Um novo estilo de IT

PPS em números

148M$ de Facturação

Forecast de FY12

59% HP Portugal

170º Portugal

#1 ou #2 em quota de mercado

Nas varias categorias que operamos

A Maior Base Instalada

1.6 Milhões de Impressoras

1.5 Milhões de PC´s

+ 7.800 Produtos dia

900 Produtos de Impressão

1000 Produtos de Computação

5.900 Supplies

Mais de

500 contas geridas

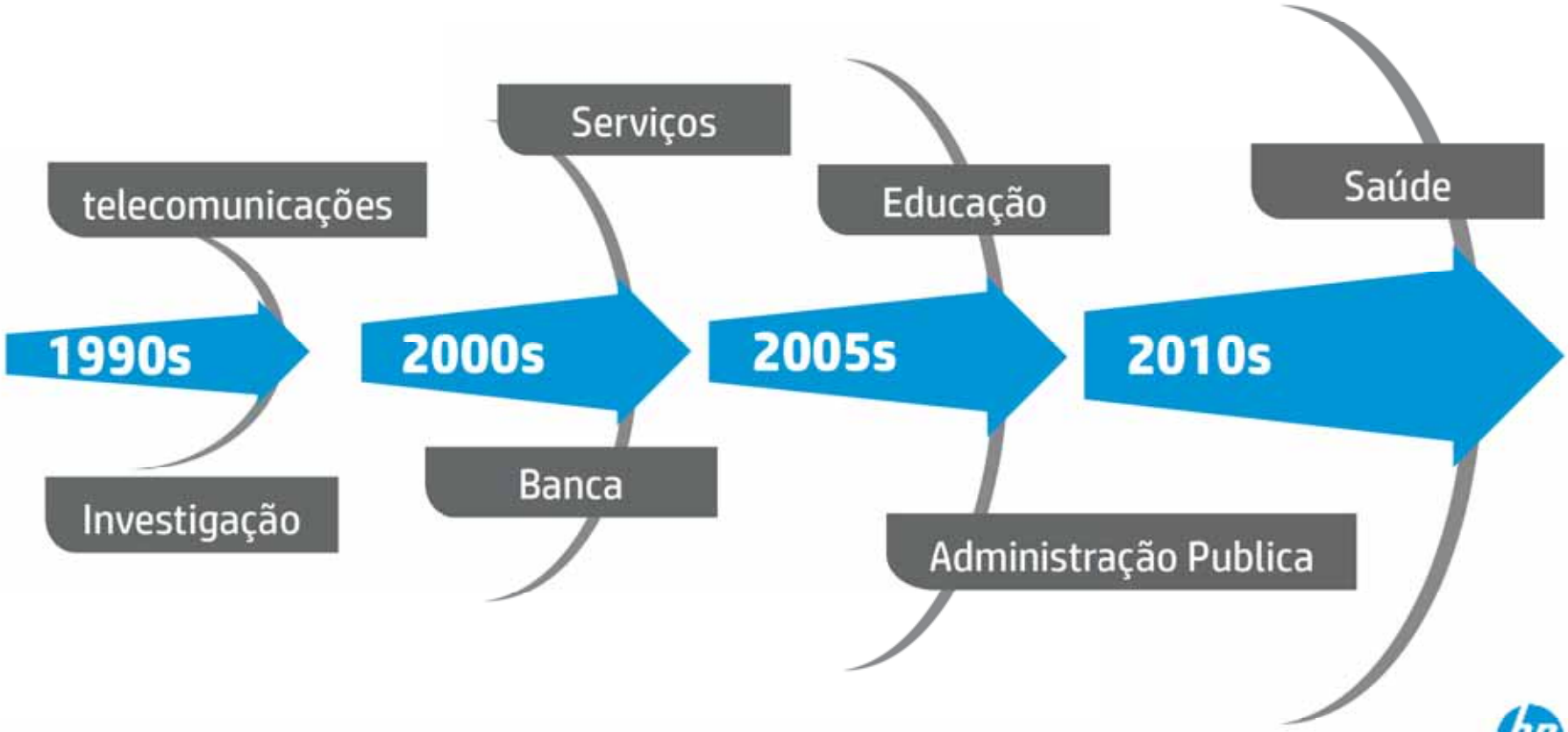
Mais de

4.000 parcerios

56 Golds + 93 PP + 4.000 Proximity

16 parceiros de Pós-Venda

A nossa história



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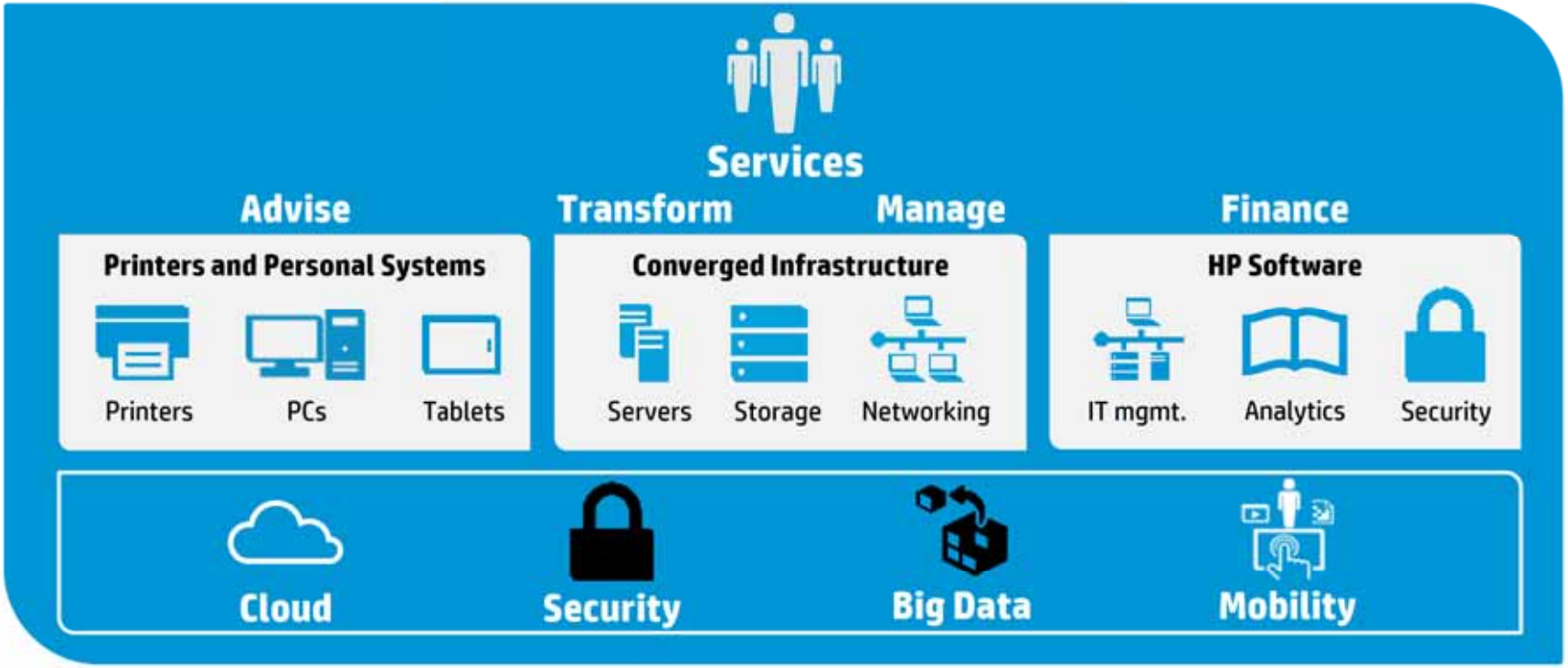
Um novo estilo de IT

Um novo estilo de IT – Soluções HP



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Your Needs Drive Our Investments

TCO

Quality
Reliability
Manageability

Security

Physical
Network
Identity

Usability

Ergonomics
End user experience

Environmental

Energy Efficiency
Reuse & Recycle

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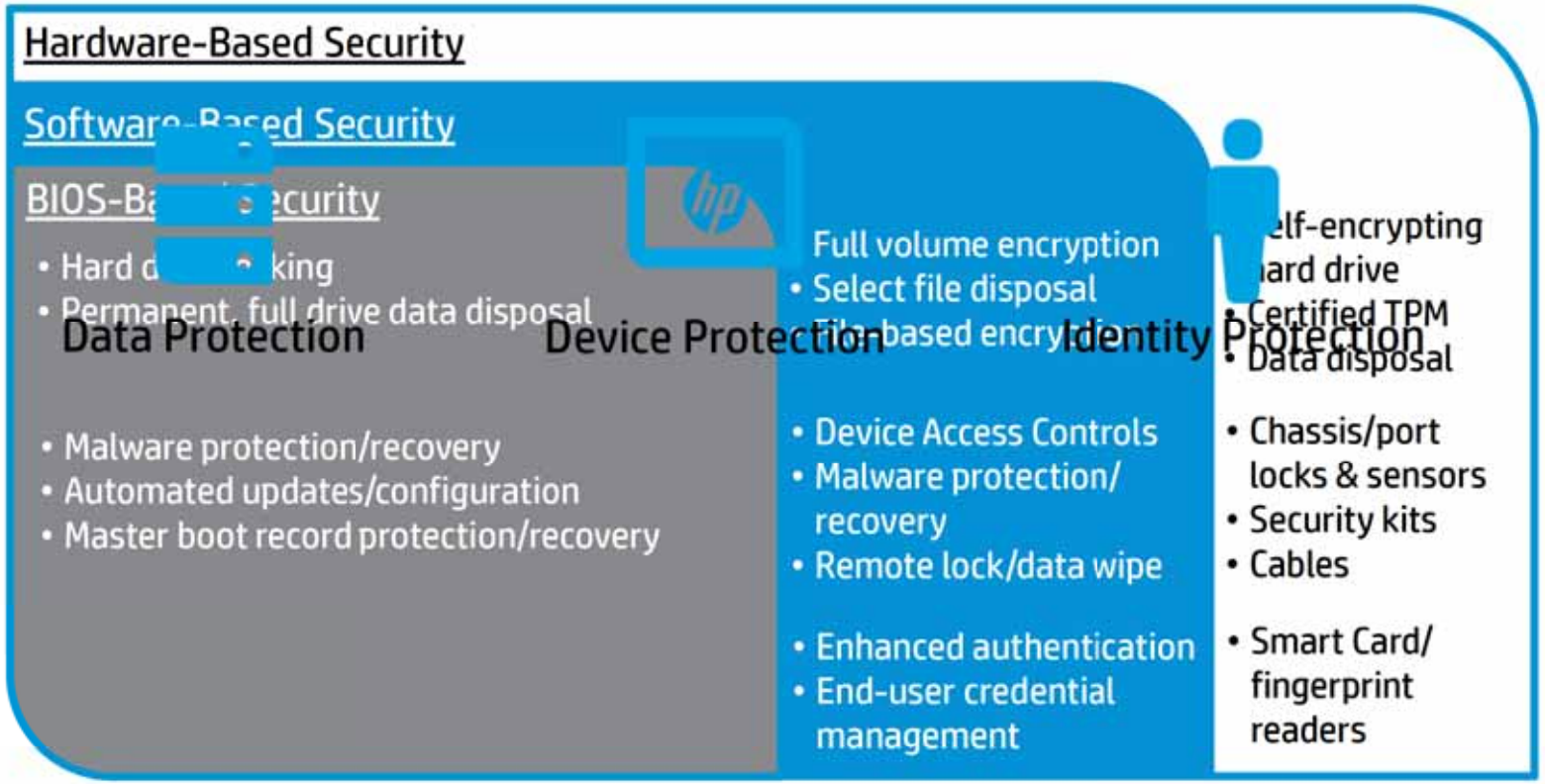
TCO - HP Client Security

Hassle-free, multi-layered security options to fit your business



1. Planned to be available August 2013

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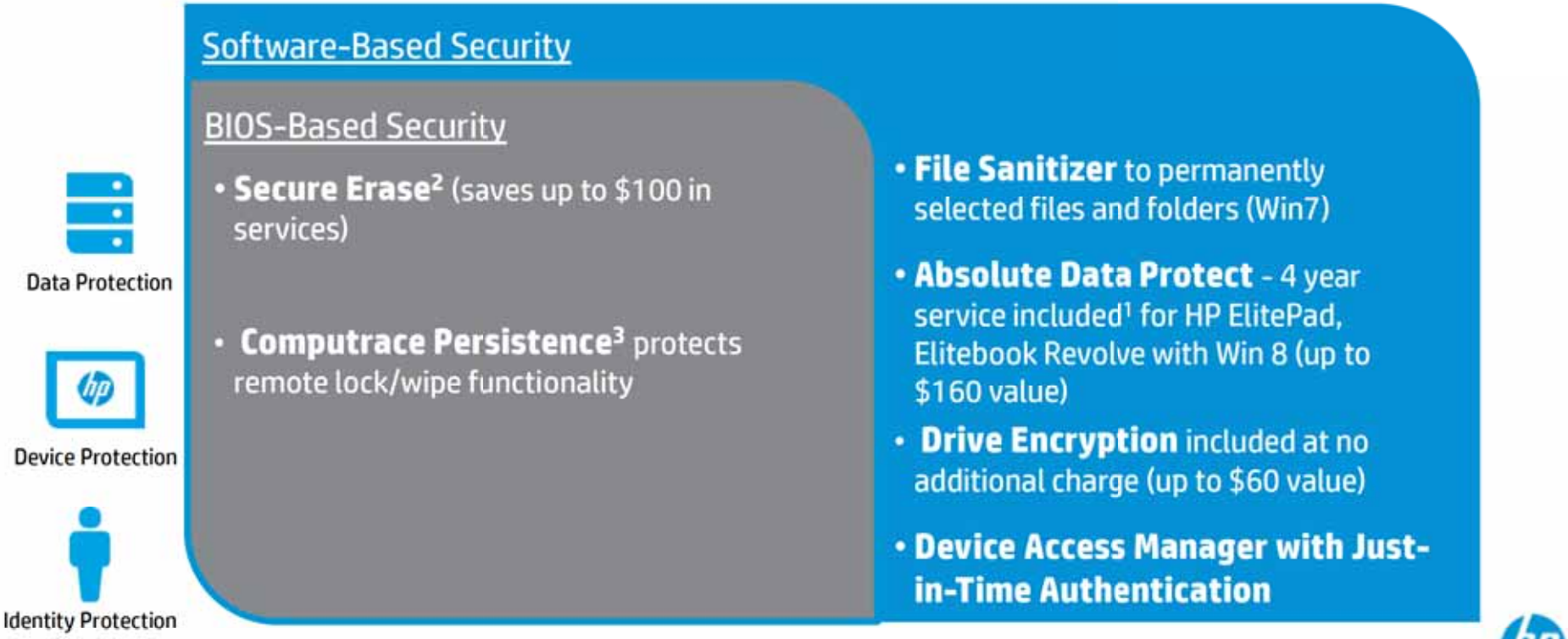
HP Client Security – Differentiated Security Solutions

Hassle-free, multi-layered security options to fit your business



1. Requires Microsoft Windows
2. For the methods outlined in the National Institute of Standards and Technology Special Publication 800-88.
3. Computrace agent is shipped turned off, and must be activated by customers when they purchase a subscription. Subscriptions can be purchased for terms ranging for multiple years. Service is limited, check with Absolute for availability outside the U.S.

HP's industry-leading security & manageability solutions

	Identity Protection	Device Protection	Data Protection
BIOS	• Ensure only authorized users can power on your PC with **HP Power-on Authentication** with their Fingerprint or Windows Password.[1]	• Protect the Master Boot Record so that you can be sure what software your PC is booting.	• Ensure your hard drives must be attached to your PCs in order to work with **HP Automatic DriveLock**. • Completely delete your data before repurposing, recycling, or servicing with **Secure Erase**.
Software	• Manage all your login credentials and policies in one place with **HP Credential Manager**, including single sign on policies. • Avoid help desk calls by using **HP SpareKey**[3] if a password is forgotten.	• **HP Just In Time Authentication** allows removable media be used for a short period after proper authentication.	• Trust your data is protected with **HP Drive Encryption**.[2]

1. CMIT Desktops support a Power-on Authentication password set in BIOS only.
2. Planned to be available August 2013
3. Internet access required. Some websites and applications may not be supported

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HP BIOS

The core of HP Business PC Reliability, Security, Manageability

- BIOS update error and attack protection reduce user downtime
- Automate BIOS management with remote configuration and update capabilities
- Firmware-level data, device and identity protection
  - Permanent data disposal
  - Self-encrypting drive management
  - Hard drive locking
  - Malware recovery

1. HP Tools partition with an HP BIOS required for automatic recovery. Business Desktops do not support this HP BIOS Protection auto-recovery feature.

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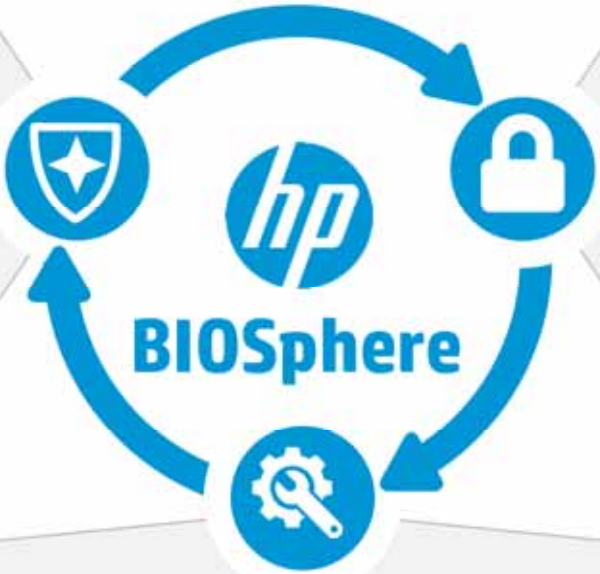
HP BIOSphere

HP's industry-leading firmware ecosystem

Simplify client management with automatic, secure BIOS updates from HP or the customers own servers to keep PCs in top condition and employees productive.



Protect mission critical data with customizable BIOS level features, including monitoring and restoring the BIOS in the event of corruption or attack.

Streamline client deployment and maintenance with the ability to remotely configure BIOS settings and provide proactive device health alerts to IT.

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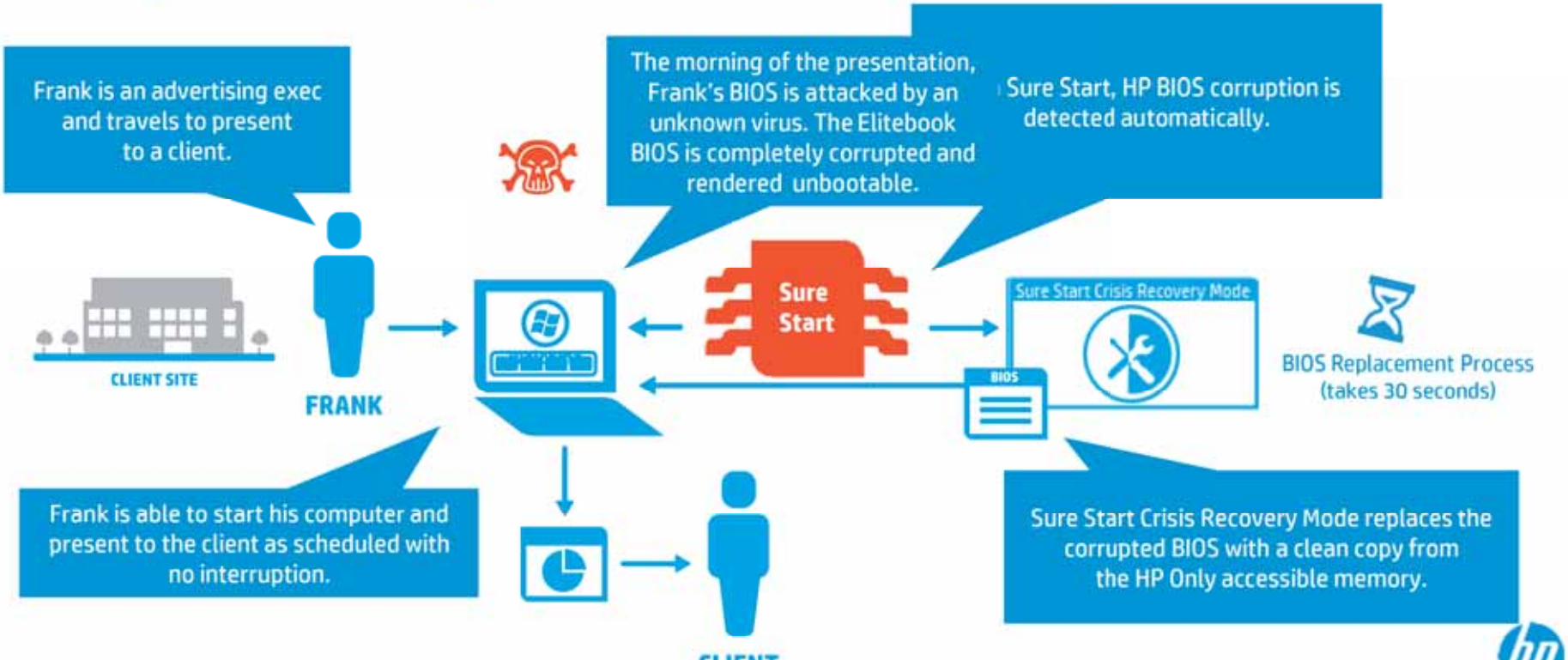
HP BIOSphere with Sure Start Technology

HP Unique Solution

Industry-first self-healing BIOS



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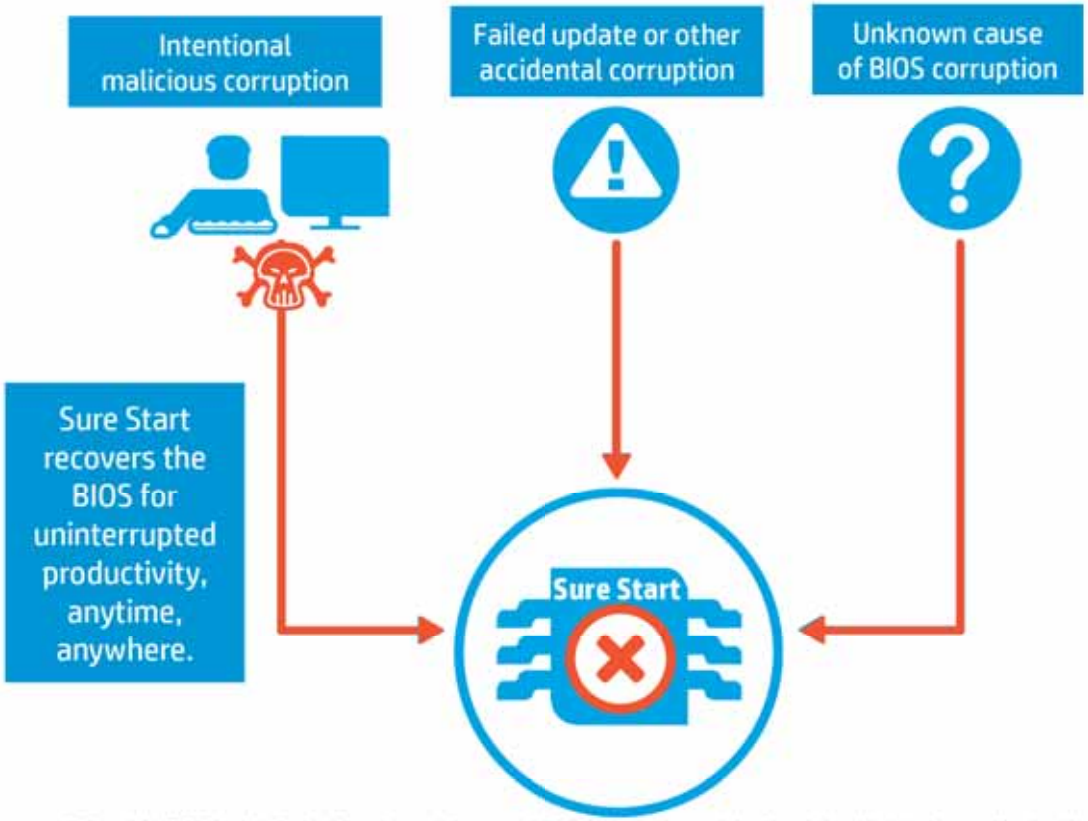
HP BIOSphere with Sure Start Technology

HP Unique Solution



- **Uninterrupted productivity – no downtime waiting for IT/Service ticket**
- **Confidence in BIOS rollouts – HP security and reliability improvements are delivered to customer**
- **Fewer help desk calls for crisis recovery or bricked units**
- **Ability to enforce BIOS version standard across the organization**

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Security and manageability go together

How many devices and where ?

Patch all systems?

Lost or stolen devices?

Enforce security policies?

Detect new devices on the network?

Manage remote and mobile devices?

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HP Client Management

Automate client management with industry-leading tools[1]

LANDesk SOFTWARE

HP Client Automation

Microsoft System Center Configuration Manager

Deployment & Migration

- Migration processes & tools
- Deployment of OS, software and system configuration

Proactive Hardware & Software management

- Asset management
- Vulnerability management
- Software delivery & license compliance
- Hardware configuration & health alerts

Remote Assistance / Help Desk

- Remote control
- Help desk ticketing
- vPro Out of Band Management

1. HP Client Management solutions require Windows.

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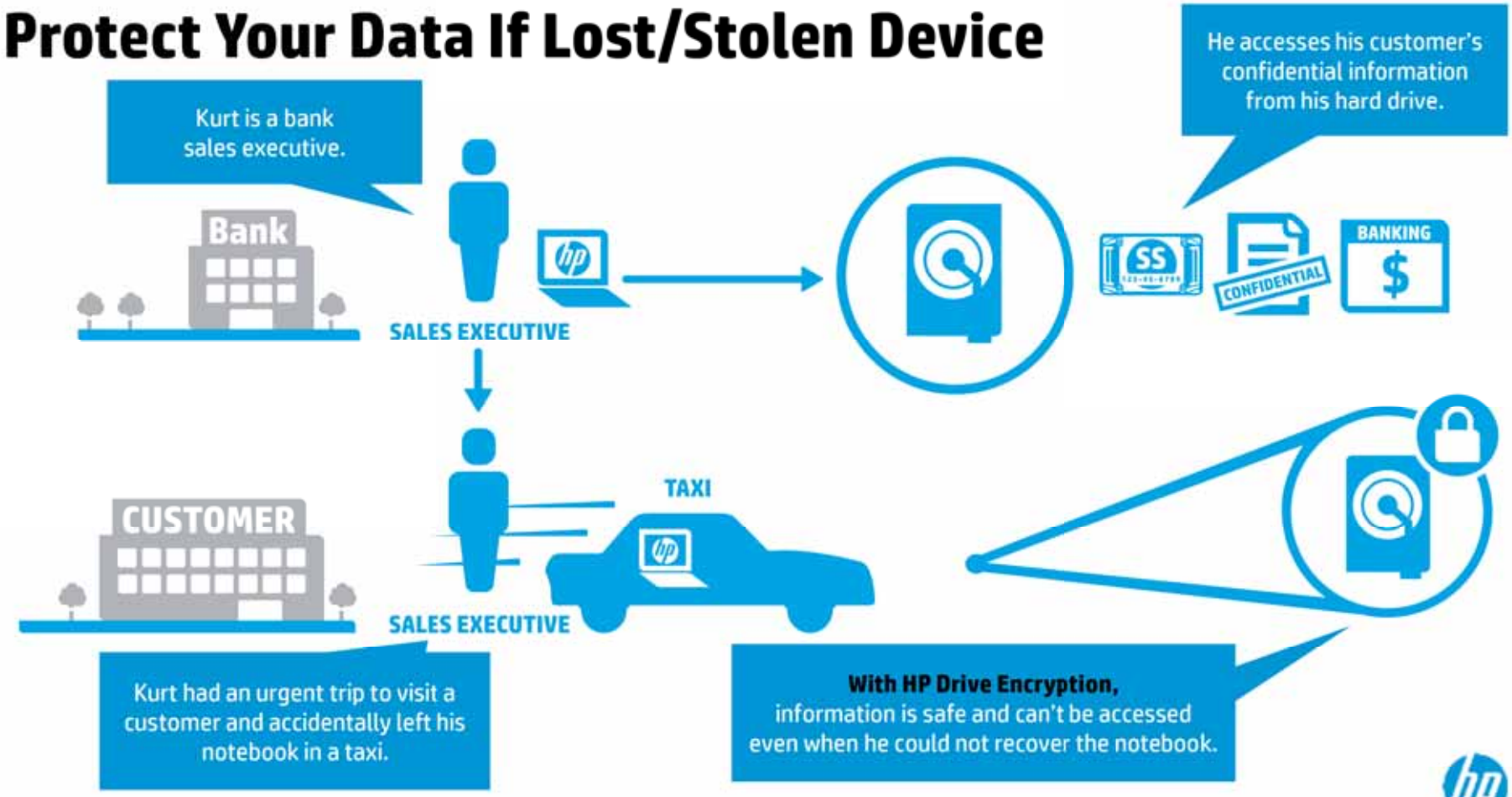
Protect Your Data If Lost/Stolen Device



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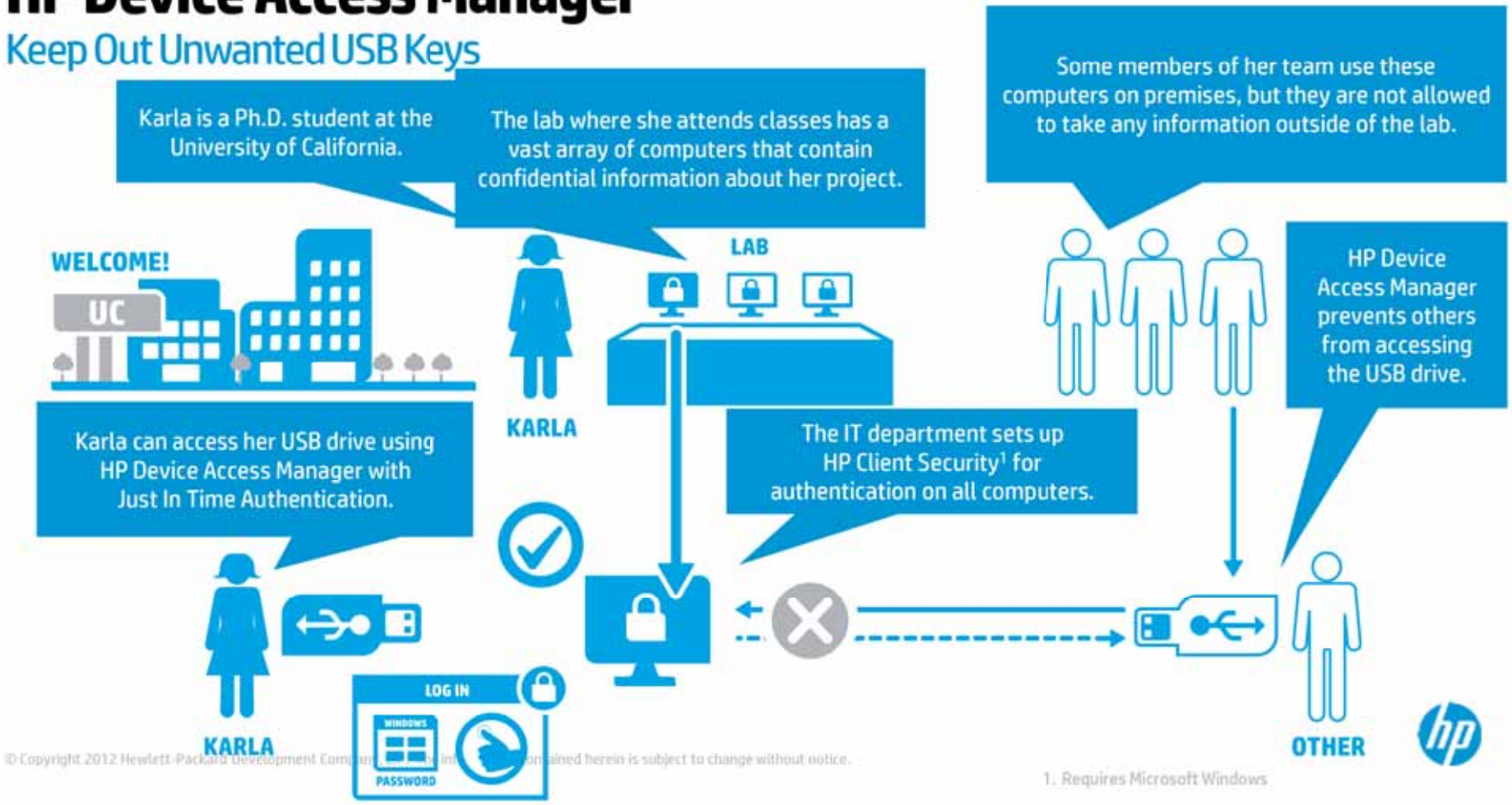
HP Device Access Manager

Keep Out Unwanted USB Keys



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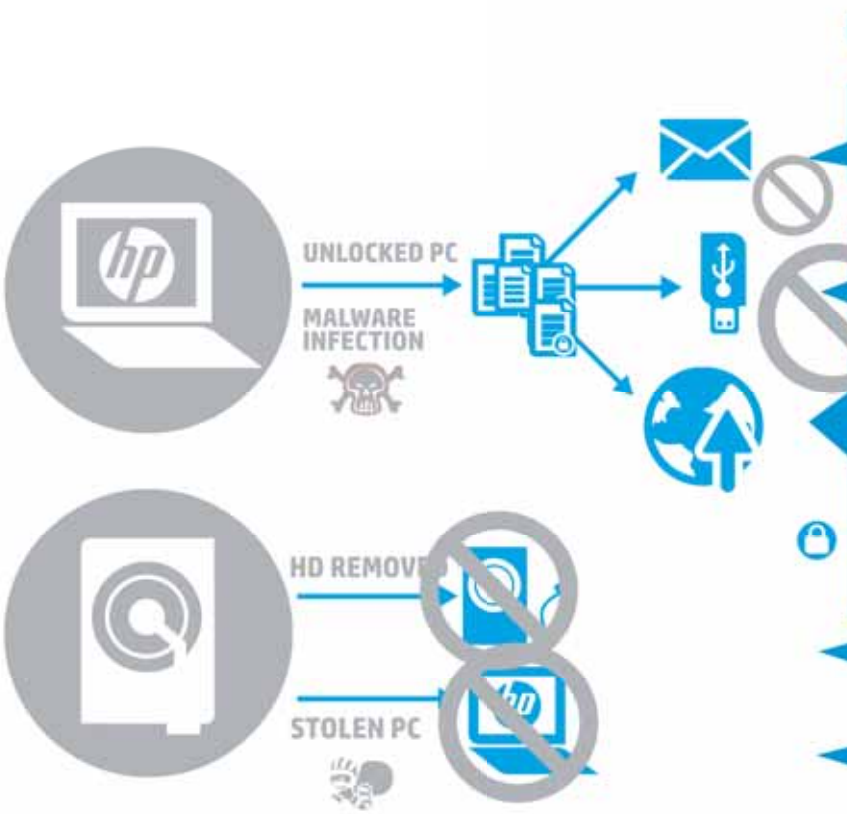
1. Requires Microsoft Windows

Protect Critical Files From Exposure



HP Client Security Solutions[1]

Microsoft Security Essentials
- Prevents and detects most malware

Device Access Manager with Just In Time Authentication
- Real-Time authentication required to access removable storage

Privacy Manager (for Office files)
- Encrypts Office files for those selected from the Trusted Contact List via plug-in
- Wherever they are, they are protected
- Unencrypting files requires authentication
  Note: Malicious emails can still be sent

Disk Encryption
- Drive protected from unauthorized access

Drive Lock
- Password required before drive can be turned on

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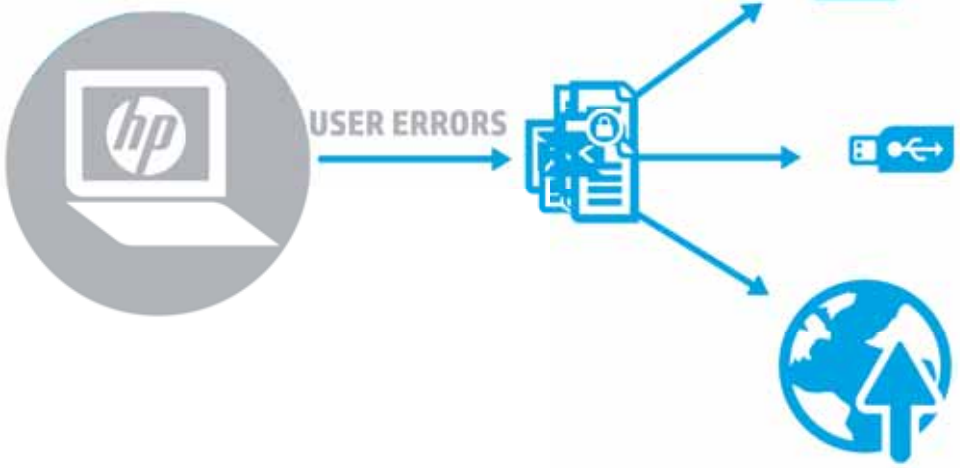
1. Requires Microsoft Windows.

Protect Critical Files From Exposure



- Send WRONG attachment to the right recipient
- Send right attachment to the WRONG people

Privacy Manager (for Office files and Outlook)

- Encrypts files and emails for those selected from the Trusted Contact List by clicking on the plug-in.
  - Wherever they are, they are protected
  - Unencrypting files or emails requires authentication
- Attach wrong files to social sites
- Copy wrong files to a Dropbox folder

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Industry unique enterprise mobile device management[1]

Mass Activation of WWAN

Manage ElitePad Hardware

Protect Corporate / Personal Data

Geographic Policy-Based Enforcement

Find my PC

LANDesk SOFTWARE

1. LANDesk software is sold separately. Managed devices must be connected to the management server. Requires active LANdesk maintenance service. Wipe functionality performs a "Windows 8 Reset" and requires Windows 8. Lock performs a Windows "Lock Computer."

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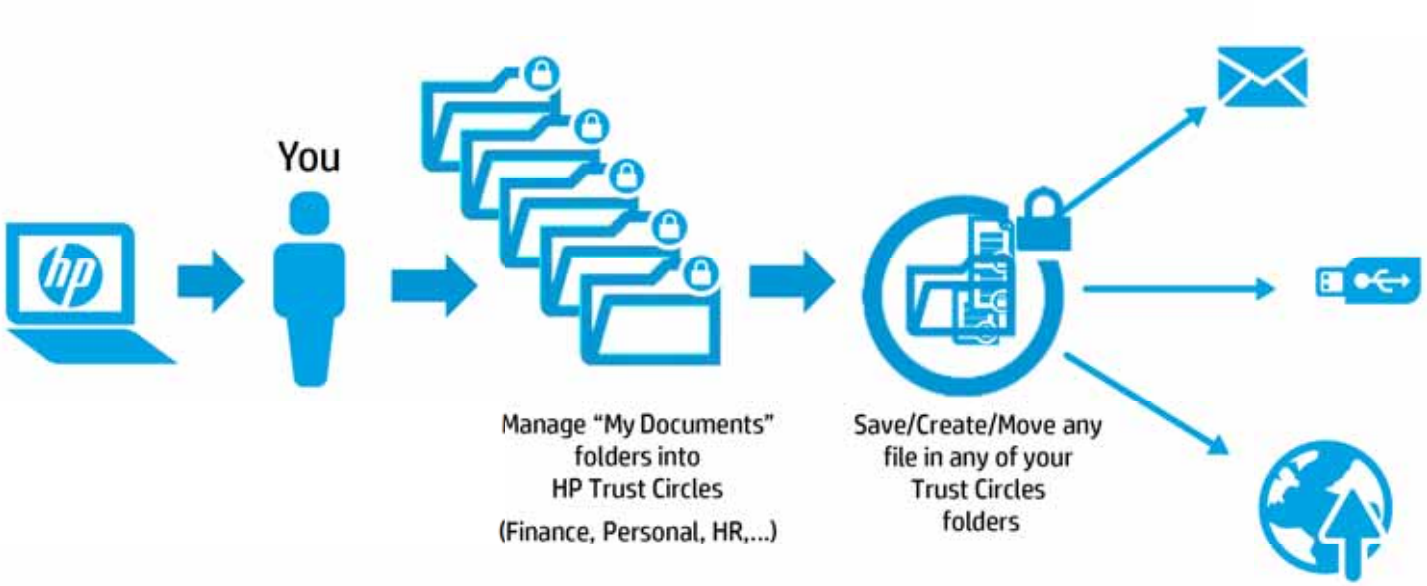
HP Trust Circles[1]

Keep sensitive information in safe hands



Your files remain protected no matter where they go.

Only Trust Circles members can read them.

1. HP Trust Circles Standard, when included, allows up to 5 Trust Circles with up to 5 contacts in each Trust Circle. Optional Trust Circles Professional required for unrestricted number of Trust Circles and members contacts. Trust Circles Reader is available to allow a contact to participate in an invited Trust Circle. Requires Windows.

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Thank You

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