



HP Presents Omtool, Capella Technologies, TROY Group, and Pharos with Outstanding Solutions Business Partner Awards

MIAMI, Fla., May 12, 2011 – HP presented the Solutions Business Partner of the Year award to Omtool during the closing session of the HP Solutions Business Partner Conference. Outstanding Solutions Partner Awards were also presented to Capella Technologies, TROY Group and Pharos. As well as Silver Partners in Excellence awards to Euroform A/S and LBM systems.

These awards recognize HP solution partners that continue to demonstrate innovation and technology leadership, deliver impressive results, develop products that address both current and future customer needs and collaborate with HP to positively impact customers.

The 2011 Partner of the Year was awarded to Omtool for its exceptional collaboration with HP, leading sales support and engagement, proactive technology collaboration in the Solutions Business Partner program, and for their “can do, play to win” approach. Omtool continually exemplifies the qualities HP looks for when engaging with an organization as a partner.

“HP understands the importance of fostering strategic partnerships with companies that strive to deliver significant and measurable results on behalf of HP’s global customers,” said John Johasky, Vice President and General Manager, WW Solutions and Services, Imaging and Printing Group, HP. “Omtool is focused on delivering innovative solutions that help customers grow their business, achieve greater business efficiencies, reduce costs and enhance business security and compliance. Congratulations to Omtool for this well-deserved recognition.”

HP also recognized the following solution partners for their achievements. They include:

- Capella Technologies was presented the HP 2011 award for Outstanding Technical Innovation. HP recognized Capella

Editorial Contacts

Amy Rhodes, HP
+1 949 212 3401
amy.rhodes@hp.com

Katherine Young
Porter Novelli for HP
+1 404 995 4514
katherine.young@porternovelli.com

HP Media Hotline
+ 1 866 266 7272
www.hp.com/go/newsroom



Technologies for their innovative mobile printing capabilities, device analysis that assists with initial assessment and on-going account monitoring, and custom rules based printing. Additionally, Capella Technologies is improving sales efficiency with the development of Pocket TC—a revolutionary sales aid providing dynamic access to information when and where it is needed.

- The HP award for Outstanding Sales Engagement went to TROY Group who was recognized for their outstanding collaboration with HP to engage and support the HP sales force around the world, win customers and deliver an exceptional customer experience. TROY Group continues to go above and beyond when working with HP and its customers who consistently receive outstanding products and services from HP and TROY.
- HP presented the award for Outstanding Technical Collaboration to Pharos who was recognized for collaborating with HP and in concert with other partners to develop and configure solutions tailored to meet unique customer requirements. Pharos has gone above and beyond in working with HP and our customers to address their needs on a global basis, which has resulted in HP and Pharos delivering superior products and services.

HP also announced two Silver Partners in Excellence award recipients. These awards give HP the opportunity to recognize and celebrate Euroform A/S and LBM Systems for taking their solutions to the next level and meeting the business needs of HP customers. Euroform A/S and LBM Systems were presented this award for developing innovative solutions on the HP platform that deliver customer value and demonstrate the significance of the HP partner relationship.

The HP Solutions Business Partner program provides customers with unprecedented access to innovative solutions and technologies. Under the Platinum, Gold and Silver membership tiers for solutions business partners, the program advances HP's enterprise imaging and printing go-to-market strategy, enabling HP to efficiently address customer needs with tailored solutions designed to improve workflow, manage environment and optimize infrastructure.



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 at the convergence of the cloud and connectivity, creating seamless, secure, context-aware experiences for a connected world. More information about HP (NYSE: HPQ) is available at <http://www.hp.com>.

© 2011 Hewlett-Packard Development Company, L.P. 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.