To compete and win in today’s challenging business environment, organizations are refocusing their efforts and resources on the things that really matter. They’re concentrating on their core business strategies, processes, and technologies. And they’re looking for faster, more efficient ways to deliver advanced applications and services to the people who depend on them.

At the same time, these organizations are facing countless business challenges: managing costs in uncertain times, finding and retaining the best IT professionals, maintaining the flexibility to respond quickly to changing market conditions, and providing a mission-critical infrastructure that can handle today’s demanding always-on solutions.

That’s why many of these organizations, and perhaps you also, are finding the application service provider (ASP) model so attractive. The ASP model enables you to concentrate on your core competencies while your best-of-breed service provider partners concentrate on theirs. It could allow you to get to market faster with innovative solutions. In addition, it provides a subscription-based pricing model, allowing you to have controlled and predictable expenses, without large startup fees.

Choosing the right partner is more critical than ever before. Traditional ASPs (mostly startup companies within the last three years) are financially vulnerable and are facing the same economic uncertainties that many other companies today are facing. Although many traditional ASPs now realize the need for the implementation and integration services they originally touted as unnecessary, it is still unclear as to whether they have the ability and financing to accomplish the huge task of gaining the resources and knowledge required.

So how do you choose a PeopleSoft applications hosting provider that’s right for you? It’s simple: choose leaders with best-of-breed solutions—and a track record that breeds confidence, PeopleSoft/HP.
the hp/PeopleSoft advantage

In only two years PeopleSoft eCenter was named the 4th largest ASP in North America in 2000 based on revenue according to Gartner Dataquest Inc.* How? PeopleSoft’s eCenter offers the industry’s leading solution for deploying, hosting, and managing PeopleSoft’s pure Internet enterprise applications. PeopleSoft eCenter provides companies with a choice for their enterprise application management needs, offering an end-to-end scalable, secure, and affordable hosted solution.

Through their 15 year partnership, PeopleSoft and HP have developed extensive experience in jointly solving companies’ business challenges. As the preferred hardware platform provider for PeopleSoft applications, HP manages the PeopleSoft eCenter IT infrastructure. With the industry leader in mission-critical services managing the PeopleSoft eCenter IT infrastructure, you can rest assured that you will receive the highest level of service and support. Additional benefits of PeopleSoft eCenter services include:

- **single point of accountability**—This ensures simplicity and predictable cost. From initiation to go-live and beyond, we offer everything required to run your enterprise software.
- **straight from the source**—No one is better positioned to provide you with secure access to your PeopleSoft application than the leading software vendor and infrastructure provider.
- **speed to market**—Reduced time-to-market equals a better ROI.
- **better IT resource allocation**—By entrusting the infrastructure management to PeopleSoft eCenter, you free up your limited IT resources to focus on your core competencies.
- **flexibility**—With over 180 PeopleSoft application modules, you select the solution that best meets your business needs.

Best-of-breed companies with leading solutions and the expertise to back them up: that’s the PeopleSoft eCenter/HP advantage.

**PeopleSoft eCenter**

Dynamic, growing companies like yours can’t always afford the infrastructure purchasing and set up fees, cast overruns, long implementation times, and maintenance that custom e-business packages can entail. For you, there’s PeopleSoft eCenter—smart, secure, easy-to-access e-business solutions without the investment in dedicated staffing, costly consultants, and equipment upgrades you’d normally encounter. All you need is a Web browser, and PeopleSoft and HP can do the rest. PeopleSoft eCenter represents the next generation in hosting application services. It’s built on HP’s 24x7 services and support with pure Internet applications that enable any organization to quickly evolve into a real-time enterprise.

Unlike a traditional in-house implementation where a company employs a large IT department to manage and maintain its enterprise application, PeopleSoft eCenter is a hosted service that enables organizations of any size to contract for PeopleSoft application management and ongoing maintenance.

Best of all, PeopleSoft eCenter solutions are delivered as complete, integrated business solutions directly from PeopleSoft, so you can get to market fast with the solution that’s just right for your business. Plus, you benefit from the commitment and expertise of PeopleSoft and HP—two proven leaders in the enterprise marketplace.

**hp partnership**

Of course, companies like yours are looking for the highest levels of service and security for your PeopleSoft applications, and that’s why PeopleSoft selected HP for infrastructure and data center management.

HP has an unparalleled reputation for services and customer satisfaction. HP is constantly measuring the total customer experience in an effort to identify new, innovative ways to increase your satisfaction.

To ensure the highest level of security, HP uses a combination of our unique secure cell architecture, Internet monitoring tools, and partnerships. Our dedication to security is one of the reasons large financial institutions and Fortune 500 companies have chosen HP.

HP’s best-practices methodology helps you make the most of your application investment by ensuring that your people, processes, and technologies are all working together—seamlessly. Plus, you benefit from HP OpenView, a family of business-centric IT solutions that monitor more than 80 percent of today’s Web servers and networking components.

With PeopleSoft eCenter, you’ll be able to rest assured knowing that your application is supported by HP Services, with more than 600 offices worldwide staffed by 27,000 dedicated support professionals, providing everything from initial implementation to training and ongoing education. Like so many others, you can rely on HP’s more than 60 years of experience delivering proven processes, technologies, and partnerships.

Additional HP services that may complement your PeopleSoft eCenter solution include the following:

- enterprise applications (SAP, BroadVision, i2)
- remote infrastructure management
- business continuity and recovery
- managed web services
- server and storage management
- network operations and management
- messaging and collaboration

For additional information, please visit the following Web sites:

PeopleSoft-HP alliance page at [www.peoplesoft-hp.com](http://www.peoplesoft-hp.com)

PeopleSoft at [www.peoplesoft.com](http://www.peoplesoft.com)

HP at [www.hp.com](http://www.hp.com)


© Copyright Hewlett-Packard Company 2002