

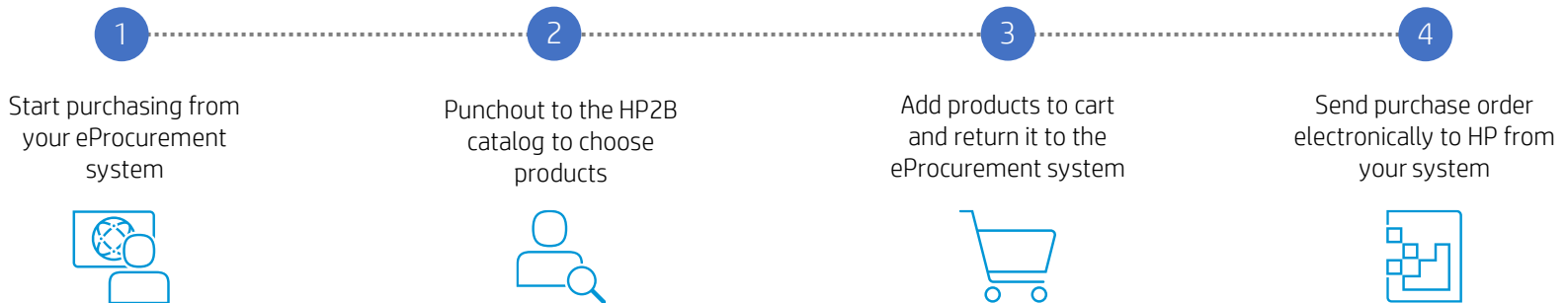
HP Business to Business Integration: A strategic business advantage

HP Business to Business integration (B2Bi) can benefit HP customers who want to drive purchasing through their procurement system.

B2Bi is for customers who have internal eProcurement systems or purchase through electronic marketplaces. This enables you to purchase HP products through these systems.

Once your B2B integration is established, this allows you to use your own internal procurement and processes to securely shop with HP.

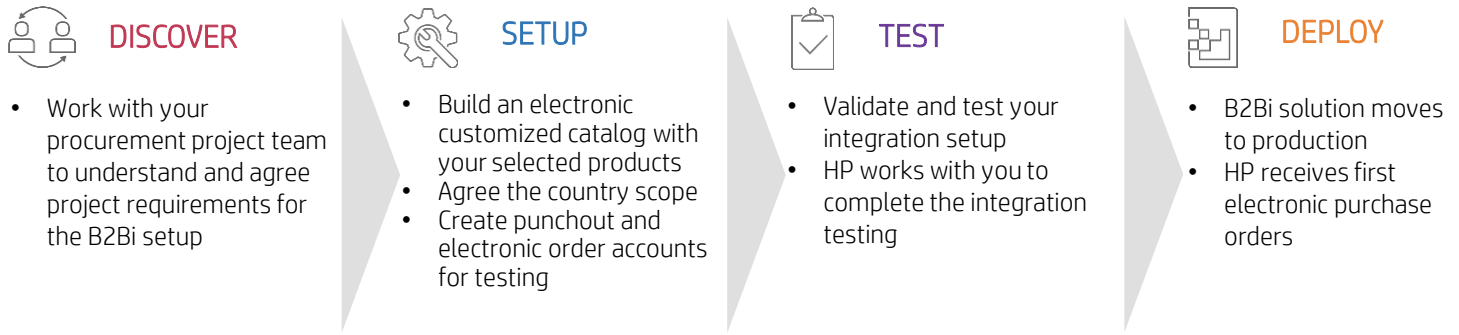
HP maintains your punchout catalog with your pre-approved customized HP product offering. Electronic purchase orders flow seamlessly into HP's order management system, reducing order cycle time and improving order accuracy.



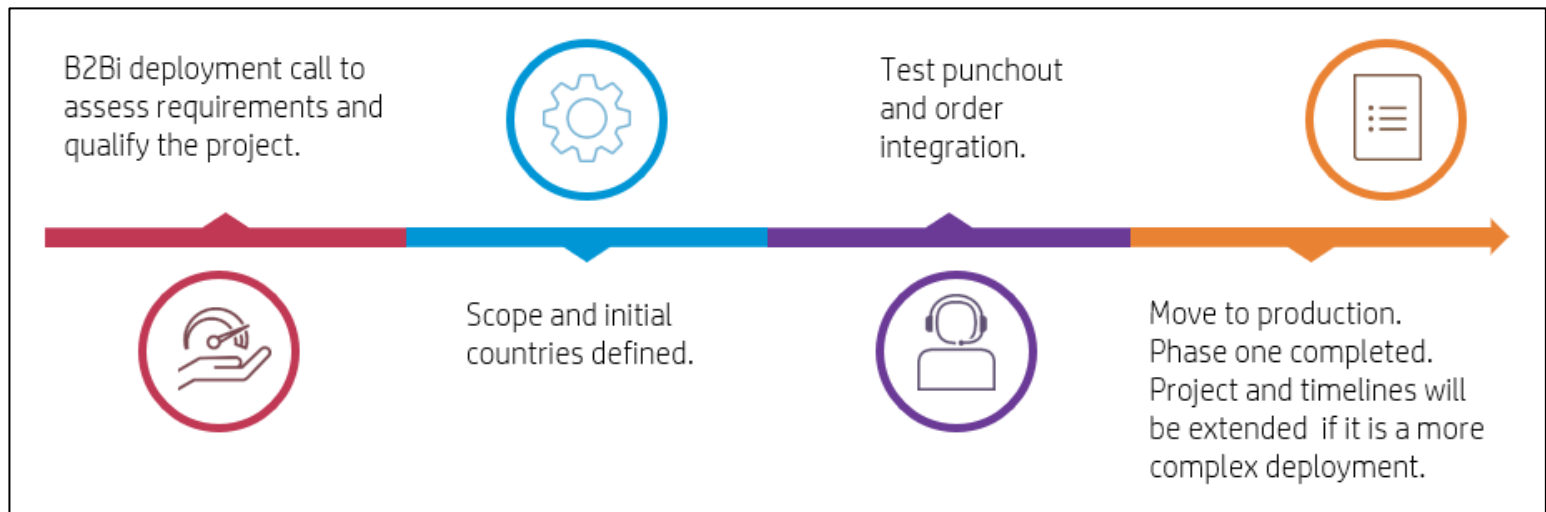
Operational effectiveness

B2B integration is a process improvement for HP customers

- Direct connection to HP2B punchout catalog
- No double entry data for purchase orders
- HP eBusiness Consultant advising implementation possibilities
- Consolidate and digitalize eProcurement flows in one system
- HP product offering, order placement, order status, shipment notifications, and invoicing
- Strengthen compliance and control by adhering to your internal purchasing processes



Timelines can vary depending upon customer requirements

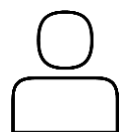


Broad Platform Support

HP offers support for all the leading eProcurement platforms.

HP supports industry standard technologies: XML (cXML, xCBL, iDOC, OCI), Electronic Document Interchange (EDI).

Although the supported capabilities vary somewhat across these platforms, core features include catalogs, purchase order submission and acknowledgement.



Interested?

Contact your HP Sales Account Manager