



hp



HP Agile and Innovative Solutions for Service Providers

Teaming with Microsoft for next-generation solutions





Meeting the demands of a challenging market

In competitive business environments, telecommunications companies, mobile operators, and network service providers need to be able to react fast to take advantage of new revenue opportunities. Delivering new services quickly and lowering the cost of ownership require a proven, highly available, and more agile business infrastructure that delivers reliability, scalability, security, manageability, and interoperability.

HP delivers real end-to-end solutions for network service providers and telecommunication companies—deployed right now, around the world.

A single source for service provider solutions

HP is a leader in end-to-end solutions that provide all the required elements for success. HP Microsoft-based service provider solutions include hardware, software, managed services, consulting and integration, and licensing to implement faster, lower support needs, make management easier, and reduce overall risk.

HP contributes key components all across the value chain including core network infrastructure—from servers to handheld devices and user experience—and from mobility to broadband. To pull all the pieces together, HP offers specific integration services for telecommunications companies and service providers. These services help reduce complexity, and provide a single point of accountability.

HP solutions also combine the power of a deep long-term partnership between two industry leaders—HP and Microsoft®.

Partnering for the next generation

HP has an ongoing and established technology partnership with Microsoft at many levels. HP and Microsoft engineers work side-by-side on a daily basis to research and develop innovative solutions using our Windows® Server 2003 global test network. This leads to better integrated solutions for customers.

HP sells more Windows-based servers than any other company in the world and is the number-one platform for PeopleSoft®, SAP®, and Siebel® applications; as well as JDE and Oracle® databases in Windows environments. In fact, 95% of Microsoft's servers are from HP.

Microsoft technology for today and tomorrow

Many HP service provider solutions are based on Microsoft software and .NET for the adaptability and reliability you need. Built on XML Web service standards, .NET enables new and existing applications to connect with software and services across platforms, applications, and programming languages. So you can connect information, people, systems, and devices across a broad range of personal and business technologies—enabling access and use of important information, whenever and wherever it's needed.

HP helps you build your business and your control.

From Operations Support Systems (OSS) and Business Support Systems (BSS), to mobility and broadband, HP builds solutions for economies of scale and increased flexibility through standards-based technologies. These solutions are designed to help you expand your business and generate new revenue, and to better control your business with scalable, flexible, cost-effective, and end-to-end solutions that enable you to:

- Build on a solid, flexible, and scalable technology foundation that offers more agility with fewer resources
- Provide better quality of service with the flexibility to offer customized services, billing, and service-level agreements
- Reduce costs while managing a portfolio of services with different characteristics
- Introduce services quickly across a combination of devices



HP offers more of what you need to generate revenue or create a more agile business infrastructure with a broad range of solutions.

Revenue-generating solutions

HP Hosted Exchange solution delivers cost-effective, secure services with rapid time to revenue and built-in scalability. Based on Microsoft Exchange 2000, this solution offers an economical, scalable, and robust operating environment built on a pretested, recommended architecture.

HP Solution for Microsoft-based Hosting features unique proactive fault resolution, HP OpenView management tools, and HP ISM .NET for streamlined operations.

HP Mobile Workplace solutions are based on an end-to-end reference architecture and HP assets from mobile devices to servers—plus services and support. HP Mobile Messaging uses Microsoft Mobile Information Server 2002 or Microsoft Exchange Server 2003. HP Mobile Field Sales and Mobile Field Services solutions are based on the Microsoft .NET framework. HP can also help you quickly create a wireless bundle that works with any device, includes your voice and wireless services, and meets your specific needs.

HP Rich Media solutions offer a comprehensive environment, based on Microsoft Windows Media™ 9 Series technology and platform, that effectively delivers high-quality video-over-Internet Protocol (IP). You get content encoding and aggregation, managed content delivery, a subscriber management portal, digital rights enforcement and management, plus high-quality streaming—live or on demand—to any type of entertainment device.

HP .NET Web Services solutions open new ways for businesses to talk to other businesses, to consumers, and even to communicate internally. HP Services can help you transform assets into revenue-generating web services. Leverage the Microsoft web service environment with web services interoperability. And simplify management of multiple services with industry-leading real-time management using the HP OpenView web services management technology.



Agile infrastructure and business solutions

HP ISM.NET Solutions integrate operations and business support systems (OSS/BSS) to manage the service lifecycle including service delivery, service assurance, and service usage. It streamlines and automates the workflow processes among OSS/BSS applications. HP ISM.NET provides easy, and flexible Microsoft .NET capabilities that enable provisioning and management of profitable new services such as hosting/messaging, rich media/content delivery, web services, and wireless data.

HP Business Intelligence Solutions combine analytical and campaign management tools for an easy-to-implement, easy-to-use package that delivers rapid return on investment. The solutions use Microsoft Solution for Business Intelligence, Microsoft SQL Server, and HP Oneview framework and metadata. They allow customers to activate customer segmentation, analyze and reduce churn, design effective marketing campaigns, study web traffic, create key performance indicators and balanced scorecard applications. These solutions power their customer relationship management applications with customer data that drives bottom-line results.

HP Enterprise Application Integration and .NET Web Services Solutions use Microsoft BizTalk Server 2002 and the HP iOrchestrator Application Adapter, plus HP .NET web services to bring together applications and business processes for a more flexible infrastructure that allows you to run your business processes with greater agility and efficiency.

HP Internet Business Solutions reduce transaction costs, automate manual processes, enable and enhance links with partners—while making staff more productive and handling spikes in business without additional headcount.

HP Collaborative Business Solutions use Microsoft .NET Technology, HP industry-standard servers, and Microsoft SharePoint Portal Server to provide a portal environment that gives knowledge workers rapid access to the information they need to be more productive and serve customers better.

HP Digital Imaging and Printing Solutions leverage HP's leadership position in the printing market to provide solutions that span from printers and presses to print servers and services. Whether you decide to apply them to your internal needs or to support your lines of business, HP Digital Imaging and Printing solutions will help you reduce cost of printing, improve employee efficiency, and attract customers.

HP IT Consolidation Solutions combine servers, storage, and applications for increased efficiency, enhanced service levels, and reduced total cost of ownership.

HP Data Protection Solutions eliminate recovery windows, improve recovery points, and give more flexible replication and recovery management.

HP Microsoft Infrastructure Solutions use Microsoft Windows 2000 and 2003 Servers, Microsoft Enterprise Servers, and Microsoft Exchange Server; plus HP equipment and lifecycle services for more agile data center infrastructures that can adapt quickly to changing business conditions.



Availability and management solutions

HP Business Continuity and Availability Services ensure you achieve end-user availability and service-level requirements. HP leverages our time-tested methodologies to address risks and minimize resulting loss of revenue and business due to downtime, provide a timely recovery, and protect valuable data.

HP Software Licensing and Management Solutions is one of two global resellers of Microsoft licenses, allowing HP to resell Microsoft Hosted Exchange and general Microsoft hosting licenses. Because you only pay for licenses monthly when you use them, these license programs help keep cost down, manage churn, minimize service startup costs, and enable flexible scale-out.

HP Managed Services solutions simplify daily IT management with methodologies and services that streamline your entire technology environment. HP also offers outsourced services for access and support, applications operations and management, business continuity and recovery, infrastructure management, software publishing, or on-demand resources.

HP Service Provider Certification and Microsoft Gold Certification Services measure your hosted IT services against industry best practices. Certification improves operations and service uptime, and increases customer confidence.

HP—25 years of industry leadership you can count on

“HP’s breadth of knowledge—devices, application servers, Microsoft Exchange, wireless networks and carriers makes HP uniquely qualified to advise on mobile messaging solutions.”

Frank Ramirez,
Director of Business Products,
T-Mobile USA

HP focuses more than 25 years’ of telecommunications expertise into a powerful integrated team, the Network Service Provider Business Unit (NSPBU). The NSPBU, along with 500 valued solutions partners, assist the world’s top 200 service and equipment providers and meet the voice and data needs of hundreds of millions of wireline and wireless subscribers. With solutions, technologies, and services including HP OpenCall and HP OpenView; plus telecommunications capabilities arrayed across network infrastructure, network services, operations and business support, mobile and rich media solutions, and end-user access; the HP NSPBU is a major player that is leading change in the network and service provider industry.

HP also boasts notable success in the telecommunications market including:

- #1 in signaling middleware—HP OpenCall has 3600 SS7 platforms in 50 countries
- #1 in SMS platform—60% of SMS goes over HP OpenCall
- #1 in mobile prepaid wireless solutions—HP OpenCall serves 100 million users
- #1 telco and IT service management

- #1 in off-switch HLR and mobility applications (such as LBS)
- #1 in service creation and service control points with over 450 installations and a 39% market share
- #1 in billing and mediation platforms
- HP OpenView/TeMIP runs in 160 telco networks
- HP OpenCall HLR runs 70 million wireless users

In addition, HP offers a wealth of Microsoft and partnership expertise including:

- #1 ranking in enterprise-ready Microsoft services
- Prime integrator for Exchange and Windows
- .NET Technologies prime integrator
- BizTalk Server prime integrator
- 28,000 Microsoft-trained personnel
- 6,000 certified Microsoft professionals
- 3,300 dedicated Microsoft practice personnel
- A proven methodology that includes processes to analyze, design, implement, manage, and evolve



For More Information

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