



# Third-party Quote Sheet

## Customer Quotes: Americas

### IEEE

"Leveraging emerging technologies to drive new business models is becoming my primary focus. The traditional operational aspects of IT must be streamlined and instrumented (and thus measurable) so as to enable this increasingly necessary function. HP's IT Performance Suite automates the collection, visualization and management of performance metrics from across disparate applications, operations, security and information investments. With IEEE's planned implementation of the HP Suite, I expect to have, for the first time, one complete view of IT's performance using the indicators that matter most to our business."

– Alexander Pasik, chief information officer, IEEE

### McKesson Corporation

"What I like about the HP IT Performance Suite is that it fulfills a vision we've had of a unified software suite for running the business of IT, much as other lines of business have standardized on ERP systems. No other vendors can match the breadth of HP's portfolio and we appreciate that HP has worked hard to bring together the required software so we don't have to do it ourselves."

– Andy Smith, vice president, IT Application Hosting Services, McKesson

"We purchased HP's Executive Scorecard because we wanted to provide our CIOs and other stakeholders with visibility into how their investments are performing. What we liked about HP's Executive Scorecard is that the pre-built KPIs deliver value out of the box, an attribute not common in enterprise software these days. So we can realize value quickly and then customize and extend as we go."

– Andy Smith, vice president, IT Application Hosting Services, McKesson

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## Partner Quotes: Americas

### Apptio

"Everyone talks about how IT needs to be a partner to the business by delivering more value at lower cost and with more agility. The HP IT Performance Suite provides the software needed to measure and manage IT operations in this increasingly complex world of modern IT. By leveraging HP IT Performance Suite for key source data about IT operations such as assets, tickets, configuration data, and project and portfolio management, Apptio's Technology Business Management applications enable CIOs and IT leaders to manage the business of IT. Many Apptio customers are already using Apptio Technology Business Management in conjunction with data from elements of HP's IT Performance Management suite."

– Sunny Gupta, chief executive officer, Apptio

### Melillo

"CIOs need a more systematic way to measure and manage IT performance. Today's processes are inefficient, time consuming, error prone and manual. HP Software solutions have matured as our client's needs have developed, and with the new HP IT Performance Suite, our clients can refocus their efforts previously spent on managing this process to now being able to provide better technology services and expertise to drive business for other areas of their organizations."

– Karen Dicks, managing director and vice president, Professional Services, Melillo Consulting, Inc.

### SAP

"It is becoming increasingly important for our customers to improve business flexibility and reduce IT spending in operations, and we are committed to helping them address this need. Through our existing work with HP we can now help joint customers focus more than ever on communicating with the business, supporting business strategy, and delivering business value using the HP IT Performance Suite."

– Ross Wainwright, executive vice president, North America Services, SAP



## Partner Quotes: EMEA

### Capgemini

"This era of cloud and consumerization creates a unique, pent-up demand for IT services that deliver more direct and measurable value to the business. IT leaders are challenged to not only achieve that shift in performance but also demonstrate it in a compelling way to their stakeholders. The HP IT Performance Suite provides our clients with real-time insight to maximize the business value of IT activities and investments. We are excited to incorporate the suite into our IT and Application Consulting services, as it clearly fulfills an unmet need in the market."

– Ron Tolido, chief technology officer, Application Services, Capgemini, Europe

"CIOs appreciate the possibility to have access to and monitor key performance indicators that go beyond traditional measures like costs, utilization and up-time. A modern CIO dashboard should be able to monitor business and financial performance indicators in terms of the value that is created through the IT initiatives for the business. The HP IT Performance Suite is a promising solution to implement such a dashboard."

–Alex Wortmann, chief value officer, Application Lifecycle Services, Capgemini

## Analyst Quotes: Americas

### IDC

"The combined metrics available for evaluating performance and execution across resources is particularly important for businesses struggling with the chaos of complex sourcing and software deployment across platforms ranging from mobile to the cloud. Visibility and proactive decision-making based on end-to-end information can be key for CIOs and also for their executive partners across the business, including CFOs, COOs and CEOs."

– Melinda Ballou, program director, Application Lifecycle Management and Executive Strategies service, IDC.



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