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**Carly Fiorina**  
Chairman, President and  
Chief Executive Officer  
Hewlett-Packard Co.



"... along with NT, HP-UX, and Linux, MPE/iX is definitely a part of HP's multiple operating systems strategy."

**Ann Livermore**  
President, HP Services  
Hewlett-Packard Co.

what hp  
executives say  
about the  
hp e3000

"... nothing more reliable and nothing more stable than the rock-solid hardware and operating system that come from the MPE environment."

**Duane Zitzner**  
President, Computing Systems  
Hewlett-Packard Co.



"I'd like to share a story, which for me demonstrates our hp tradition of delivering on promises to customers.

In 1972, HP introduced the HP 3000 — our first multipurpose enterprise computer — a product that has been praised as one of the computer industry's most enduring success stories. But it didn't begin that way. In fact, by many counts, it got off to a rocky start.

**our commitment with the hp e3000 is to successfully evolve into the internet and e-services future**

Dave Packard's personal commitment to his customers turned the HP 3000 story around dramatically. And thanks to his promise to be flexible and to grow with the customer, what we're now calling the "e3000" has experienced almost three decades of success and continues to thrive ... with a loyal following."

**Carly Fiorina  
Chairman, President and  
Chief Executive Officer  
Hewlett-Packard Co.**

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"Our commitment with the e3000 is that you can successfully evolve and painlessly move into the Internet/ Intranet and e-services future. We know you count on your e3000 as part of your always-on infrastructure. It continues to deliver a competitive price/performance. It is a great platform.

We really appreciate the strong loyalty you have shown to HP. So, if you ever want to transition to another operating environment, we intend to be the

best partner possible to help you to do that. And if you want to use your e3000 forever, that's great with us too. We'll continue to invest in the e3000, because we want to serve your business needs.

We also want to enable you to maintain a leading position in the new Internet economy. We know that IT infrastructures are being asked to accommodate e-commerce, e-services and e-enabled solutions. That's why the HP e3000 has already moved into this new "e-era" and is able to meet many Internet demands.

My colleagues and I have heard that many of you are concerned about our commitment to the HP e3000 and the MPE/iX operating system. But, rest assured, this platform is nothing short of amazing — if for no other reason than its longevity!

**we'll continue to invest in the hp e3000 because we want to serve your business**

What we need to do now is set the right level of customer and partner expectation for the platform. Because, as you know, the HP e3000 is many things to many people.

We also know that the HP e3000 is running mission critical applications in many of your businesses today. In fact, over half of the top 25 of our Fortune 100 customers are using the HP e3000 platform in mission critical environments.

In addition, we continue to gain new HP e3000 customers. Customers who are building solutions with HP and our strong partners in key industries such as

finance, health care, and e-retailing. But even with this diversity of uses, we realize that the e3000 cannot meet everyone's needs. That's why HP continues to provide a wide range of server technology choices.

So, are we committed to the HP e3000 platform? The answer is absolutely, yes!

And how do we demonstrate this commitment? By having a 5-year roadmap for new product development. By bringing many of the latest Internet technologies to the platform. And by gaining new customers through vertical applications running on the HP e3000.

But in the end we know it takes customers like you, to demonstrate to the world the power of the 'e'... e3000. Thank you for sharing your successes with HP."

**Ann Livermore  
President, HP Services  
Hewlett-Packard Co.**

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"So here we are today ... 28 years after the 3000 broke onto the scene. Now, 28 years in the computing business is an eternity. In part of my product portfolio at HP, we have home PC models where life cycles are measured in weeks or days. So the fact that the HP 3000 has been meeting customers' needs for nearly three decades is truly amazing.

Recently some of you have asked whether we've reached the end of the line for the HP 3000. The quick answer is definitely "no." It is true that you're going to hear a lot more in the news about our latest servers and our newest software. That's because the press is always interested in the latest and greatest. But that doesn't

mean there won't be developments and improvements. So as long as customers like you find the HP 3000 trustworthy, we'll continue to make them and sell them.

**we demonstrate this commitment by bringing many of the latest internet technologies to the platform**

In the area of reliability, what we need to do is to continue to insure that the products are reliable, that systems stay up and that people are happy. I can think of nothing more reliable and nothing more stable than the rock-solid hardware and operating system that come from the MPE environment. You know it's been a great platform for ISV usage, and it's been around for three decades and has served us all very well.

The HP e3000 and MPE have really improved as we moved ahead. There are many people using this solution, including many dot coms and Internet applications. They know it's reliable. You do, too. So do we, and it is part of the ecosystem that we're putting in place."

**Duane Zitzner  
President,  
Computing Systems  
Hewlett-Packard Co.**

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Keynotes, Philadelphia,  
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