



Media Alert

## HP Drives Support for Itanium in the Telecom Industry

Led by HP, Telecom ISVs Commit to Port Mission-Critical Billing, Messaging and Provisioning Applications to Itanium

**EMBARGOED FOR JUNE 30, 2003, 8:01 am EDT**

Editorial Contact:  
Robert Schatz  
Burson-Marsteller for HP  
+1-212-614-4250  
robert\_schatz@nyc.bm.com

Hewlett-Packard Company  
3000 Hanover Street  
Mail Stop 1048  
Palo Alto, CA 94304  
www.hp.com

**PALO ALTO, CALIF., JUNE 30, 2003 – HP** today announced that four key independent software vendors (ISVs) – ADC, Amdocs, Granite Systems and Intec Telecom Systems – have committed to port billing, messaging and provisioning mission-critical applications to the new HP Integrity servers based on Intel's next-generation Itanium® 2 6M processor. Carriers and service providers will be able to leverage their existing investment in these mission-critical solutions to take advantage of Itanium's significant price-performance benefits.

The ISVs announced today join 724 Solutions, Convergys, Critical Path, CSG Systems, Portal Software and Schlumberger in committing to port mission-critical applications to Itanium 2. HP also announced today that leading enterprise software vendors PeopleSoft and Siebel Systems committed to move their applications to the new HP Integrity family, adding to the hundreds of applications already available on Itanium, including those from powerhouses like BEA, Microsoft, Oracle, SAP and SAS.

Working together, HP and the ISVs will be able to provide carriers and service providers with solutions based on the Itanium® 2 6M processor that can handle significantly larger workloads, more quickly and at much lower costs than is possible with current solutions.

With more than 25 years of experience building fixed and mobile network infrastructures, HP has deep relationships with global network equipment providers and service providers. These relationships, along with the company's commitment to modular, standards-based technologies, have established HP as the partner of choice for ISVs in the telecom industry. HP and its ISVs are able to provide customers with a wide variety of technologies, solutions and services that increase revenues, reduce costs and enhance business agility.



With more than 500 partners in the service provider and telecommunications industry, HP delivers solutions to more than 200 service and equipment providers worldwide.

## HP Leverages Itanium to Enhance Broad Telecom Portfolio

Itanium technology, with its price-performance advantages, represents a powerful new building block in HP's portfolio of telecom hardware, software and telecom professional services. HP intends to migrate all of its carrier-grade solutions to Intel-based platforms, including Itanium. HP's server platforms are frequently combined with HP telecommunications software and professional services to build complete solutions for network and service providers. For example, HP OpenCall Internet Usage Manager (IUM), a leading mediation solution, is now certified for Itanium.

Customers can experience the benefits of lower operating costs, a lower total cost of ownership and the capability to handle very large workloads at peak performance. With its global expertise and advanced support technologies, HP Services provides a full set of lifecycle services to help companies quickly migrate to HP Itanium-based systems and fully exploit the architecture's capabilities.

## Itanium-based Solution Programs:

HP has established worldwide programs for ISVs, developers and customers to enable customers to develop and deploy Itanium-based solutions quickly and easily.

An important component of these programs is the global network of jointly sponsored HP and Intel Solution Centers. These centers enable customers to work with HP and ISVs to conduct proof-of-concept testing, capacity planning and performance tuning of Itanium-based solutions and provide them with access to HP and Intel specialists. The centers are located in Cupertino, Calif., Grenoble, France and Shanghai, China.

HP also continues to build momentum for ongoing delivery of ISV solutions on Itanium through its established Developer & Solution Partner Program (DSPP). With over 7,000 member companies worldwide, DSPP provides tools, programs and support resources for ISVs to design, develop and deploy on the HP Itanium2 architecture.

## About HP

---

HP delivers vital technology for business and life. The company's solutions span IT infrastructure, personal computing and access devices, global services and imaging and printing for consumers, enterprises and small and medium business. For the last four quarters, HP revenue totaled \$70.4 billion. More information about HP is available at <http://www.hp.com>.

###

UNIX is a registered trademark of the Open Group. Intel and Itanium are trademarks or registered trademarks of Intel Corporation in the United States and other countries.

# HP Drives Support for Itanium in the Telecom Industry

June 30, 2003



Page 3

This news release contains forward-looking statements that involve risks, uncertainties and assumptions. All statements other than statements of historical fact are statements that could be deemed forward-looking statements. Risks, uncertainties and assumptions include the possibility that the market for the sale of certain products and services may not develop as expected; that development and performance of these products and services may not proceed as planned; and other risks that are described from time to time in HP's Securities and Exchange Commission reports, including but not limited to HP's quarterly report on Form 10-Q for the quarter ended January 31, 2003, and subsequently filed reports. If any of these risks or uncertainties materializes or any of these assumptions proves incorrect, HP's results could differ materially from HP's expectations in these statements. HP assumes no obligation to update these forward-looking statements.