



NZ Government selects HP as panel print supplier for All-of-Government contract

WELLINGTON, New Zealand, 17 March, 2011 – Hewlett-Packard (HP) today announced it has achieved panel supplier status for the New Zealand All-of-Government (AoG) contract for single and multi-function print devices and print device management services (PDMS).

The contract has been negotiated and will be administered by the Department of internal Affairs.

Effective immediately all eligible NZ Government agencies are able to purchase selected HP print devices, products, solutions and services, including HP's PDMS. The contract provides each individual government agency access to the industry's leading cost-effective, manageable and energy efficient print solutions to best meet their needs, and it is believed that many agencies across the New Zealand Government will realise savings through these arrangements.

"With businesses in New Zealand using HP printers more than any other brand, we are thrilled with the AoG contract which will allow HP to further extend our commitment to the State sector," said Richard Bailey, Vice President, Imaging and Printing Group, HP South Pacific. "We are proud to offer AoG industry leading printing products and solutions to improve the productivity of their agencies and reduce their environmental impact all while saving them money on their print infrastructure."

Transparent hardware and service delivering guaranteed immediate results: HP Print Device Management Services (PDMS)

HP offers a Printing Payback Guarantee for new, qualified HP PDMS customers. This means HP will present a return on investment to 201 of the country's government agencies. HP estimates that a government agency will be able to reduce the cost of its fleet by up to 30 per cent through an improved balanced deployment of devices, reduction in paper usage and improved management of their printing devices.

"As a previous supplier of IT hardware to the New Zealand Government, we are pleased to see HP join the All-of-Government contract arrangements to maximise choice and value for all of our agencies," said

Editorial Contacts

Jacqueline Ibrahim, HP,
(03) 8833 4225
jacqueline.ibrahim@hp.com

Amy Cook,
Burson-Marsteller for HP,
(02) 9928 1533
amy.cook@bm.com

Hewlett-Packard Australia
410 Concord Road
Rhodes NSW 2138



John Ivil, Manager, All-of-Government Contracts.

A Greener New Zealand: HP's Environmental Leadership

HP offers an ability to demonstrate real environmental gains for government agencies immediately through Energy Star rated products which assist in the ongoing reduction of energy consumption and through the HP Planet Partners program. This program offers a free collection service for used cartridges, computer hardware and rechargeable batteries and guarantees a zero waste to landfill for all agencies. HP PDMS also offer the ability to set print standards, such as duplex and pull printing, and the ability to improve the workflow of information within the agency which will also realise significant environmental gains.

The Department of Internal Affairs is pleased to welcome HP on board to the panel of suppliers.

"HP will contribute to ensuring we provide effective print services across government," says Brent Chalmers, General Manager, Government ICT Supply Management Office.

About HP

HP creates new possibilities for technology to have a meaningful impact on people, businesses, governments and society. The world's largest technology company, HP brings together a portfolio that spans printing, personal computing, software, services and IT infrastructure to solve customer problems. More information about HP is available at

<http://www.hp.com.au>

This news release contains forward-looking statements that involve risks, uncertainties and assumptions. If such risks or uncertainties materialize or such assumptions prove incorrect, the results of HP and its consolidated subsidiaries could differ materially from those expressed or implied by such forward-looking statements and assumptions. All statements other than statements of historical fact are statements that could be deemed forward-looking statements, including but not limited to statements of the plans, strategies and objectives of management for future operations; any statements concerning expected development, performance or market share relating to products and services; any statements regarding anticipated operational and financial results; any statements of expectation or belief; and any statements of assumptions underlying any of the foregoing. Risks, uncertainties and assumptions include macroeconomic and geopolitical trends and events; the competitive pressures faced by HP's businesses; the development and transition of new products and services (and the enhancement of existing products and services) to meet customer needs and respond to emerging technological trends; the execution and performance of contracts by HP and its customers, suppliers and partners; the achievement of expected operational and financial results; and other risks that are described in HP's filings with the Securities and Exchange Commission, including but not limited to HP's Annual Report on Form 10-K for the fiscal year ended October 31, 2010. HP assumes no obligation and does not intend to update these forward-looking statements.

© 2011 Hewlett-Packard Asia Pacific Pte Ltd. Registration No.: 198703164G. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein.

