



## HP INTERNAL E-MAIL

### **BCS and GWR resources are at your service now.**

Now is the time to move those HP 9000 customers to HP Integrity servers with HP-UX 11i v3! To help move these customers to Integrity and HP-UX 11i v3, **we will port custom applications for free!**

When closing a deal hinges on the availability of an application on HP-UX 11i v3 on Integrity servers and IBM is threatening your success, you can confidently commit free migration resources to get that application ported! Just register your customer's application porting requirement with Global War Room (GWR). If it is at all possible, the GWR will get the port done and help you win!

The process is business-as-usual. The news is:

- Porting is free to the account team and the customer. The funding and related resources are not your concern, they're mine.
- The process is streamlined. It takes a few minutes to register, and progress will be provided back to you.

For assistance porting the customer's application to HP-UX 11i v3 on Integrity, just use this link to connect to the WW Migration Competency Center: <http://intranet.hp.com/tsg/ww3/MCC/Pages/index.aspx> and click on "Request Migration Assistance."

This new offer is in addition to the Recruit to Win (RTW) team which can help if availability of a 3<sup>rd</sup> party application is keeping your customer from moving to Integrity with HP-UX 11i v3. <http://link.hp.com/u/5q1>

While you're working hard to close Q4, please take just a few minutes to register your need. Put the GWR to work on your most critical account opportunities. It's your FY10 pipeline!

If you find that this program is not working as I've outlined above, **call or email me**. I will work with you to remove any roadblocks facing your customer's HP 9000 to HP Integrity migration. I am personally committed to moving our entire HP 9000 customer base to HP Integrity and HP-UX 11i v3!

Regards,

Martin

-----

Martin Fink  
Sr. Vice-President & General Manager  
Business Critical Systems  
Hewlett-Packard  
[martin.fink@hp.com](mailto:martin.fink@hp.com)

Assistant: Ingrid Busch  
[ingrid.busch@hp.com](mailto:ingrid.busch@hp.com)  
(970) 898-0782