



HP Third-party References

Customer quotes:

John Hancock Financial Services

"HP is helping us enhance operational and strategic decision making by identifying ways to drive more value to our business while driving out inefficiencies. Our IT organization is better able to attract internal capital for investment by managing itself like a business in a transparent, fact-based manner."

– Allan Hackney, chief information officer

Constellation Energy

"With HP IT Financial Management, we're driving the financial accountability of our technology organization. We've benchmarked our IT spending in relationship to our operational expenses, and it is substantially lower than our peers. Our unit costs – meaning cost per desktop, per server, per gigabyte of storage – have dropped 14 percent."

"Our IT organization is expected to demonstrate predictable value against a declining unit cost for core IT services. With HP IT Financial Management, we capture activity costs across the service delivery process and get the data we need to accurately plan and forecast capacity and manage costs."

"HP provides the capability to manage IT in a consistent manner while demonstrating empirical data to the business that leverages common processes on a common platform."

– Jeffrey Johnson, deputy chief information officer and vice president, Operations and Infrastructure

Equifax

"Matching business priorities with the right IT assets plays an integral role in addressing the needs of today's marketplace with innovation and speed. HP Project and Portfolio Management gives us greater visibility into project processes and resources across the enterprise, enabling us to quickly respond to changes and address the needs of our customers efficiently."

– David Galas, vice president, Enterprise Planning and Architecture

Partner quote:

Accenture

"In order to transform and optimize IT into a competitive differentiator, IT executives require better control and visibility of the cost and value of their IT services. By leveraging Accenture's deep IT strategy and cost analysis capabilities and solutions like HP's IT Financial Management, customers gain the visibility and the governance needed

to align IT investments with business needs and improve the management of limited IT resources. ”

– Thierry Mennesson, global managing director, IT Strategy and Transformation

Analyst quote:

Gartner

“Portfolio management helps organizations optimize limited resources. PPM popularity is on the rise as organizations align planned business investments with IT project portfolios.”⁽¹⁾

– Daniel Stang, principal research analyst

⁽¹⁾ Gartner, Inc., “Predicts 2009: PPM Focuses on Accountability and Results,” Dec. 4, 2008.

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