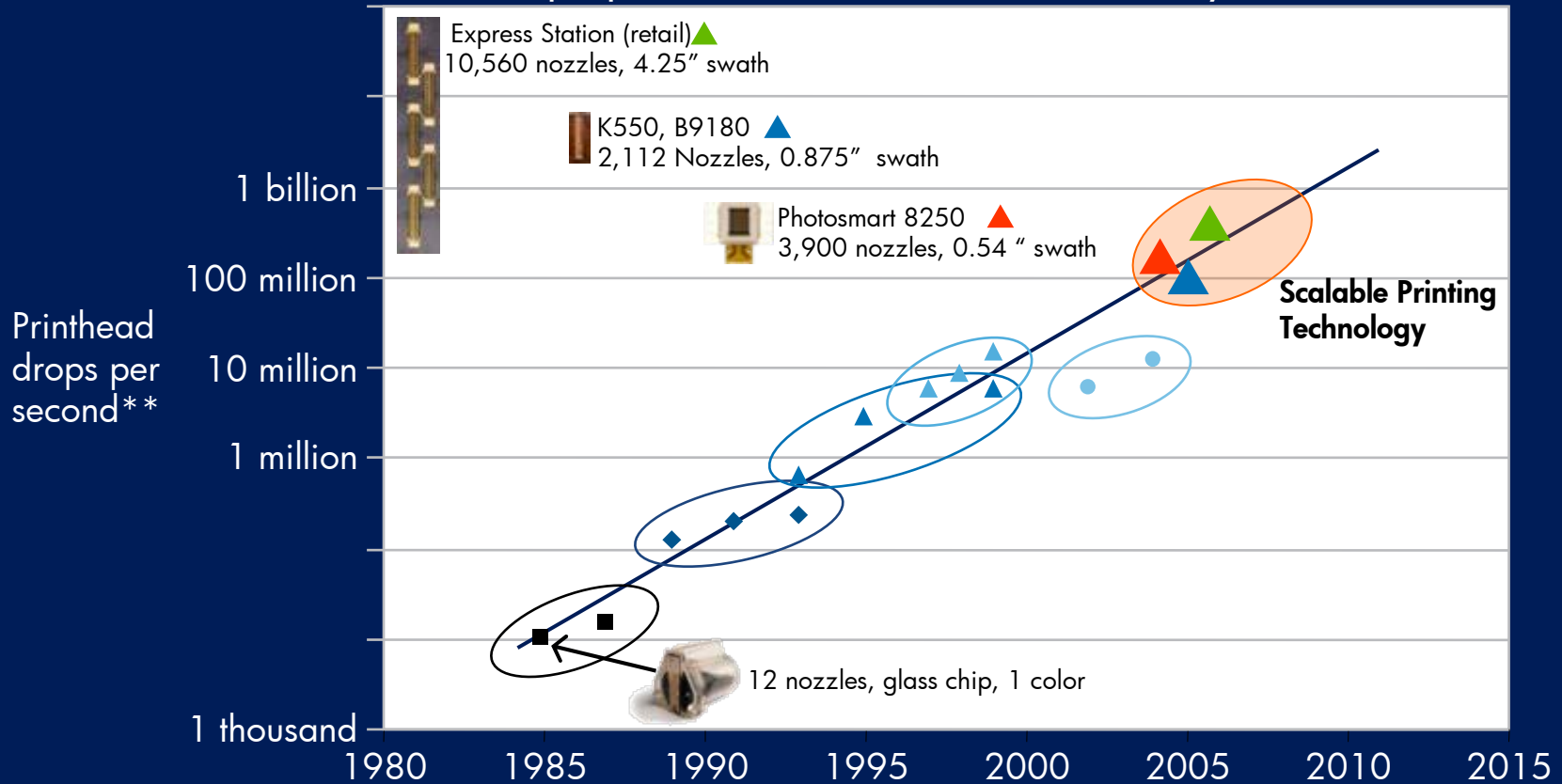
*Based on per printhead comparison
**Product of (drop rate) X (number of nozzles) on a single silicon chip.
   Used for comparison purposes, not necessarily achieved in practical print modes.

Research and Development investments

20+ years of ink innovation

● Dye-based ● Pigment-based

1989 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006

● First plain paper color dye inkjet printer **Deskjet 500C**

● First black pigment ink **Deskjet 1200C**

● First 6 dye-based ink dedicated **Photosmart printer**

● World's longest-lasting graphic prints UV pigment inks **HP Designjet**

First 8 dye-based ink desktop printer with gray ink **Photosmart 7960** ●

World's fastest desktop photo printer with 6 new dye-based HP Vivera inks **Photosmart 8250*** ●

First Photosmart Express Station ● with 6 new pigment inks

Longest-lasting color photos for professional ● photographers, 8 new pigment HP Vivera inks **Photosmart Pro B9180**

* Speed comparisons in default and fastest modes, when printing from Photosmart 8250, based upon HP internal testing of comparable consumer photo printing products available as of April 2005

Best in the industry!
Historic color photo fade resistance
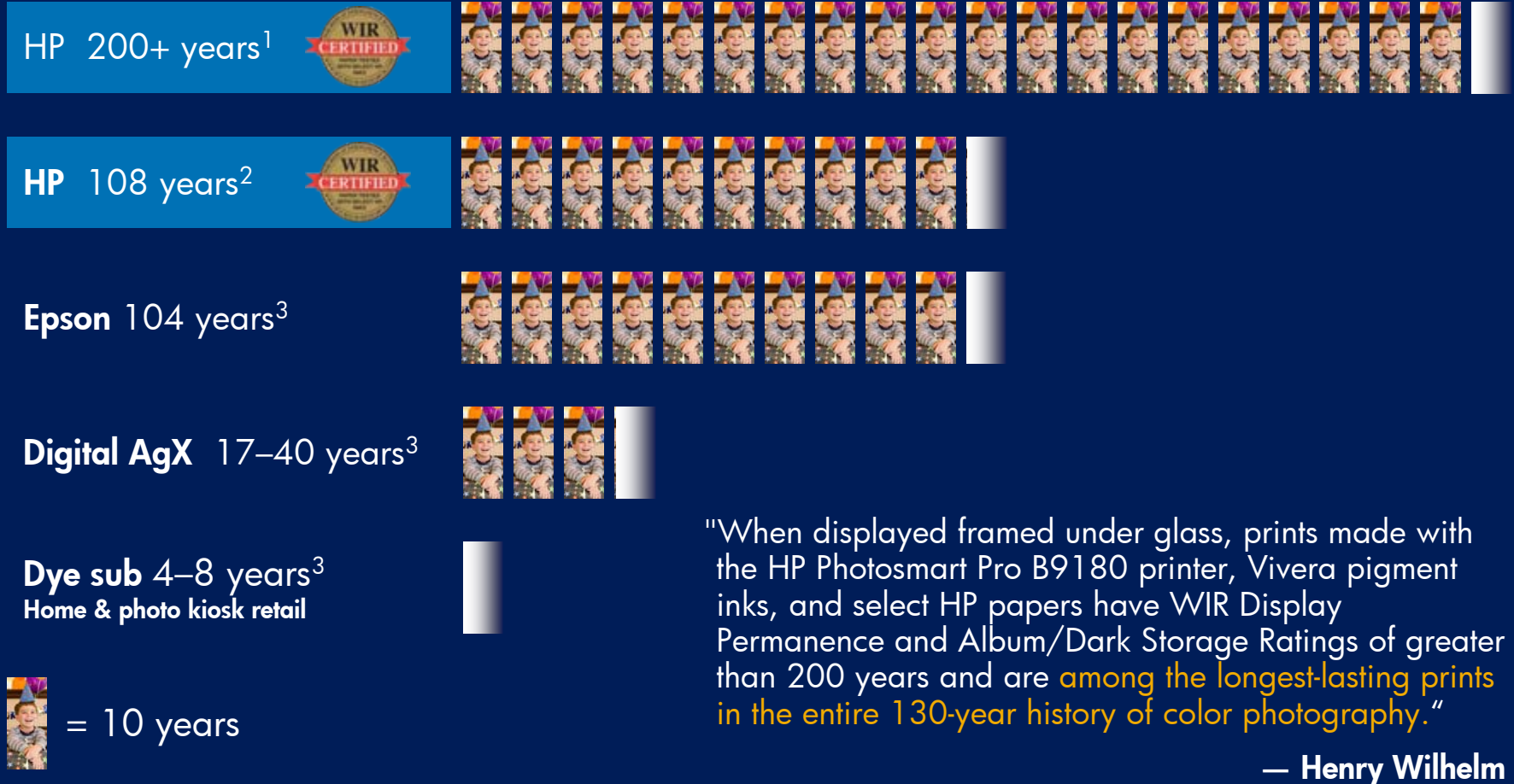
HP 200+ years[1]

HP 108 years[2]

Epson 104 years[3]

Digital AgX 17–40 years[3]

Dye sub 4–8 years[3]
Home & photo kiosk retail

= 10 years

"When displayed framed under glass, prints made with the HP Photosmart Pro B9180 printer, Vivera pigment inks, and select HP papers have WIR Display Permanence and Album/Dark Storage Ratings of greater than 200 years and are among the longest-lasting prints in the entire 130-year history of color photography."

— Henry Wilhelm

[1] HP Photosmart Pro B9180, HP 38 pigment inks, HP advanced photo paper
[2] Based on Wilhelm-Research.com light fade testing under glass using the HP 95 tri-color and HP 99 photo color inkjet print cartridge and HP Premium Plus Photo Papers. All comparisons made with recommended photo based glossy paper
[3] Source: Wilhelm-Research.com

Power of HP printing to diverse customers

- **HP dye-based printing system**
  - Proven performance to span across broad customer and market segments
  - Strengths
    - Strong versatile performance plain paper to photo
    - Exceptional image quality and permanence on select photo papers

- **HP pigment printing system**
  - Proven performance in large format graphics with expansion into growing customer segments
    - Retail, pro photo and graphic arts
  - Strengths
    - Offers best combination of exceptional image quality, durability and permanence across wide range of photo and specialty papers
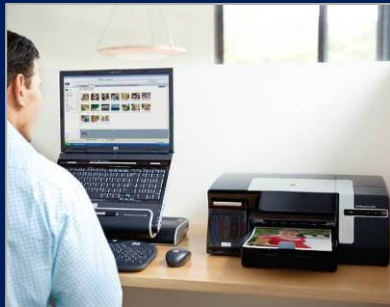
World's fastest desktop color business printer with the lowest cost per page

NEW

- Quality of a laser printer at half the price
  - Superior color and laser-like quality black text
  - Twice as fast as competitive color lasers
  - Water-resistant prints
- Easy-to-use

- Affordable
  - Lower total cost of ownership
  - Lower cost per page than laser
  - Network compatible

- HP Advanced Paper
  - Fast drying - less smearing
  - Superior water resistance
- HP Officejet Pro K550 (released in Fall)

Unmatched benefits for small businesses!

Supplemental slides

Graphics and imaging

Graphics market

$10B page value opportunity by 2008

Digital Press market

Revenue (in billions) — left axis: $2.5, 2, 1.5, 1, 0.5, 0

Market growth — right axis: 50%, 40%, 30%, 20%, 10%, 0%

CAGR 30%

Years: 2005, 2006, 2007, 2008

■ Market revenue — Market growth Y/Y

Large Format market

Revenue (in billions) — left axis: $10, 8, 6, 4, 2, 0

Market growth — right axis: 10%, 8%, 6%, 4%, 2%, 0%

CAGR 8%

Years: 2005, 2006, 2007, 2008

■ Market revenue — Market growth Y/Y
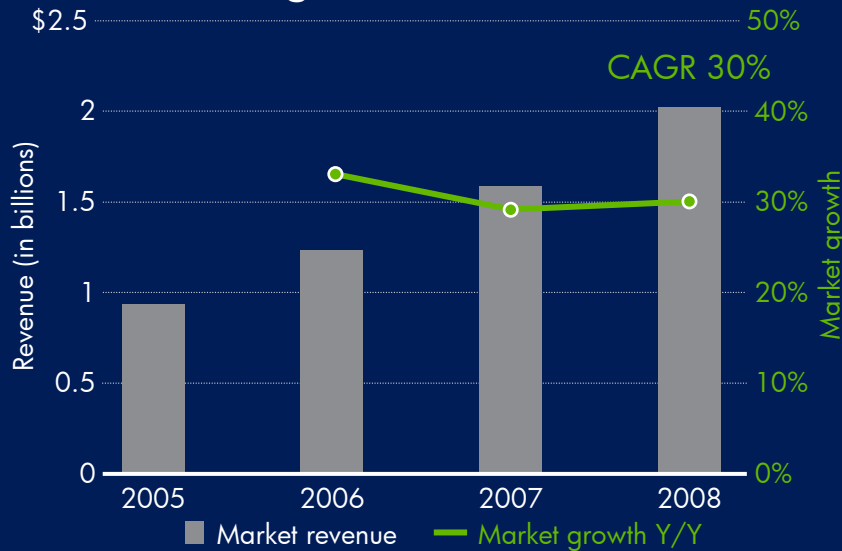
Indigo digital presses

Large format

Source: HP Internal

33

HP has the broadest technology and product portfolio to meet the GA customer business needs

- A one of a kind digital portfolio producing a broad range of applications
- Outstanding output quality across the portfolio
- A predictable, consistent experience
- A dependable partnership

Wheel labels:
- HP Designjet large format
- HP Specialty Printing Systems
- HP Scitex
- HP Indigo digital presses
- R & D for tomorrow
- Strategic Partners
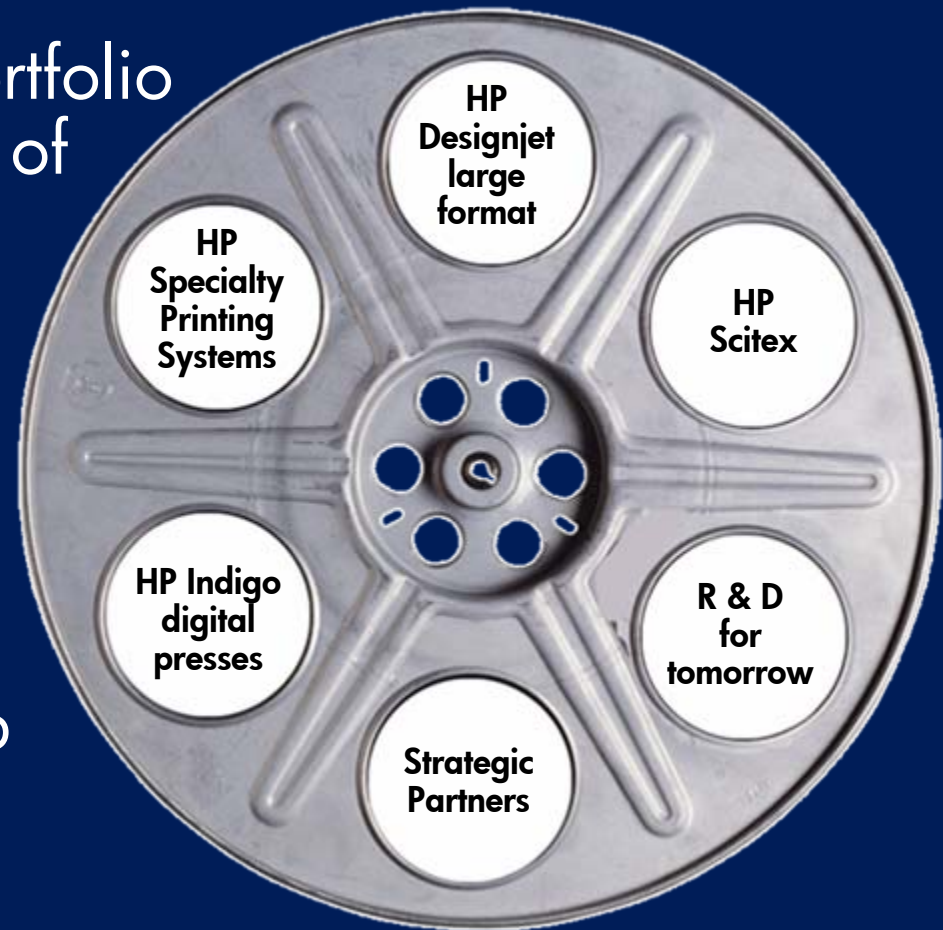
Create advantage

Build confidence

Drive growth and financial success

HP intent: Complete portfolio of large format solutions

Print volume (vertical axis)

- > 500 ft^2/hour — High volume
- < 500 ft^2/hour — Low volume

	Indoor	Outdoor
High volume		**HP Scitex** — Piezo • Solvent • Water Based • UV Curable
Low volume	**HP Designjet 5500 series** — TIJ • Water Based (Dye/Pigment)	**SIIT Strategic OEM Partnership** — Piezo • Low Solvent

$1.10 per ft^2 $0.60 per ft^2 $0.25 per ft^2

Ink and media cost per copy

High quality   Low cost
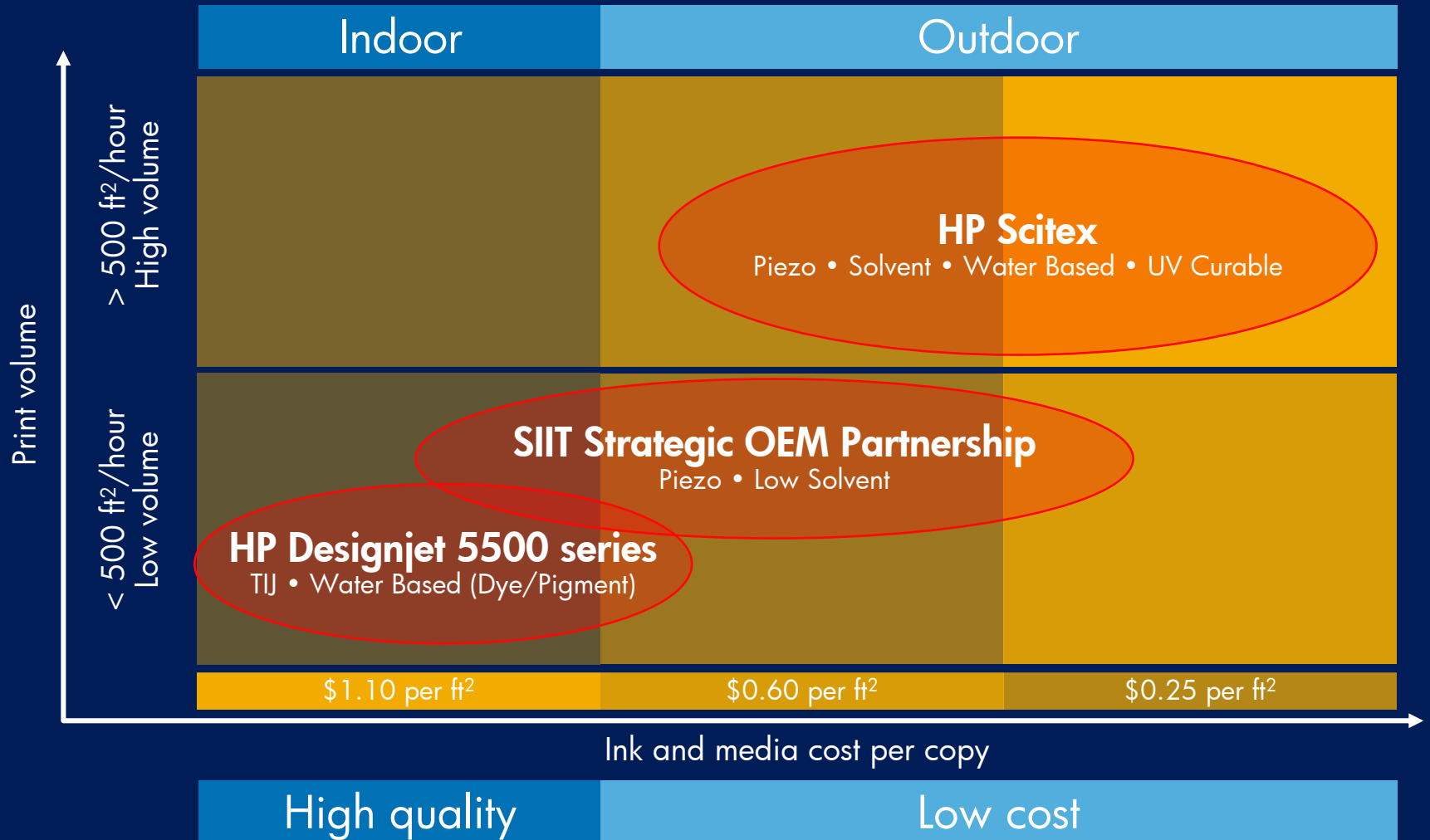
PSP market: Wide variety of applications

Indoor	Outdoor
Photo & DFA	Site post & panels
POP/POS	Billboards
Color Proofs	Vehicle wraps
Exhibits & displays	Building wraps
3D renders	Banners
Biz. Graphics	Window graphics
High quality	**Low cost**

Supplemental slides

Digital Photography

Higher uptime

Lower operations costs, consistent customer experience

HP Monitoring Center

- Print-head life 400K prints (~5 years)
- 24x7 monitoring & remote trouble shooting
- Front access modular design for quick repair
- System-wide metrics reporting capability

• 24x7 Remote Monitoring

ISP Network

Action
- Remote Troubleshooting
- S/W Upgrades

Alerts
- Media Status
- Kiosk Health

HP Services
Nationwide Services
Infrastructure

HP Photosmart Studio – A configurable solution for every store

HP software

Fast and easy customer experience + automated product design and printing = positive consumer and retailer experience

Customer consoles with HP Software

HP printing technology

= Industry best printing systems

HP Photosmart Studio Creative Printer

HP Photosmart Poster Printer

HP Photosmart Express engine

Disc burner and labeling system

Great photo products

= New profit pools for retailers and high-value products for consumers

Flexible configuration

= Customized workflow and product offerings

The HP Photosmart Studio system

Consumer Order Station(s)
Powered by Photosmart Software and
HP computing technology

HP Procurve Switch

HP Photosmart Color
Imaging Printer

Order Management
Station
Powered by Photosmart software
and HP computing technology

CD Burner
featuring HP print
technology

HP Designjet
Wide Format Printer

HP Photosmart Studio products

Albums
- Book or booklet style
- Multiple sizes, hard/soft cover
- Easy binding

Posters
- Collage or single photo style
- Multiple sizes
- Unique templates

Photo Greeting Cards
- 5x7 folded card
- Choice of designs
- Dual-sided printing

CDs
- Images and video storage
- Premium and standard designs
- Personalized cover and disk label

Calendars
- 12x12 spiral bound
- Choice of designs
- Dual-sided printing

Prints
- ~700 prints per hour
- High-quality prints
- Waterfast and fade resistant

Supplemental slides

Supplies

Unsurpassed reliability for our customers

- HP cartridges consistently outperformed remanufactured ink cartridges[1]

  - Nearly 1 out of 6 remanufactured ink cartridges was DOA or failed prematurely[1]

- HP far surpassed cartridges from leading refill shops in quality and reliability[2]

  - On average, more than 60% of refilled #45 & #78 inkjet cartridges had reliability problems[3]

[1] Based on average results of brands tested in the 2005 Inkjet Cartridge Reliability Comparison Study by QualityLogic, Inc. and commissioned by HP, testing performed on HP 45, HP 78, HP 56 and HP 57 Inkjet Print Cartridges—individual results may vary

[2] In independent testing studies, performed by QualityLogic, Inc. in 2003 and 2004 and commissioned by HP

[3] Printing with HP 95 and 99 Inkjet Print Cartridges with HP Premium Plus Photo Paper—based on Wilhelm Imaging Research light fade performance under glass

QualityLogic

Industry leading

Long lasting, high quality photos

- Specially formulated HP Vivera Inks (dye) produce vivid color photos that **last more than 100 years**[1]

- HP pigment-based Vivera Inks resists fading for **more than 200 years** on a variety of HP papers[2]

- Original HP inkjet cartridges offer unique ink formulations that work with the printhead and your HP printer for consistent, high-quality results

- Wilhelm Imaging Research fade resistance results for remanufactured inks have never exceeded 5 years

[1] Printing with HP 95 and 99 Inkjet Print Cartridges with HP Premium Plus Photo Paper—based on Wilhelm Imaging Research light fade performance under glass

[2] Based on preliminary display permanence testing under glass using HP 38 Pigment Ink Cartridges with HP Vivera Inks and select HP papers (HP Advanced Photo Paper, HP Matte Photo Paper, Photosmart Pro B9180 photo printer

Broad HP portfolio enables supplies growth

Undisputed market leader — **Investing in technologies for future growth**
Scalable Printing Technology and strategic acquisitions

Home photo printing	SMB	Enterprise	Retail application	Graphic Arts	Industrial Printing
Photosmart 475	Officejet Pro K550	CLJ 3800	Photosmart Photo Studio	Photosmart Pro B9180	HP Indigo Press 5000
PSC 1410	Officejet 7410 AiO	LaserJet 4345 mfp	Photosmart Express Station	Designjet 130	Scitex XLjet
Photosmart 8250	CLJ 2600n	CLJ 4730 mfp		Designjet 9000s	
Photosmart 3310 AiO					

45

Market drivers growing a healthy supplies aftermarket

Everyday office printing going to color

WW color laser pages are increasing at 24% CAGR 2004 – 2009[1]

Marketing pages moving in-house

Opportunity of 384B marketing and office documents to be produced in-house[2]

Aggressive more visible aftermarket programs

Photos are going digital

Growth rate of photo prints is projected to be 19% CAGR through 2010[3]

Multi-function printing

Pages shifting from copiers to printers and printer-based MFPs

Source: [1] HP internal research
[2] InfoTrends/Cap Ventures Outsource Page Sizing, June 2005
[3] HP Digital Prints Forecast Research

New HP photo papers and solutions

- New HP Advanced Photo Paper
  - Thicker and heavier for improved photo feel
  - Professional image quality, water resistant on most HP-recommended papers, and 200+ years of fade resistance1
- New HP Self-Adhesive Photo Paper
  - Instant-dry photo paper with easy-to-use, self-adhesive backing; compatible with all inkjet printers

- New HP CD/DVD Tattoos
  - World's glossiest CD/DVD labels2, high quality and extremely durable
- New Digital Fine Art paper for the HP Photosmart Pro B9180
  - HP Aquarella Art Paper
  - HP Artist Matte Canvas
  - Hahnemühle Smooth Fine Art Paper
  - Hahnemühle Watercolor Paper

"When displayed framed under glass, prints made with the HP Photosmart Pro B9180 printer, Vivera pigment inks, and select HP papers* have WIR Display Permanence and Album/Dark Storage Ratings of greater than 200 years and are among the longest-lasting prints in the entire 130-year history of color photography." --Wilhelm Imaging Research, Inc.

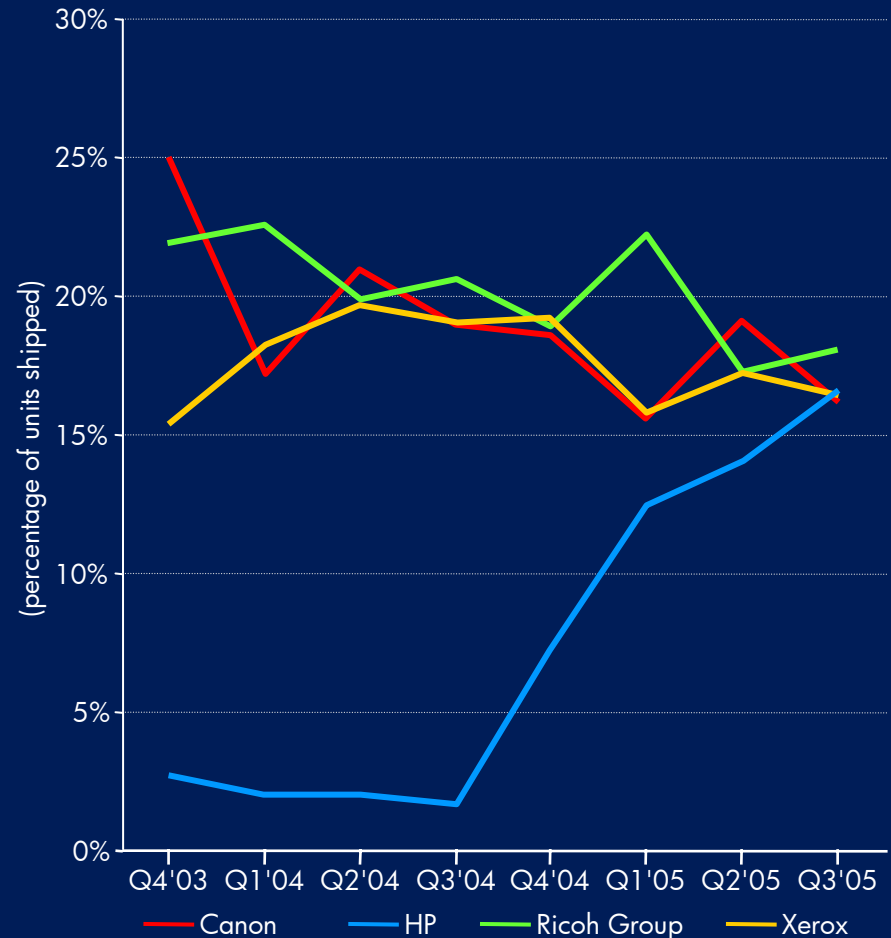2Among leading disc label competitors as of Nov. 1, 2005

Supplemental slides

LaserJet

Printer-based multi-function printers (MFPs)

- $24B hardware market in 2005[1]
- Q3'05 segment 4 (S4) market share of 17%[2]
- On track to achieve 10% S2-S4 share goal by 2007 (excluding Japan)
- Estimated 30% increase in printed pages over single function devices
- Market trends include
  - Imaging & printing optimization in the office with ~30% TCO reduction
  - Adoption of distributed MFPs
  - Mono to color transition

WW laser MFP mono and color S4

(percentage of units shipped)

Y-axis: 0%, 5%, 10%, 15%, 20%, 25%, 30%

X-axis: Q4'03, Q1'04, Q2'04, Q3'04, Q4'04, Q1'05, Q2'05, Q3'05

Legend: Canon, HP, Ricoh Group, Xerox

Source: [1]HP Internal, [2]IDC WW Quarterly Hardcopy Peripherals Tracker Q3/05 (all laser MFPs)
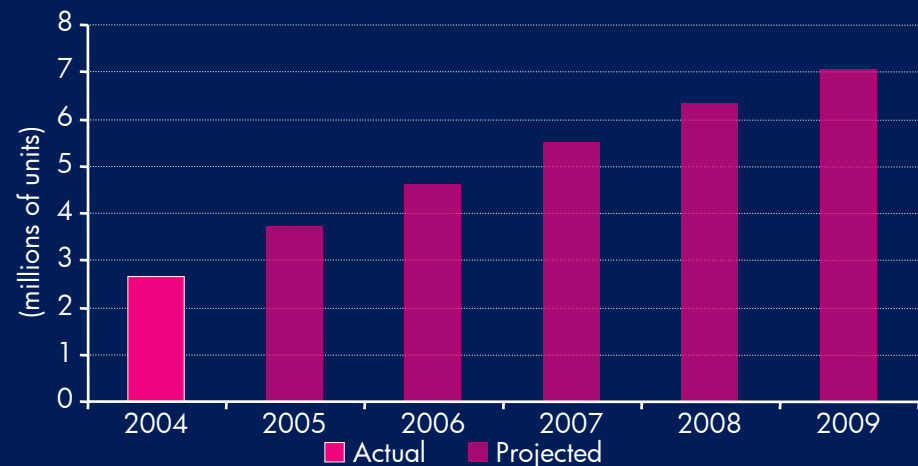
Color in the office

Why HP will win!

- Breakthrough price performance

- Breadth of color printing solutions and color innovations

- Ease of use, manageability, functionality, reliability

- Print quality and permanence

- Color laser from 11% to 22% of total laser market by 2009

Source: WW IDC 2004 (per IDC printer and peripheral tracker); 2005-2009 IDC projections

ColorSphere HP TONERS

WW SF and MFP color laser growth

(millions of units)

2004 · 2005 · 2006 · 2007 · 2008 · 2009

■ Actual ■ Projected

Total print management

Ensuring security, manageability, workflow and extensibility

Intelligent devices	Management software	Services
	• HP Web Jetadmin • Universal Print Driver for Windows • HP Output Server 3.5	• Scalable offerings • Flexible financing • Portfolio leverage with HPS

3M – outcome

After HP Total Print Management implementation

From	To	Outcome

101 models of output devices	→ 4 models	• Centrally managed fleet
		  – Faster output
		  – Higher print quality
		  – More flexibility
		  – 25% reduced cost
		• Significant savings over 5 years
		• From skeptical to "thanks"

1.36 people per device	→ 15 people per devices	
5 year old technology at 15-30 pages per minute	→ All new technology at 50-65 pages per minute, higher quality	
Printers only locally managed by 3M IT, others by local departments	→ Centrally operated by partner (HP); equipment, services, supplies (managed services)	