



CIO Alliance



keep reinventing

Vileshen Moodley
Enterprise Sales Leader
March 13th 2019

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March 13th 2019

About HP





Our heritage:

- Founded in 1939 by engineers Bill Hewlett and Dave Packard
- Start-up capital: \$538
- First product: Model 200A audio oscillator
- Earliest customer: Walt Disney Studios



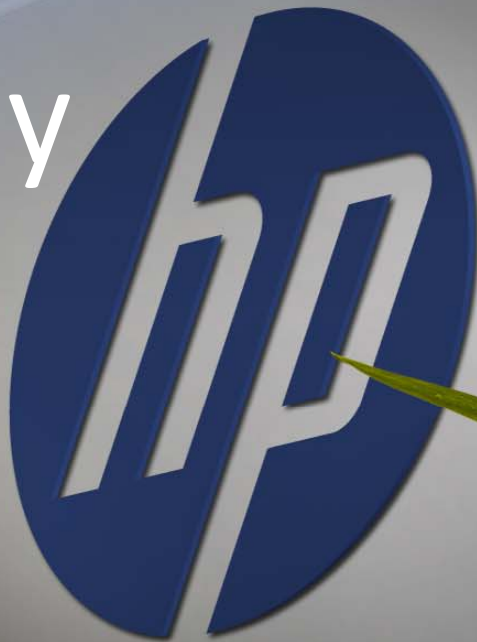
A photograph of three people in a meeting. A man in a blue shirt is pointing at a whiteboard with a pen. A woman with blonde hair is looking at the whiteboard. Another man is standing behind them, looking on. The whiteboard has several colorful sticky notes on it.

The heart and energy
of a **startup**.

The brain and muscle
of a **Fortune 100**
company.



HP today



\$58.5B
revenue in FY18

~55,000
employees

**#58 on the
Fortune 100¹**

**Operations in
170 countries**

250,000+
channel partners

26,000+
patents

**#24 Fortune
Best Workplaces
in Technology²**

**#4 Barron's
Most Sustainable
Companies³**

1. HP ranking in 2018 - please see <http://fortune.com/fortune500/list>
2. HP ranking as of January 2019 - please see <http://fortune.com/2019/01/17/50-best-workplaces-in-technology/>
3. HP ranking as of February 2019 - please see <https://www.barrons.com/articles/these-stocks-are-winning-as-ceos-push-for-a-sustainable-future-51549657527>

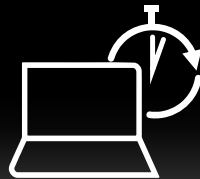
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Print & PC leadership



HP's Commercial PCs
rank #1 or #2
in 50 of the top
54 countries



HP ships 1.7 PCs
every second



HP's Printing
ranks #1 or #2
in 51 of the top 55
countries (ink + laser)



HP ships 1 printer
every second



Powering 430
of the Global Fortune
500 companies

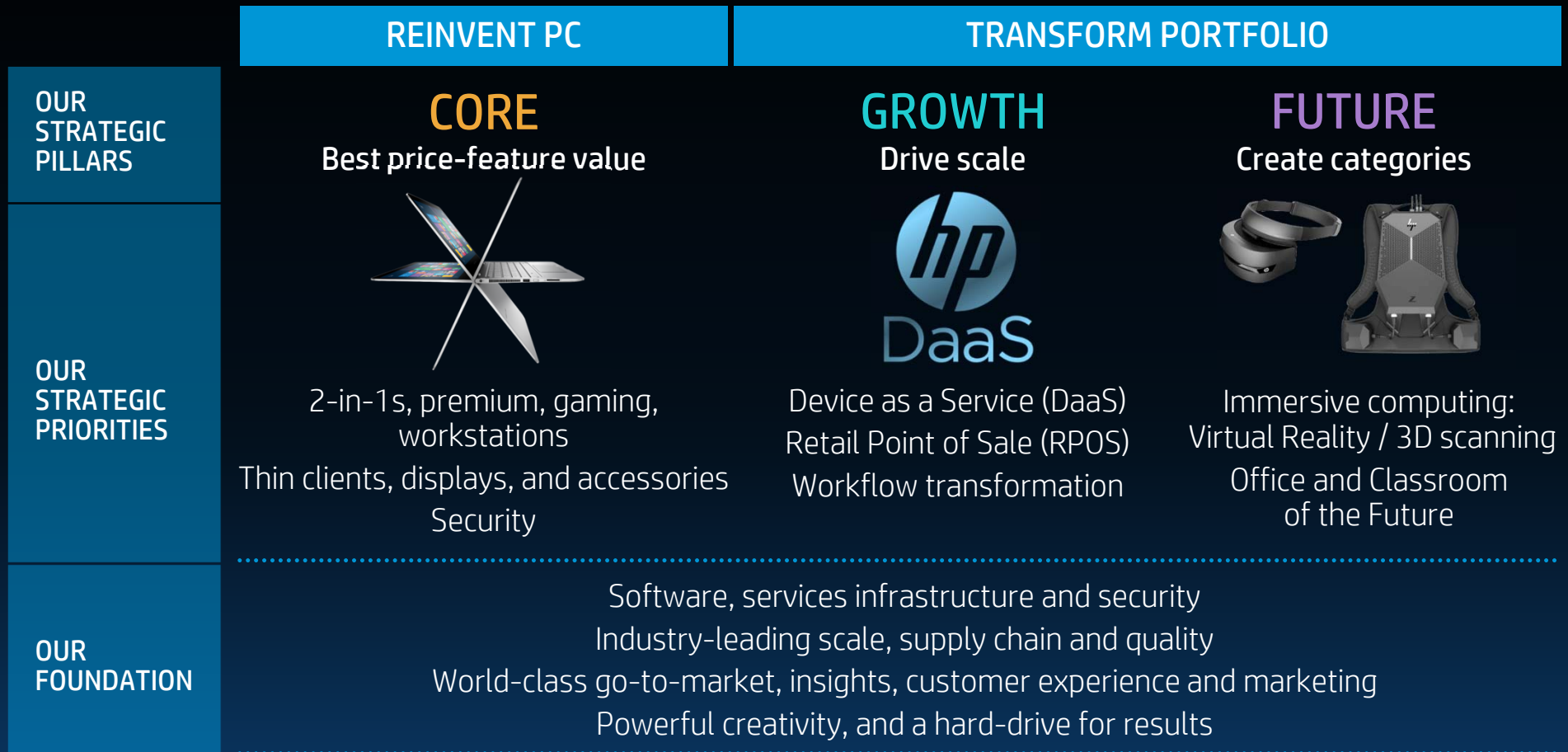
Trends Driving Transformation



ONE LIFE • SECURITY • AS-A-SERVICE



Personal Systems strategy





The Future of Computing

ONE LIFE

CONNECTED

SECURE

SMART

AS-A-SERVICE



67%

PEOPLE USING
DEVICE FOR WORK & PLAY¹



2X

LIKELIHOOD OF CHOOSING A
PC WITH LTE CONNECTIVITY²



71%

BREACHES ORIGINATE FROM
ENDPOINT DEVICES³



50%

SEARCHES WILL BE VOICE
BY 2020⁴



+60%

GROWTH FOR
PC-AS-A-SERVICE⁵

1. IDC ConsumerScape 360, 2018 main survey

2. HP, Primary Research, OOF, 2017

3. Information Age: Securing the endpoint from dangerous cyber threats, May 2017

4. Comscore, www.campaignlive.co.uk/article/just-say-it-future-search-voice-personal-digital-assistants/1392459

5. MarketsandMarkets 2018-2023, www.marketsandmarkets.com/Market-Reports/pc-as-a-service-market-155153641.html



A silhouette of a person is shown from the back, looking out over a vast city at night. The city lights are blurred into a bokeh of warm yellow, orange, and white circles against a dark blue sky. The overall mood is contemplative and forward-looking.

Sustainability and BBBEE

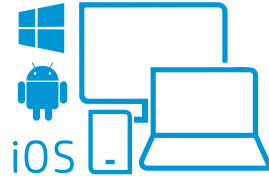
A person is walking from left to right in front of a bright blue wall. They are wearing a blue camouflage jacket, dark pants, and light-colored sneakers. They are holding a silver laptop in their right hand. The shadow of the person is cast onto the blue wall. The text "Digital Transformations – by HP DaaS" is overlaid on the bottom half of the image.

Digital Transformations – by HP DaaS

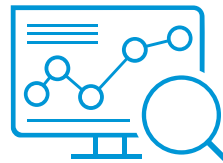


HP DaaS

will make your company
more efficient, improve
the employee experience,
and free up IT resources
to drive growth



THE RIGHT DEVICES
FOR THE JOB



MANAGEMENT
WITH INSIGHT



FLEXIBILITY FOR
YOUR BUSINESS

THE RIGHT DEVICES FOR THE JOB



MULTI DEVICE, MULTI OS

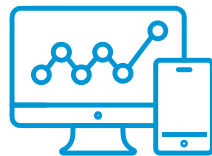


PURPOSE-BUILT PERIPHERALS



SECURE AT THE CORE

MANAGEMENT WITH INSIGHT



PREDICTIVE ANALYTICS

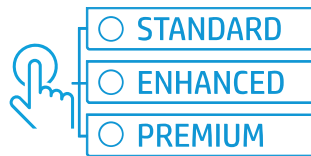


PROACTIVE MANAGEMENT

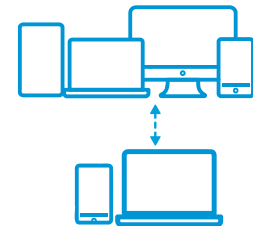


SECURITY ENFORCEMENT

FLEXIBILITY FOR YOUR BUSINESS



SIMPLIFIED PURCHASING



IT EFFICIENCY AND BUDGET OPTIMIZATION



GLOBAL FOOTPRINT

Desktop Refresh / POS refresh

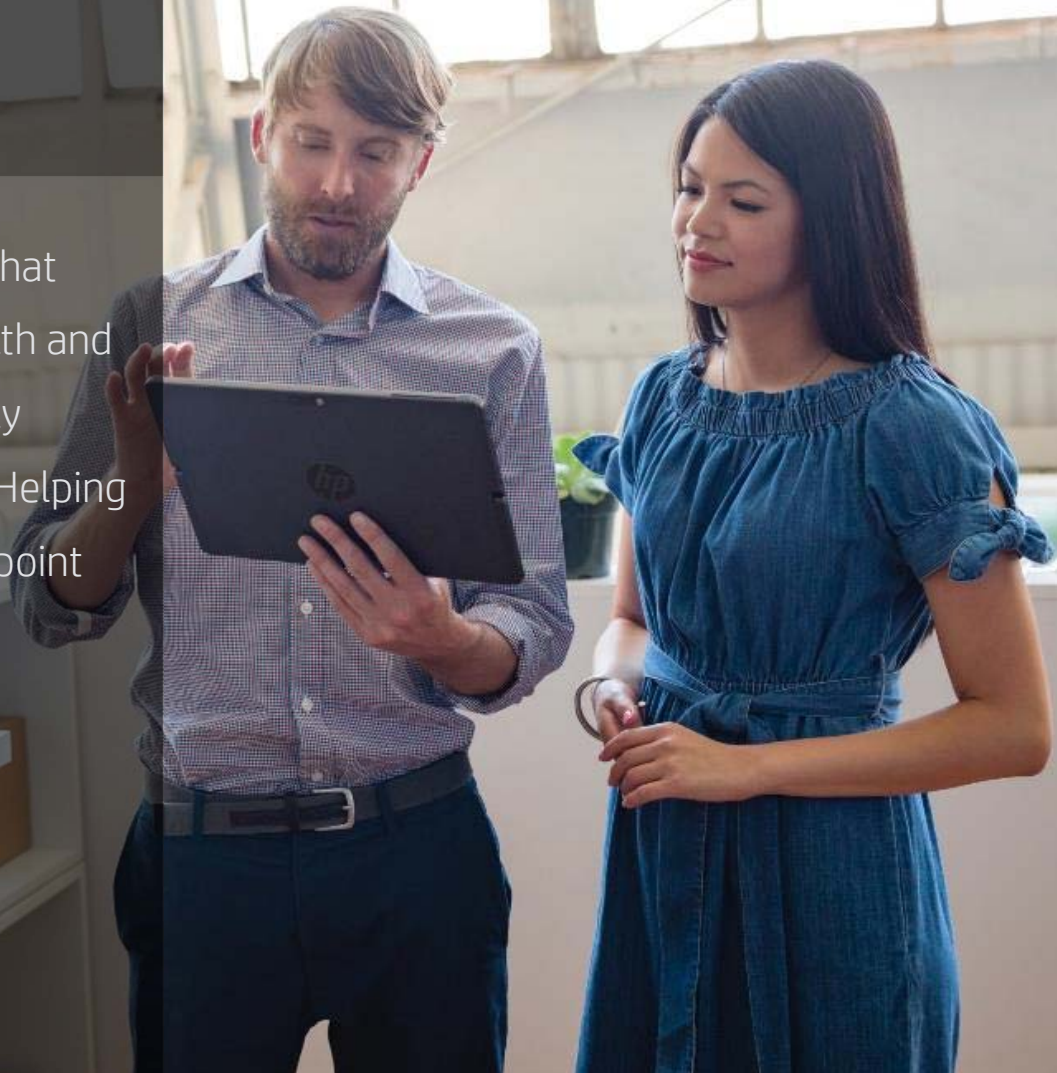


What are the considerations...



HP TechPulse

HP TechPulse is unique analytics technology that monitors, predicts and reports on device health and usage enabling customers, to more proactively management multi-OS device environments. Helping customer understand the finer details of end point environments.



Understanding the data > making the right choice

Optimize device allocation

Maximize IT budgets by allocating devices based on compute profiles.

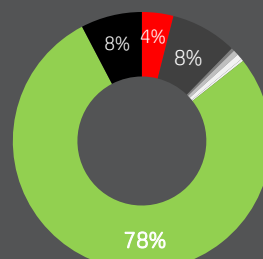
CPU Usage

Understand and report the usage of the system resources like CPU

Memory Usage

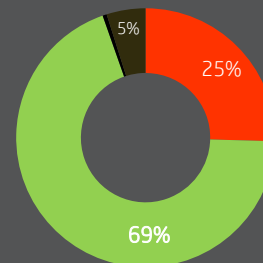
Understand and report on Memory usage across your estate

Hard Drive



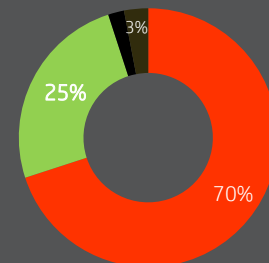
- Immediate
- Within 1 Month
- Within 2 Months
- Within 3 Months
- Within 4 Months
- Within 5 Months
- More than 6 Months

CPU Utilization



- Over utilized
- Normal
- Under utilized
- Unknown

Memory Utilization



- Over utilized
- Normal
- Under utilized
- Unknown

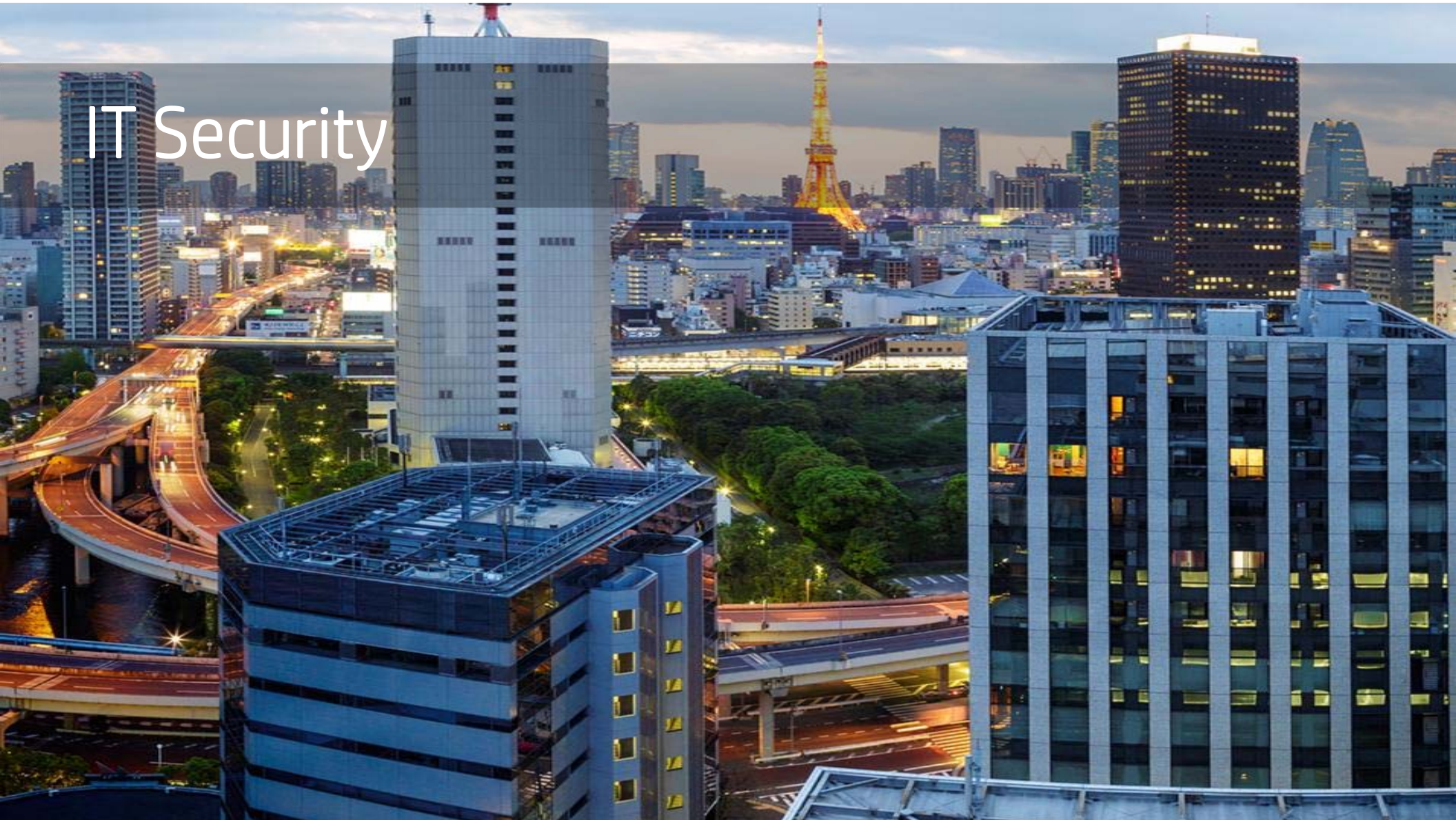
¹ HP Security policy enforcement available in Enhanced and Premium only

Tech Pulse : Data collection highlights

- Device virus protection status¹
- Device firewall status¹
- Device security settings
- Device location²
- Device last seen date
- Device limited warranty³
- Device Smart battery health³
- Device hard disk health⁴
- Available disk storage
- Hardware
- OS version
- Installed applications
- Log and alert event data



IT Security





EVERY PC DECISION
IS A SECURITY DECISION.

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FIRMWARE ATTACKS

Protect your BIOS with **HP Sure Start Gen4**²



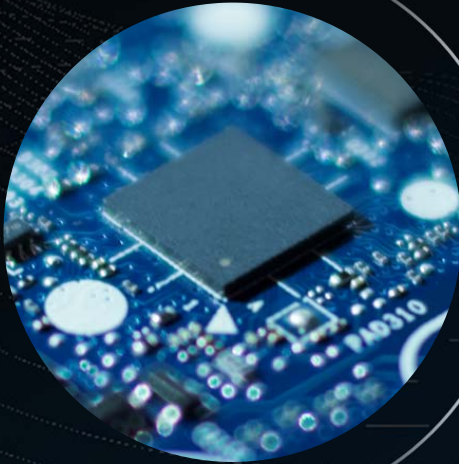
Antivirus, anti-malware, and OS firewalls will not detect an infected BIOS!

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HP Endpoint Security Controller

HP has integrated the
HP Endpoint Security Controller
into our HP PCs & Enterprise Printer fleet



This unique hardware specifically enables:

- HP Sure Start
- HP Sure Run
- HP Sure Recover
- HP Sure Click
- HP Sure AI
- HP Sure View
- HP Secure Erase

* Fully manageable using HP MIK / SCCM

Digital Banking / Digital Retail Kiosk



INTRODUCING
THE HP VIRTUAL BANKER

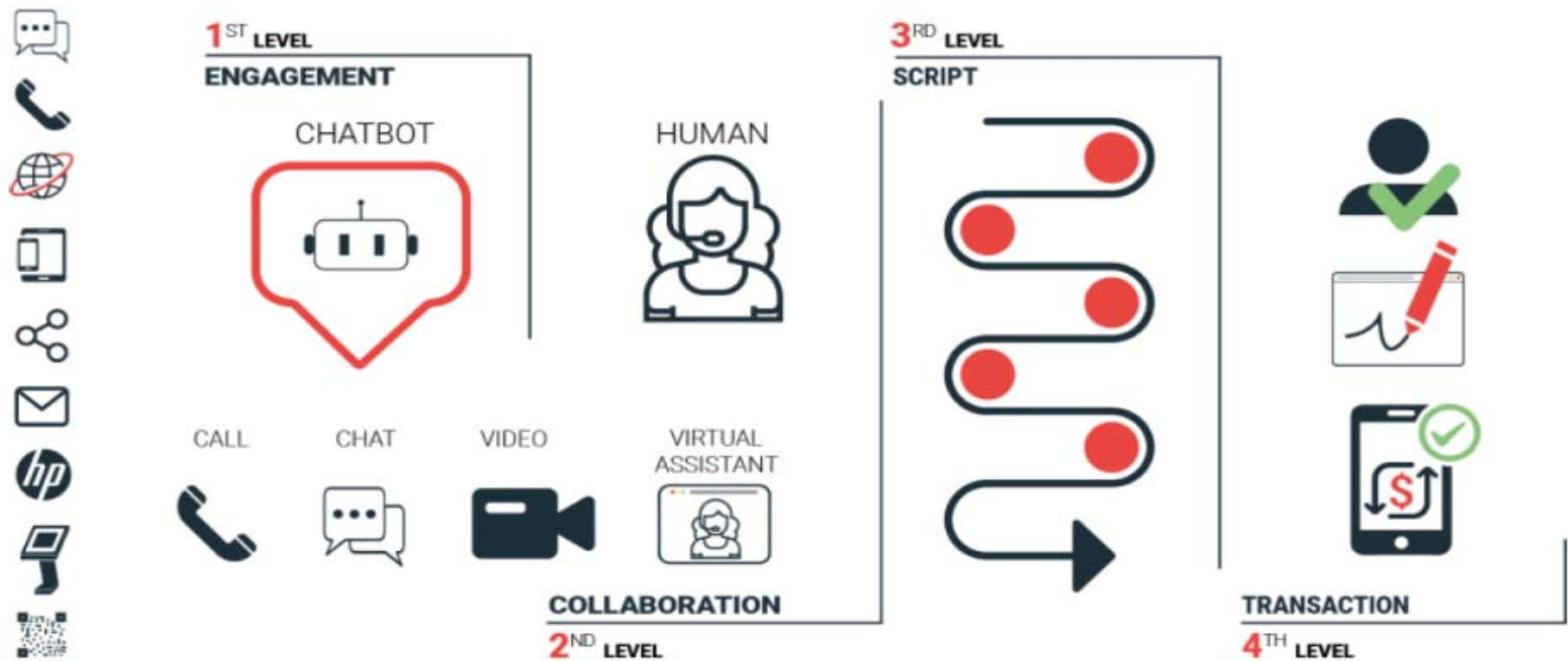
A BRIDGE BETWEEN PHYSICAL & DIGITAL

**A NEW BANKING
PARADIGM**



inventia 

FROM **CHATBOT** TO **DIGITAL IDENTITY**, **ELECTRONIC SIGNATURE** AND "**VIDEO CONTRACT**"







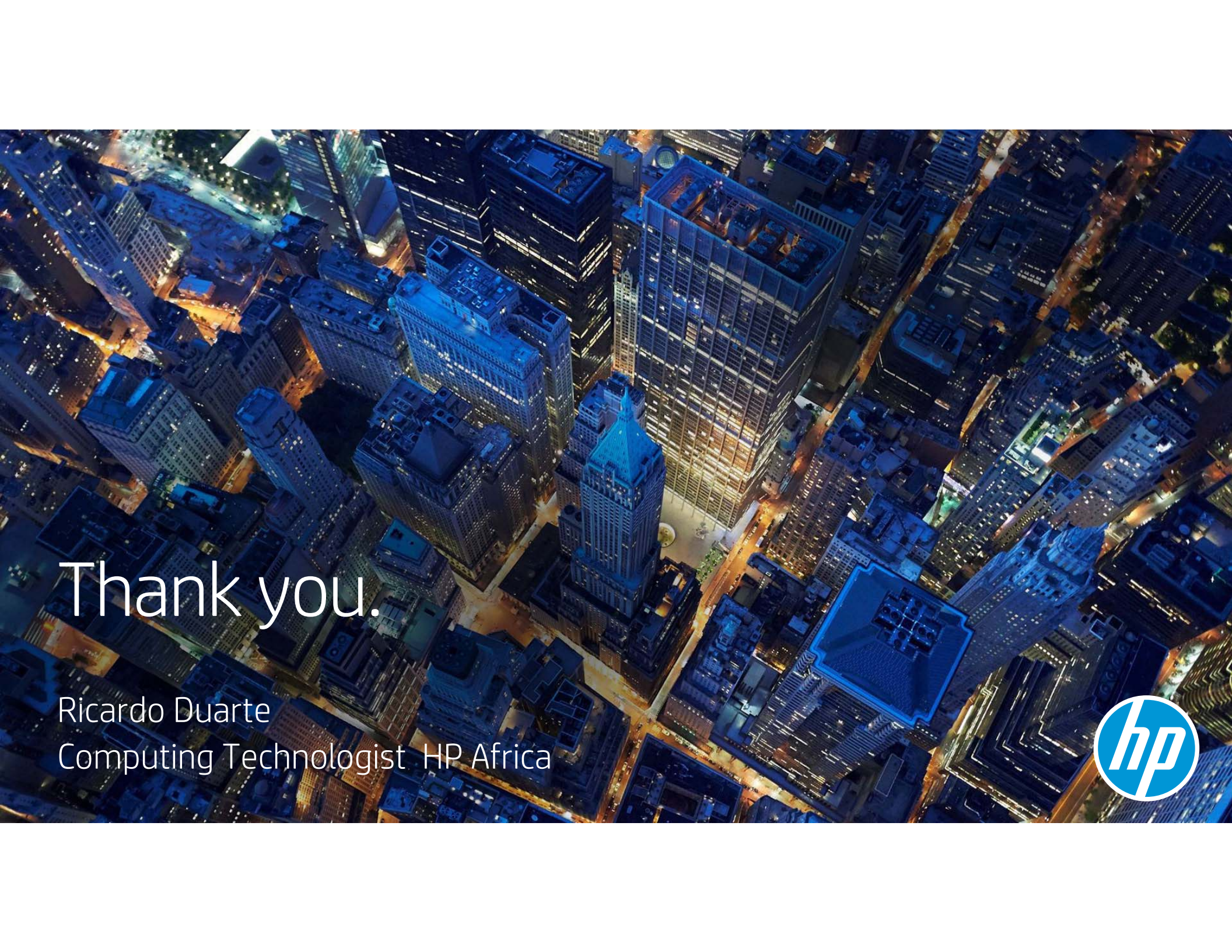
In summary

End Point analytics and reporting – Tech Pulse

DaaS for HP – As a Service

Security – In the wild attacks at endpoints are real

Virtual Banking / Retail – HP Sprout



Thank you.

Ricardo Duarte
Computing Technologist HP Africa

