



# HP Solution Partners Organization

March 4, 2009

Meaghan Kelly

Vice President, Channel Sales Development and  
Strategies –

Americas, Solution Partners Organization, HP

© 2008 Hewlett-Packard Development Company, L.P.  
The information contained herein is subject to change without notice

# Who We Are

HP Solution  
Partners  
Organization  
(SPO)

- 25,000+ reseller and distributor partners in the U.S.
- 30 years of channel heritage
- Award-winning PartnerONE Program

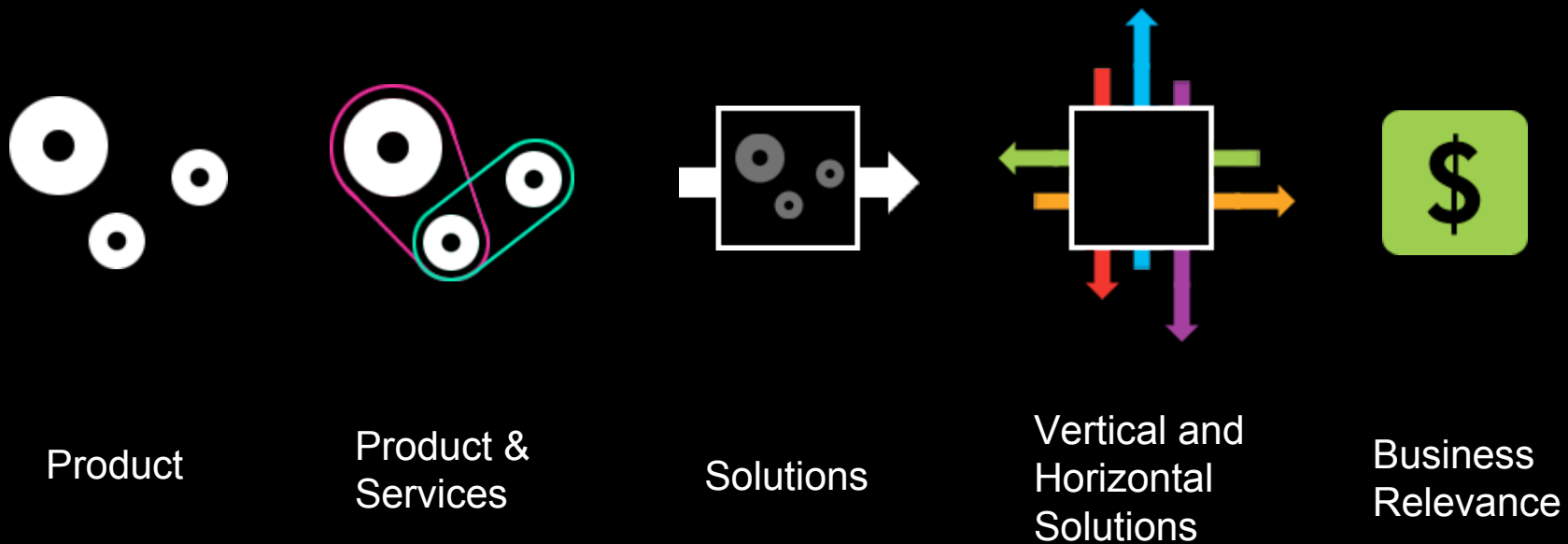


# \$68B SMB

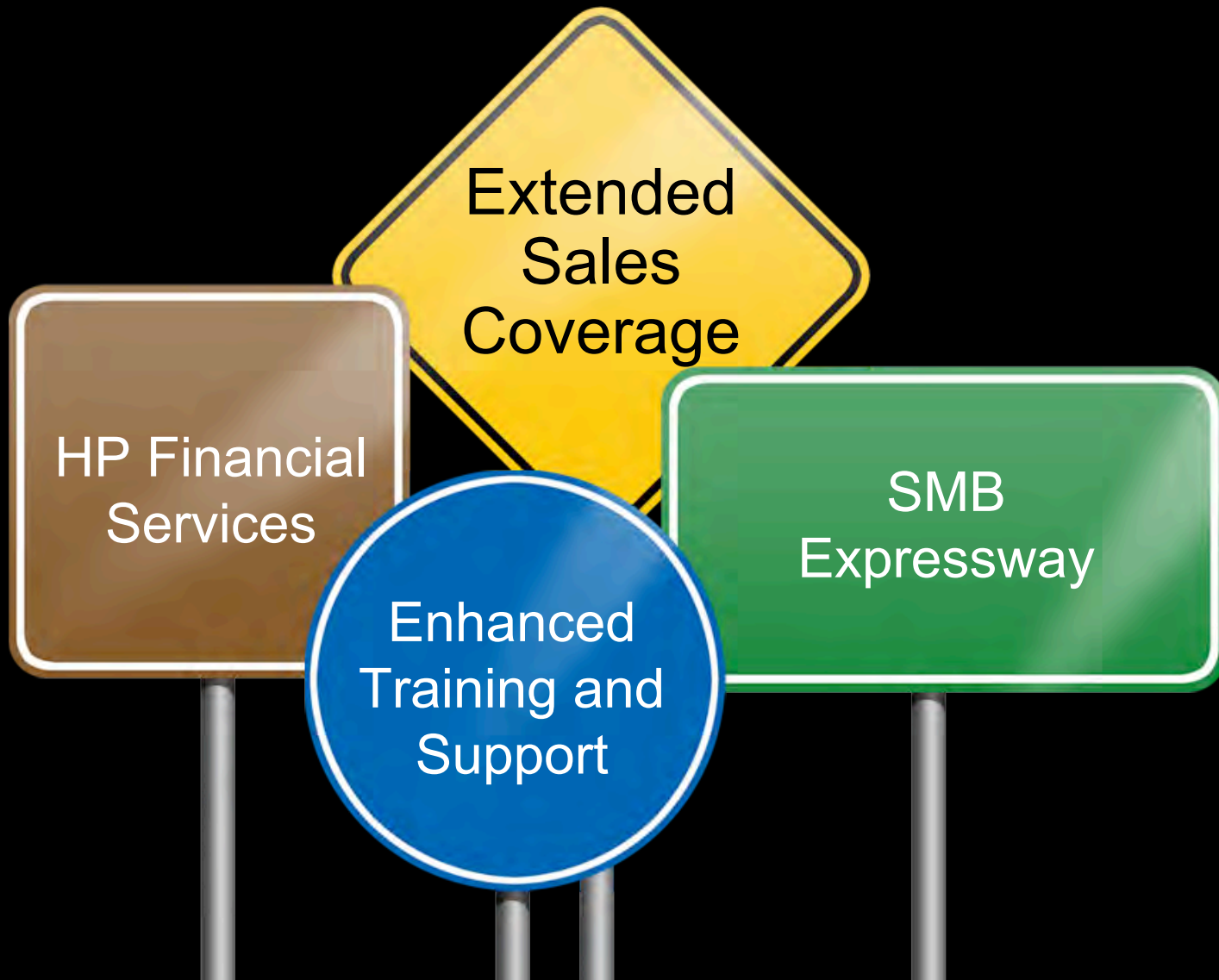
Over next 3-4 years, SMB will account for 40% of all IT spend / U.S. figure



# HP's Broad SMB Portfolio



# Investments for Partners Serving SMB



# What's new today?

- SMB Elite
  - The latest addition to HP's portfolio of PartnerONE Elite designations
  - Provides SMB-focused tools, resources and marketing support for SMB-focused partners.
- Deal Registration Benefits
  - Offered to all of HP's 25,000+ partners in the U.S.
  - Provides customers with broader access to HP partners who deliver solutions-based expertise and long-term IT support

