HP and USA.NET Collaborate to Offer Private-Label Business Email Hosting Solutions for Value-Added Resellers

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PALO ALTO, Calif., March 4, 2009 – HP today announced a new agreement with USA.NET, a leader in hosting services, enabling value-added resellers (VARs) in the United States to offer customers a comprehensive suite of private-label business email hosting solutions including Microsoft Exchange.

Through this agreement, HP and USA.NET are making it possible for their small and midsize businesses (SMB) customers to do more with less in today's economy. The Software as a Service (SaaS) offerings allow customers to take advantage of monthly subscriptions, eliminating the need for upfront capital expenditures and instead converting those expenses to operating expenses. This collaboration between HP and USA.NET helps VARs ensure they have comprehensive portfolios that consist of a range of technology alternatives for SMBs.

Private-label hosted solutions available through this agreement include Microsoft Exchange 2007, Microsoft Windows SharePoint Services, Commercial Messaging Services, Mobile Messaging, Email Archiving, Enhanced Messaging, and Secure Messaging Services – some of today's fastest-growing hosted applications.

"Small and Midsize businesses can lower costs and optimizing staff resources with these news SaaS solutions," said Duncan Campbell, vice president, Adaptive Infrastructure & Small and Midmarket Business, HP. "This ensures the channel partner can deliver a broader range of solution alternatives, enables them to bundle in additional services together with the hosted services and remain their SMBs trusted technology advisor."

USA.NET's cloud offerings run on energy-efficient HP BladeSystem servers, HP ProLiant servers and HP StorageWorks storage technology, bringing HP reliability and confidence to SMB customers.

"This initiative builds on the strength of the existing relationship between USA.NET and HP and expands it to help VARs deliver best-in-class solutions and services that help customers streamline their operations and cut costs," said Doug Howard, President, USA.NET. "This agreement provides a new source of SaaS offerings for VARs, the next step in empowering the channel to grow their businesses."

Toolkit for the channel
Building on its Dec. 10, 2008 announcement with Microsoft, HP has created a set of SaaS sales tools and training options that allow channel partners to enter the SaaS

market faster. These tools help VARs understand the software-plus-services business model, how they can generate new revenue streams, and how they can become strategic advisors to clients. The tools and training options include:

<u>Selling to service providers</u> (available in the United States, Europe, the Middle East and Africa)

- Hosted Exchange Partner Sales Guide

- Hosted CRM Partner Sales Guide

- Virtualization for Hosters Partner Sales Guide

- Hosted Exchange Customer Solution Brief

<u>Delivering cloud services</u> (available in the United States)

- Heading for the Clouds: VAR Handbook – written by HP and Microsoft, this handbook focuses on two ways VARs can profit:

    o By reselling hosted solutions to small and mid-sized businesses, creating a steady, predictable, and very substantial monthly revenue stream, with virtually no upfront investment.

    o By selling the hardware and software solutions needed by hosters, especially those who serve the SMB market.

- Fast Start Guide

- Cloud services customer presentation for use by VARs – this presentation can be customized to help VARs sell hosted IT services to their customers.

- Cloud services marketing templates

- Channel partner VAR webcast on HP.com

<u>Gartner's "Getting VARs a Seat at the Cloud Table"</u> (available to North America VARs)

- Channel partner webcast on HP.com with Microsoft and Gartner

Pricing and availability
HP and Microsoft hosted offerings and pricing options are available today in the United States through USA.NET. More information can be found at www.usa.net/hp. More information on the SaaS sales tools and training options developed by HP can be found at www.hp.com/partners/us/cloud.

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