



VNUG Stockholm NonStop Update

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NonStop Business Update

- Business Focus
 - Vision and Mission
 - Continue growth
 - Itanium adoption
 - Partner development
 - Expand into new markets
 - New Business
 - Moving forward



NonStop Vision and Mission

- Real-Time is our Vision, Value Proposition & Attitude
 - Real-Time Vision
 - A business environment where any information is accessible securely & instantaneously anytime.
 - Real-Time Value Proposition
 - Giving customers secure access to business critical information in real-time, all the time.
 - Real-Time Attitude
 - Never being satisfied that we're going fast enough to deliver on customer's expectations
- **Mission**
 - **Deliver on our real-time value proposition by extending our rich intellectual property to industry standard platforms**



NonStop momentum **Worldwide**

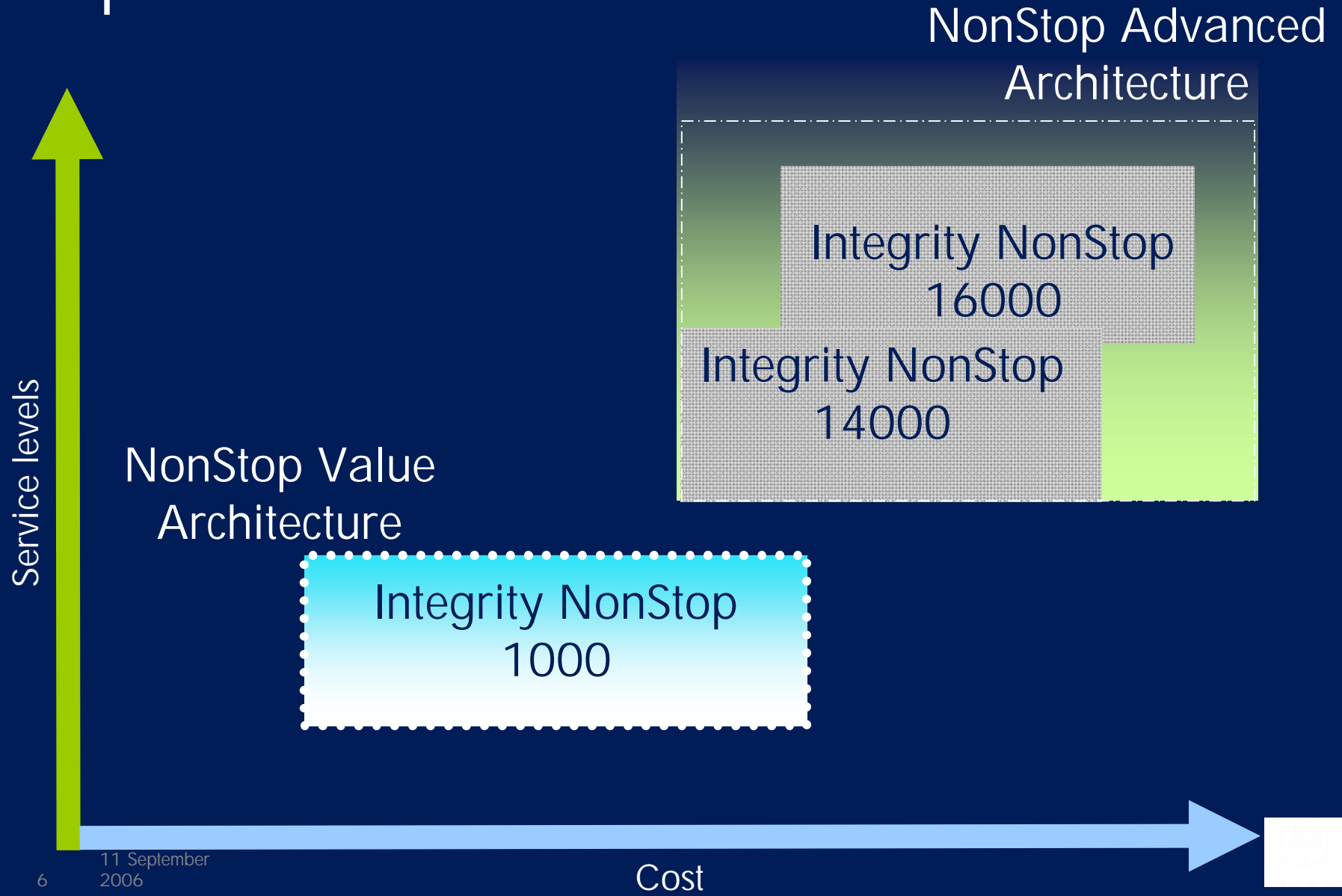
- Year over year growth world-wide in our major markets
 - Communications
 - Finance
 - Services
 - Distribution
 - Transportation
- 12% new business world-wide in Q3'06, significantly higher year over year
- Positive Integrity NonStop momentum with growing customer acceptance
 - 37% of total revenue in Q3'06, up from 24% in Q2'06
 - 56 Integrity NonStop customers to date, 14 of 56 new in Q3



NonStop momentum EMEA

- Year over year growth world-wide in our major markets
 - Communications
 - Finance
 - Services
 - Transportation
 - Healthcare
- >20% new business world-wide in Q3'06, significantly higher year over year
- Positive Integrity NonStop momentum with growing customer acceptance
 - 31% of total revenue in Q3'06, up from 26% in Q2'06
 - 17 Integrity NonStop customers to date, 9 of 17 new in Q3

More choices – a portfolio of service levels

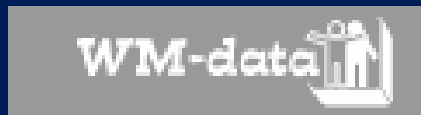


Why NonStop continues to grow

- Innovation
 - Lower TCO
 - Industry standards
 - Products
 - SOA
- Customers demand more
- Mergers and Acquisitions
- New Business
- Increasing solutions



Partner development



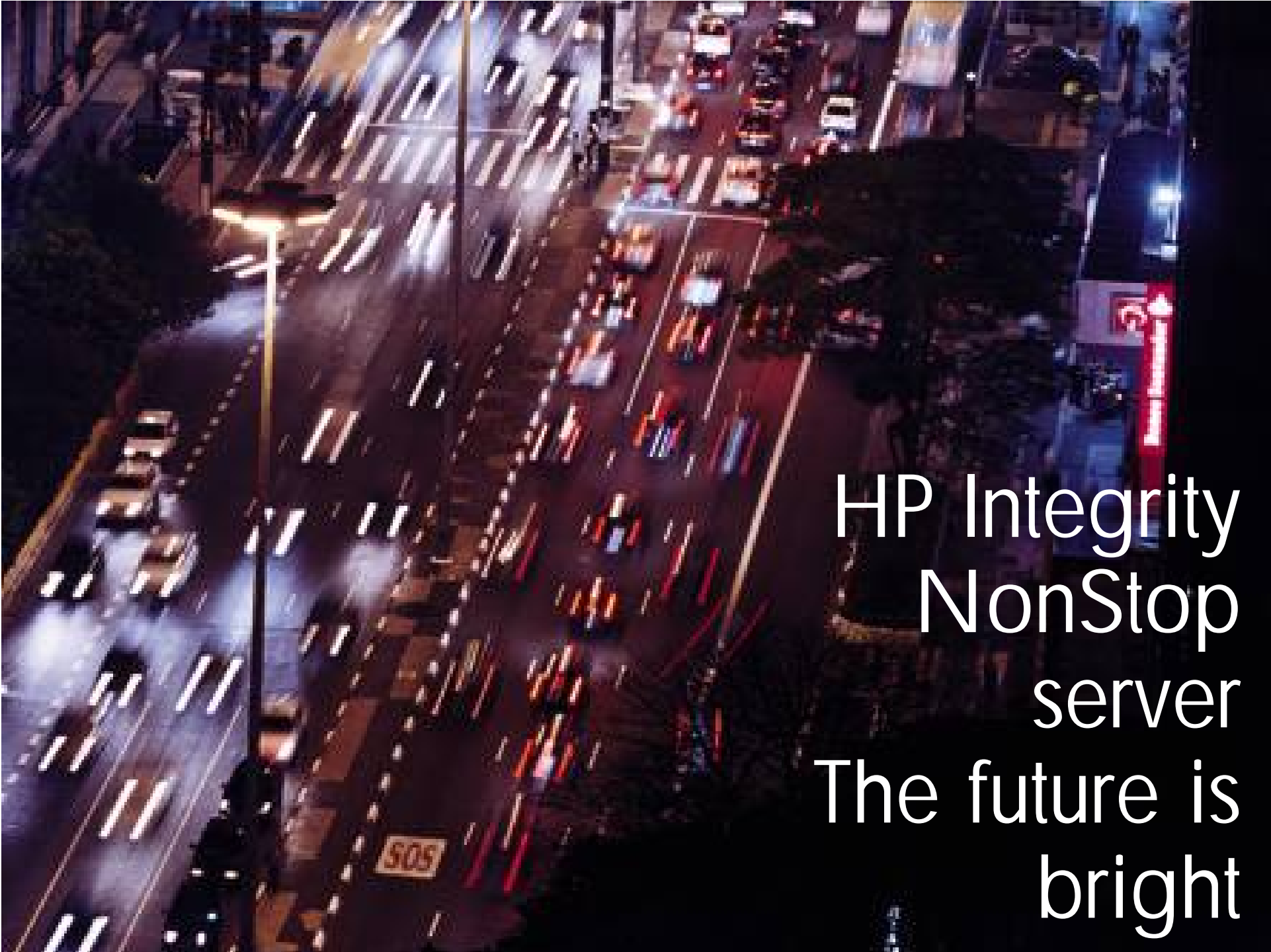
Expand into New markets

- Geographically
 - Africa
 - CIS
 - ME
- Industry areas
 - Healthcare
 - Government
- Expand portfolio
 - Finance
 - Telco



New Business





HP Integrity
NonStop
server
The future is
bright

Business Intelligence is used everywhere

Retail

- Sales patterns
- Integrated customer view
- Campaign management
- Market basket analysis
- Customer valuation
- Analytical CRM



Telecom

- Call behavior analysis
- Fraud detection
- Churn analysis
- Service usage analysis
- Promotion effectiveness
- Analytical CRM

The Business Intelligence Domain

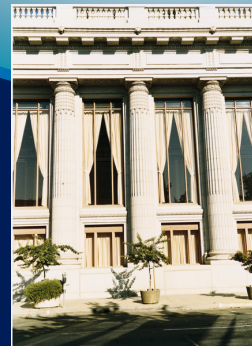


Manufacturing

- Order lifecycle
- Inventory analysis
- QA/TQM
- Supplier compliance
- Distribution analysis
- Analytical SCM

Government

- National security
- Crime analysis
- Health
- Fraud detection
- Contracts



Financial

- Credit risk
- Monetary risk
- Asset and liability management
- Analytical CRM

All industries

- P&L analysis
- Profitability
- Performance analysis
- Value chain analysis
- Segmentation analysis
- Profiling



NonStop investment assured

- What we have seen
 - Continued Investment
 - Return to confidence
 - Winning new accounts
 - Manage costs
 - Minimize risk
 - Improve agility
 - Increase business value
- What comes next
 - Continued Investment
 - Focus on new markets
 - Investing in new solutions
 - Winning new accounts
 - Increase business value



