REINVENTING SUCCESS YOUR PASSION. YOUR LIFE.

Alan Boffi Regional Manager Svizzera Italiana alan-guerino.boffi@hp.com



HP is bringing **PREMIUM**

to reality

HP's INNOVATION FRAMEWORK



DESIGN

for the way you work and live

SECURITY to work anywhere

COLLABORATION

for connecting & creating

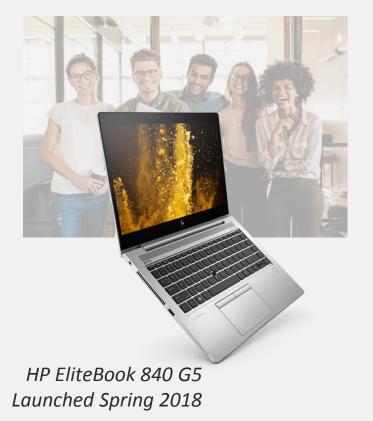


ONE LIFE

PREMIUM TO ENTERPRISE



PREMIUM TO MAINSTREAM



PREMIUM TO EVERYONE



HP EliteBook x360 1030 G3 Launched Summer 2018



PREMIUM INNOVATION FOR THE MODERN OFFICE



HP ELITEBOOK X360 1030 G3

WORLD'S SMALLEST

BUSINESS CONVERTIBLE⁶

HP ELITE X2 1013 G3

WORLD'S SMALLEST BUSINESS DETACHABLE⁷

HP ELITEBOOK 1050 G1

WORLD'S FIRST ULTRA-SLIM BUSINESS NOTEBOOK WITH NVIDIA[®] GeForce[®] GTX GRAPHICS¹⁴

HP ELITEONE 1000 G2

WORLD'S FIRST BUSINESS CLASS 34" CURVED AIO WITH DISCRETE GRAPHICS¹⁵

HP S14 PORTABLE DISPLAY

WORLD'S FIRST 14" USB TYPE-C™ PORTABLE DISPLAY¹⁶



ULTRA-MOBILE: WORLD'S SMALLEST BUSINESS CONVERTIBLE⁶

HP ELITEBOOK X360 1030 G3

ALWAYS ON: World's lightest 13" business convertible offering 4G LTE¹⁸

WORK ANYWHERE: World's first Outdoor Viewable Display in a business convertible⁸

MAKE CONNECTIONS: World's most advanced video conferencing in a business convertible¹¹

EXPRESS YOURSELF: World's first active pen with proximity alert for business PCs¹⁹

DOUBLE THE CORES

Intel[®] 8th gen Intel Quad Core³⁸ processors pack the power to get down to work



SEE MORE 13" DISPLAY IN A 12" CHASSIS

HP EliteBook x360 1030 G2

HP EliteBook x360 1030 G3





ALWAYS ON

WITH THE WORLD'S LIGHTEST 13" BUSINESS CONVERTIBLE WITH 4G LTE¹⁸





Up to 18 hour battery life²⁴ for a PC that only sleeps when you do

Power-naps like a champ with fast charge technology²⁵



Supports up to Cat9 4G LTE²⁶ so you can stay connected, beyond the bounds of WiFi

NEW!



Faster, more reliable WiFi - HP Connection Optimizer²⁷ helps autorepair wireless drivers and connect you to the fastest WiFi access points

THE WORLD'S FIRST OUTDOOR VIEWABLE DISPLAY IN A BUSINESS CONVERTIBLE⁸

Without outdoor viewable display

With outdoor viewable display



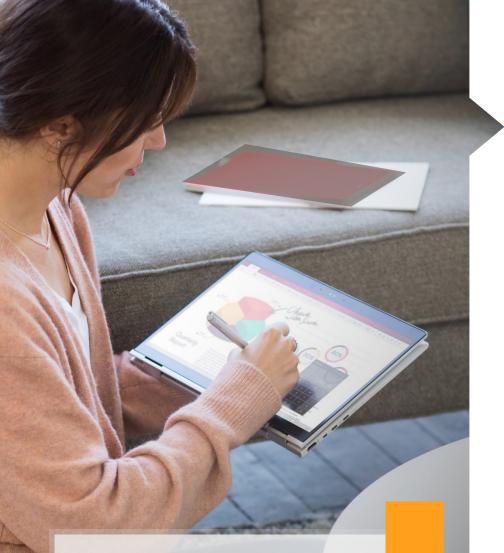
Anti-Glare Touch Display

700 nit brightness³⁰

Ambient Light Sensor

"...hands down a huge improvement." - Michael, early evaluator

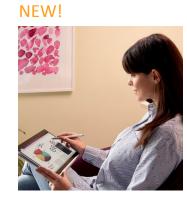
*Artist rendering



"I take notes on paper because I can frame my notes differently – I can circle, underline, and sketch out ideas" HP ELITEBOOK X360 1030 G3

EXPRESS YOURSELF

WITH THE HP RECHARGEABLE ACTIVE PEN³² – THE WORLD'S FIRST ACTIVE PEN WITH PROXIMITY ALERT FOR BUSINESS PCs¹⁹



More natural double the pressure sensitivity and added Tilt detection vs previous gen make writing more nuanced USB Type-C[™] Chargeable using the same charger as your PC. Lasts all week on a 30 minute charge³³.

NEW!

NEW!

Magnetic

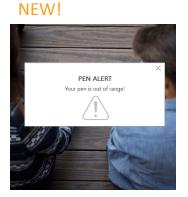
meetings

Attachment

Keeps your pen at

the ready as you

move between



Receive digital alerts when the pen is too far from the PC, so you never leave it behind

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MEANINGFUL CONNECTIONS

WITH THE WORLD'S MOST ADVANCED VIDEO CONFERENCING IN A BUSINESS CONVERTIBLE¹¹

NEW!



Over 70% louder vs previous gen 4 speakers, 4 discrete amps Lower bass roll off for richer sound Full HD Webcam for high resolution collaboration – new this gen

NEW!



World Facing Mic

for improved noise

Skype for Business[®]

cancellation

Certified³⁶



HP Premium Collaboration Keyboard lets you answer, mute/ unmute, and more



CRANK IT UP

MOST POWERFUL AUDIO VERSUS LEADING BUSINESS NOTEBOOKS¹²

LOUDER THAN EVER

4 speakers with 4 discrete amps achieve 80 db sound – over 70% louder than the previous gen

RICHER SOUND

Lower bass roll off (300 Hz) for rich, authentic sound – including better voice quality



LIGHTEN YOUR BAG

2 USB Type-C[™]

• • • • •

MORE PORTS, FEWER DONGLES

Seamlessly connect to displays or transfer files from flash drives with the included HDMI Port and USB Type-A Port

FASTER AND MORE FLEXIBLE

HDMI

2 USB Type-C[™] ports adapt to meet your changing needs with support for Thunderbolt[™]3, DisplayPort[™], and charging

USB-A					
	SSC- +	••	ტ		
	8				

BIOMETRIC SECURITY

FAST AND PROTECTED LOG INS, USING WINDOWS HELLO



IR CAMERA FOR FACIAL RECOGNITION

IR technology identifies you in a variety of lighting conditions

HARDENED FINGERPRINT SENSOR

Unlock your PC with a simple touch. Fingerprint data is secured and encrypted by the sensor hardware.

HP MULTI-FACTOR AUTHENTICATE

Fortify your security with up to three authentication factors - including fingerprints and facial recognition⁸⁷.

HP ELITEBOOK 1000 Series PCs

DESIGNED WITH QUALITY IN



HP TOTAL TEST PROCESS

120,000 hours of testing per product

•

•

•

- Electrical tests
- Power tests
- Performance tests
- Reliability tests
- Thermal tests
- Acoustic tests
- Durability tests
- Communication tests

EXTREME TESTING

MIL-STD-810G Testing²²

- Drop
- Vibration (cat4)
- Vibration (cat24)
- High/Low temp
- Freeze/thaw
- Altitude

- Dust
- Sand
- Temp shock
- Humidity
- Explosive Atmosphere
- Functional shock

SUSTAINABILITY

HP EliteBook 1000 Series have earned:



ENERGY STAR[®] EPEAT[®] Gold⁸⁸

TCO

HP EliteBook x360 1030

GENERATION COMPARISON



DESIGN BATTERY LTE **COVER GLASS BRIGHTNESS** WEBCAM FHD PEN²³ **SPEAKERS MICROPHONES** PORTS **STORAGE** PROCESSOR SECURITY

G3 13" Display in a 12" Chassis Up to 18 Hours²⁴ 4G LTE CAT 4/9²⁶ **Etched Glass Anti-Glare** Up to 700 nits³⁰ **Rechargeable** Active Pen³² 80 dB/300 Hz; 4 Discrete Amps 2 Front Facing, 1 World Facing 2 USB-CTM Thunderbolt[™] 3 1 USB 3.1 Gen 2 Up to 2 TB³⁹ Quad Core³⁸ HP Sure Start Gen4⁴⁰ HP Sure Run⁴¹ HP Sure Recover⁴² **HP Sure Recover With** Embedded Re-imaging⁴³



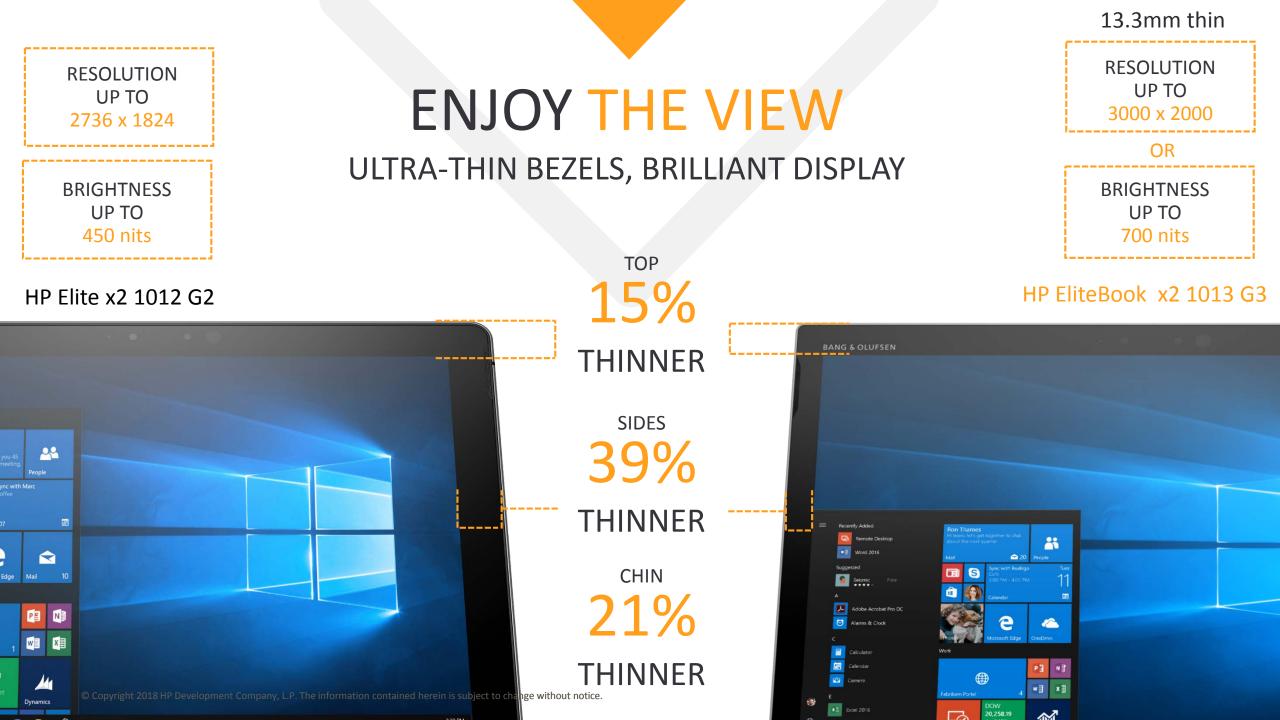


THE WORLD'S SMALLEST BUSINESS DETACHABLE⁷

BEAUTIFUL AND VERSATILE:

HP ELITE x2 1013 G3







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HP ELITE X2 1013 G3

WORLD'S FIRST DETACHABLE AND TABLET WITH AN INTEGRATED PRIVACY SCREEN⁸⁹

9 out of 10 visual hacking attempts are successful⁴⁵

90%

PROTECT YOUR PRIVACY

HP Sure View³¹ Protects against visual hacking in landscape mode with the press of a button

MULTI-MODE PROTECTION

Easily toggle HP Sure View on or off and adjust display brightness using the Sure View App⁴⁶, even in tablet mode

HP ELITE X2 1013 G3

HP RECHARGEABLE ACTIVE PEN³²

80% say they are using Active Pen a ¼ of a time for annotating text, images, and sketching⁴⁷

80%

WACOM TECHNOLOGY

Precision pen technology for ultra-responsive note-taking, diagrams, and markup

PEN ALERTS

Never leave your pen behind with the world's first active pen with proximity alert for business PCs¹⁹



"The writing is extremely accurate...makes note taking feel exactly as if you were doing it on paper but much more convenient." - Juan, early evaluator



GENERATION COMPARISON

	x2 1012 G2		x2 1013 G3	
	12.3"	DESIGN	13" Display in a 12" Chassis	
Ten Lange	8.05 mm	THINNESS TABLET ONLY	7.9 mm	Mark March 19
	Standard	BEZELS	Side 39% Thinner Chin 21% Thinner Top 15% Thinner	
	Up to 400 nits	BRIGHTNESS	Up to 700 nits³⁰	
	Active Pen	PEN ²³	Rechargeable Active Pen ³²	
1/2	4G LTE CAT 4	LTE ³	4G LTE CAT 4/ <mark>9²⁶</mark>	ų
	66 dB / 800 bass roll-off	SPEAKERS	72 dB / 400 bass roll-off	and the second second
	2 Front Facing	MICROPHONES	2 Front Facing, 1 World Facing	
	1 USB-C [™] Thunderbolt™ 3 1 USB 3.1 Gen 1	PORTS	2 USB-C [™] Thunderbolt [™] 3 1 USB-C [™] Alt-mode	
	Dual Core	PROCESSOR	Quad Core ³⁸	
© Copyright 2018 HP Development Company, L.P	Sure Start Gen3 ⁴⁹ . The information contained herein is subject to change with	SECURITY	Sure Start Gen4 ⁴⁰ HP Sure Run ⁴¹ HP Sure Recover ⁴² Sure View Gen2 ³¹	

MADE FOR ON THE GO

HP ELITEDISPLAY S14 14-INCH PORTABLE DISPLAY

The World's First 14-inch USB Type-C[™] Portable Display¹⁶

HP's first FHD Portable Display⁸⁶





More than half (55%) of SMBs believe that **mobile solutions improve employee productivity** because they can work anytime, anywhere⁵⁵

Users work away from their office desks **36% of the time**⁵⁶

HP ELITEDISPLAY S14 PORTABLE DISPLAY

40% MORE DONE

Users estimate a 40% boost in productivity by adding an additional display⁵⁷



46% THINNER & 12% LIGHTER

Easy to fit in your bag

Sized just right to carry along with a notebook, at nearly half the thickness of the previous generation – but packed with a Full HD display.



SIMPLE CONNECTIONS

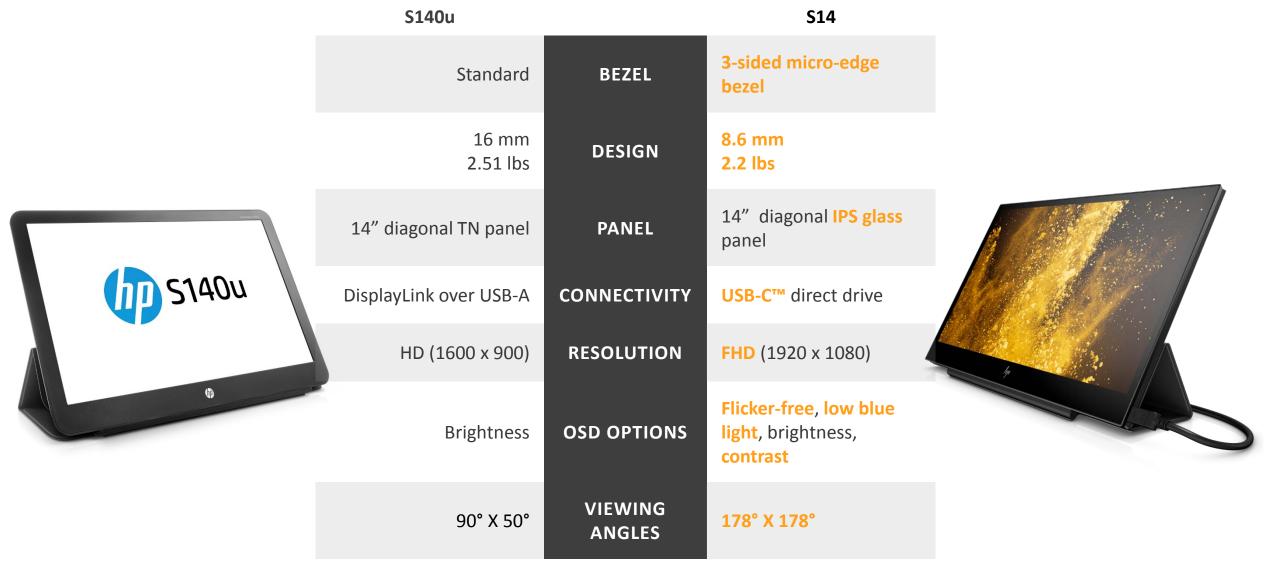
Single USB Type-C[™] Cable Setup

Connect with USB Type-C[™] to connect both video and power over the same cable

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S14 VERSUS S140u



CARRY IT ALL ELEGANTLY HP ELITE PORTFOLIO CASE



COMING SOON!

PROTECTED AND ORGANZED

Protects your notebook and organizes essential accessories. Never lose or drop your accessories again!

PROFESSIONAL MATERIALS

Beautiful leather exterior and soft-touch, micro-suede interior. *

PERFECT FIT:

HP EliteBook x360 1030 G3 HP Elite x2 1013 G3

* 95% Genuine split grain leather, 5% Micro-suede interior.

MOBILE POWER:

THE WORLD'S FIRST ULTRA-SLIM BUSINESS NOTEBOOK WITH NVIDIA[®] GeForce[®] GTX GRAPHICS¹⁴

HP ELITEBOOK 1050 G1





HP EliteBook vs. HP ZBook Studio

	ł	HP EliteBook 1050 G1	HP ZBook Studio			
		Enabling one-life	Clamshell x360			
	Small Business	Gig Worker /	Corporate Power	Creative Professionals		
	Owners	Freelancer	Users	Design Professionals		
WHO	Small business owners mainly using office applications	Web developers, technical writers, customized products	Business customers needing desktop performance in a mobile form factor	Professional content creators and software developers	Designers who rely on professional CAD-based applications	
WHY	Premium highly mobile desktop replacement that delivers performance when they need it for office apps and one-life consumption	A professional design to reflect their brand, and highly mobile desktop-replacement performance to drive their business	Premium highly mobile desktop replacement that delivers productivity & mobility with a large screen. Security, Privacy, and collaboration are critical	Premium thin & light design for creating content in Adobe/other M&E direct-x applications, and developing in real-time-based apps	Premium thin & light design for accelerated performance when designing in CAD-based professional apps	
WHAT	 Core i7, i5 NVIDIA GeForce GTX 1050 Up to 650 nits brightness for FHD 	 Core i7, i5 NVIDIA GeForce GTX 1050 Up to 650 nits brightness for FHD 	 Core i7, i5 NVIDIA GeForce GTX 1050 Up to 650 nits brightness for FHD 	 Xeon, Core i7, i5 NVIDIA Quadro HP 4K DreamColor display with 600 nits brightness Wacom AES pen 	 Xeon, i7, i5 NVIDIA Quadro HP 4K DreamColor display with 600 nits brightness 	

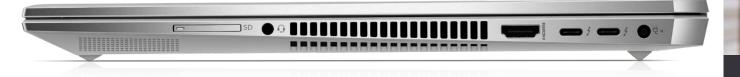
SMB, Freelance, Corporate

SMB, Freelance

BUSINESS IS OPEN 24 HOURS

BATTERY LIFE Up to 16 hours of battery life²⁴

HP FAST CHARGE Get 50% battery life in just 30 minutes²⁵







76% consider extended battery life as the **most important feature** when working on the go⁵¹

HP ELITEBOOK 1050 G1

CONNECT, CREATE, & COLLABORATE



ENRICHED EXPERIENCE

- ✓ 4 speakers and 2 discrete amps
- ✓ Certified for Skype for Business^{®36}
- ✓ 2 front-facing microphones
- ✓ 1 world-facing microphone

AMAZING DISPLAY

Up to 650 nit brightness with HP Sure View³¹ offered as a display option to see your work, and share your work.



48% of respondents agree that **meetings should run smoother** and that **technology gets in the way**⁵²



HP ELITEBOOK 1050 G1

PROTECT YOUR PRIVACY

MODERN WORKSTYLES

Webcams are critical for conferencing & connecting

CLEAN DESIGN

Keep the clean design of your PC and access to the webcam with an integrated slider that closes off the camera physically.

HP PRIVACY CAMERA

The integrated **HP Privacy Camera⁸⁵** physically blocks the lens of your webcam to protect against malicious surveillance





RE-DEFINING WORKPLACE & WORKSTYLE

Giving the office tools to work faster, and collaborate better.

THE WORLD'S MOST VERSATILE THUNDERBOLT™ DOCK G2⁸

- Power, Data & Video Connection
- Dual 4K displays
- Audio Conferencing with speakerphone & collaboration keys⁵⁹
- Haptic feedback⁵⁹







STREAMLINE YOUR WORKSPACE

HP EliteBook x360 1030 G3
 HP Thunderbolt Dock G2
 HP EliteDisplay S270n 4K Monitors



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FIRST AiOs PURPOSE BUILT FOR COLLABORATION¹³

HP ELITEONE 1000 G2 AiO

World's most serviceable AiOs⁶³

First AiOs with upgradeable PC base and display for flexible re-deployment⁶⁴

World's first business-class 34-inch curved AiO with discrete graphics¹⁵



INDEPENDENT

UPGRADES

Over 75% of Enterprise and SMB ITDMs mentioned that refreshing CPU and Display independently for best lifecycle management is among the top 3 benefits this new form factor brings (along with small footprint for most efficient use of desk space and easy to access ports)⁷⁴

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CHOOSE YOUR DISPLAY

DISPLAY SIZE OPTIONS 23.8" diagonal FHD TOUCH & NON-TOUCH 27" diagonal 4K UHD DISPLAY 34" diagonal CURVED DISPLAY



MULTI DISPLAY SETUP Connect with additional EliteOne 1000 Displays designed to match your AiO style^{.73,75}

KEY FEATURES

Stylish, large-screen productivity

Enjoy crisp visuals from almost any angle and plenty of room to navigate open applications on IPS, antiglare screens that have a 3-sided micro-edge bezel.

Set up in moments

Easily switch the display head into your existing HP EliteOne 1000 AiO PC base with no tools required, or deploy it alongside an HP EliteOne 1000 AiO for a multi-display workspace.

Ready to collaborate

Use the 2MP pop-up webcam with microphone to connect with colleagues and push down when not in use to help prevent cyber-spying.

Supported by HP

Rest easy that your IT investment is supported by a three-year standard limited warranty (3/3/3).









EVERY PC PURCHASE IS A SECURITY DECISION

nge without notice.

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Up to half of small businesses have unmanaged IT⁷⁷

NO IT DEPARTMENT NO PROBLEM

HP ELITE PCs: the World's Most Secure and Manageable PCs⁹ are designed to protect your business, even without IT

HP ENDPOINT SECURITY CONTROLLER

Provides a hardened root of trust HP SURE START GEN4⁴⁰

First and only self healing BIOS, always enabled by default

HP SURE RUN⁴¹

Protect critical security processes from malware that tries to shut them down - enabled locally in HP Client Security Manager

A FRESH START ANYWHERE, **ANYTIME**

HP SURE RECOVER⁴²

Secure, automated, network-based software image recovery with only an internet connection

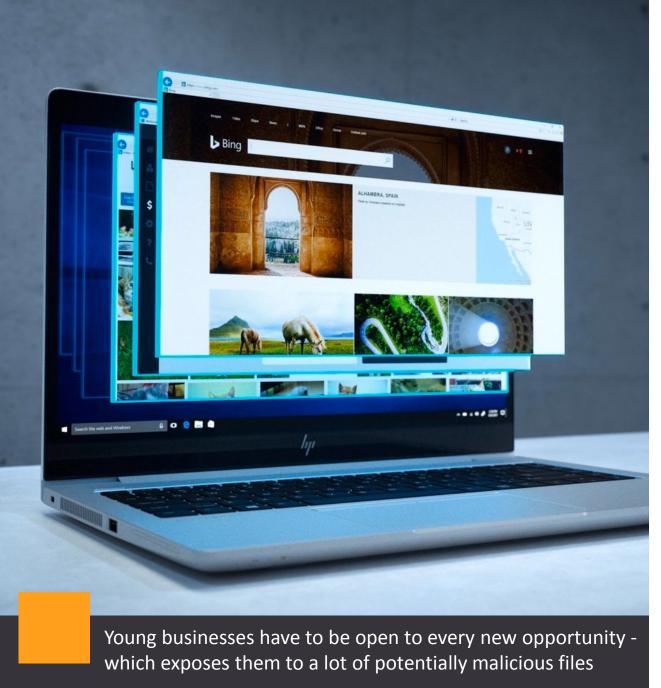
HP SURE RECOVER

WITH EMBEDDED REIMAGING⁴³

Recover automatically, anywhere, anytime - no need for a network connection, backup media, or IT help



THE WORLD'S FIRST AND ONLY PC WITH A FIRMWARE-EMBEDDED SELF-HEALING SYSTEM IMAGE⁷⁸



CLICK WITH CONFIDENCE

Open attachments and work online with HP Sure Click⁷⁹

SECURE BROWSING

Stay protected from bad websites - just close the tab, and the malware is gone.

COMING SOON! FILE PROTECTION

Stay protected from malware lurking in common files. HP Sure Click now protect users viewing Word, Excel, and PowerPoint files in read-only

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World's **ONLY** PCs with integrated privacy screens¹⁰



INFORMATION HP SURE VIEW GEN2³¹

PRIVATE

protects against visual hacking with the press of a button

PROTECT YOUR

SECOND GENERATION

HP Sure View Gen2 enables a better visual experience in light OR dark environments from the plane to the café



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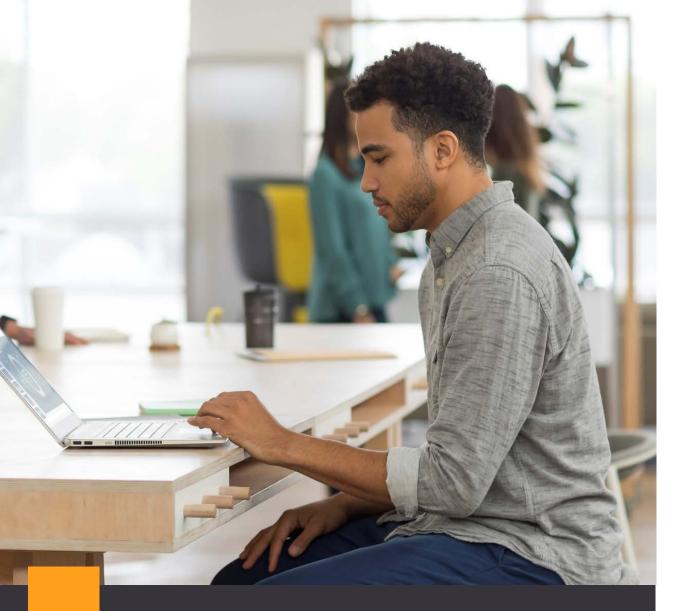
TEXT AND CALL FROM YOUR PC

ACROSS iOS AND ANDROID[™] DEVICES

HP PHONEWISE⁸¹ LETS YOU:

- Send & Receive messages with your PC keyboard
- Answer and make phone calls with your PC
- Get mobile notifications on your PC's desktop
- Control your Android[™] phone from your PC





HP DaaS Analytics and Proactive Management Predictive Analytics, Security Enforcement, Remote Management, Pay per Use Flexibility HP DaaS

SMART, SIMPLIFIED COMPUTING SOLUTION FOR TODAY'S WORLD.

Optimize your IT resources with HP Device as a Service (DaaS). A one-stop solution that delivers multi-OS devices combined with proactive endpoint management services and analytics in simple, yet flexible plans.

ONE SERVICE, COMPLETE SUPPORT

HP Device as a Service can help improve your cash flow, preserve capital to invest in other IT priorities, and support predictable and consistent IT budgeting.

HP DaaS



La giusta macchina, il giusto supporto, ed i giusti servizi durante il ciclo di vita per la produttività desiderata.

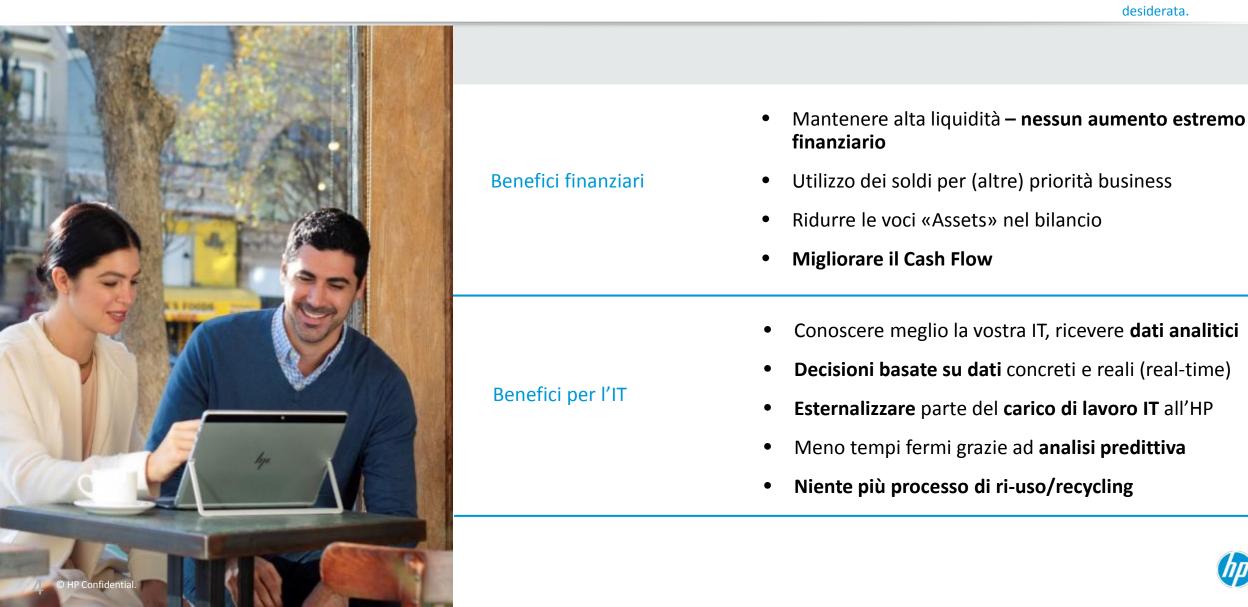


Soluzioni Computing semplici ed intelligenti per il mondo odierno per migliorare la produttività dell'utente, l'efficizenza dell'IT e la gestione del parco macchine, come pure la prevedibilità dei costi

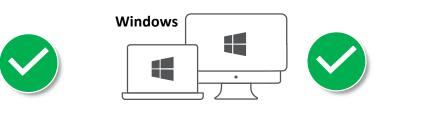
HP DaaS – per quali tipi di clienti...?



servizi durante il ciclo di vita per la produttività



Dati analitici & rapporti

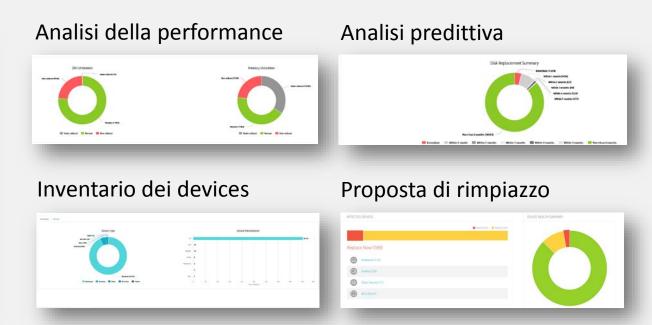




Dashboard

(p)	Dashboard	8
60 Deshboard CP Reports	Your company-overview 500 lises 1.5k Devices 2.5k Assets	Ŷ
C2 Devices C2 Settings	Devices by Type Devices by 05	
() Help & Support		
	Asset by Status	19 Austri 19 Incutori
	44	





World's #1 printer vendor



1. Based on IDC's Worldwide Quarterly Hardcopy Peripherals Tracker®, 2017 Q4. For shipments of all printing devices (inkjet printers, laser printers, copiers, faxes, and multifunction devices, including production units)

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CQ218 Swiss Market Share Printing

OPS A4

55.7%

Market Leader

15.3%

OPS A3

+1.7%pt QoQ

HPS IJ Home

39.1%

1

HPS IJ Business

HPS Laser

59.2%

Market Leader

Market Leader

Market Leader

58.2%

OFFFICE

GAIN PROFITABLE HARDWARE SHARE AGGRESSIVELY GROW CONTRACTUAL

CAPTURE CLOUD PRINT OPPORTUNITIES

 \not × SAMSUNG

CREATING THE FUTURE TOGETHER

THE POWER OF PRINT IN OFFICE TRANSFORMATION

EVERYTHING MOBILE EVERYTHING AS A SERVICE EVERYTHING SMARTER

EVERYTHING SECURE



HP BUSINESS PRINTING: Choose the right family brand

WHY CHOOSE	
HP?	





Performance





WHICH PRODUCT LINE IS RIGHT FOR YOU?

HP OfficeJet Pro



HP PageWide Technology



Workgroups from 3 to 25+ users

HP LaserJet



Personal use through departments from 1 - 25+ users



World's most secure



SECURE PRINTING with Print Security Advisory & Managed Services SECURE THE DEVICE CONNECTION INSPECTOR
 ENDPOINT SECURITY (MICROSOFT SCCM)
 SURE START (BIOS PROTECTION)
 WHITELISTING
 RUN-TIME INTRUSION DETECTION



ENCRYPTED HARD DRIVES ENCRYPTED COMMUNICATIONS SECURITY MONITORING & MANAGEMENT



HP ROAM MOBILE PRINT SOLUTION

ACCESS CONTROL

COUNTERFEIT AND FRAUD DETERRENT



HP PAGEWIDE

Affordable color meets premium performance



THE BEST COST FOR COLOR¹

- Print more pages and replace cartridges less often with optional high-yield cartridges
- Less cost due to less long life consumables used



ENVIRONMENTAL ENGINEERING

- Reduce the carbon footprint (up to 55%)
- Lowest total energy consumption (no fuser,...)
- Generate up to 95% less supplies and packaging waste than laser devices

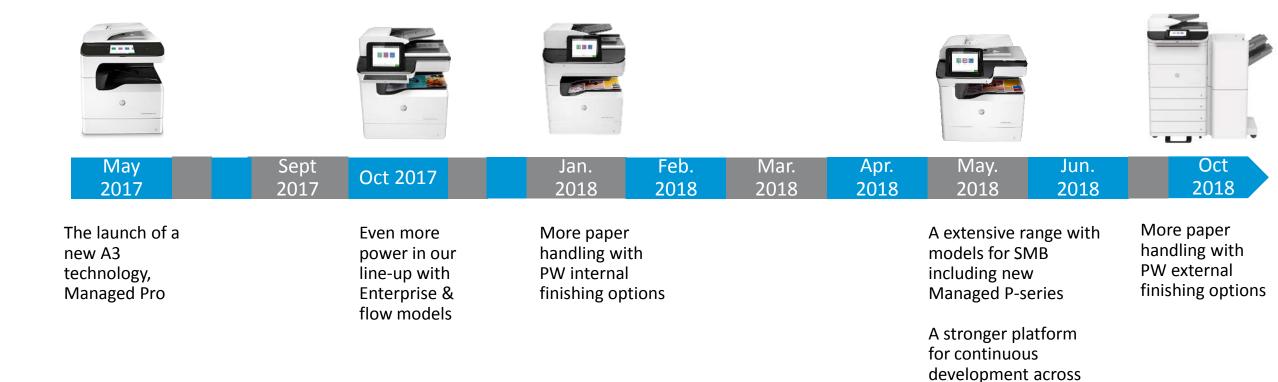


Speed

- Up to 75 ppm in General Office Mode
- No moving printhead



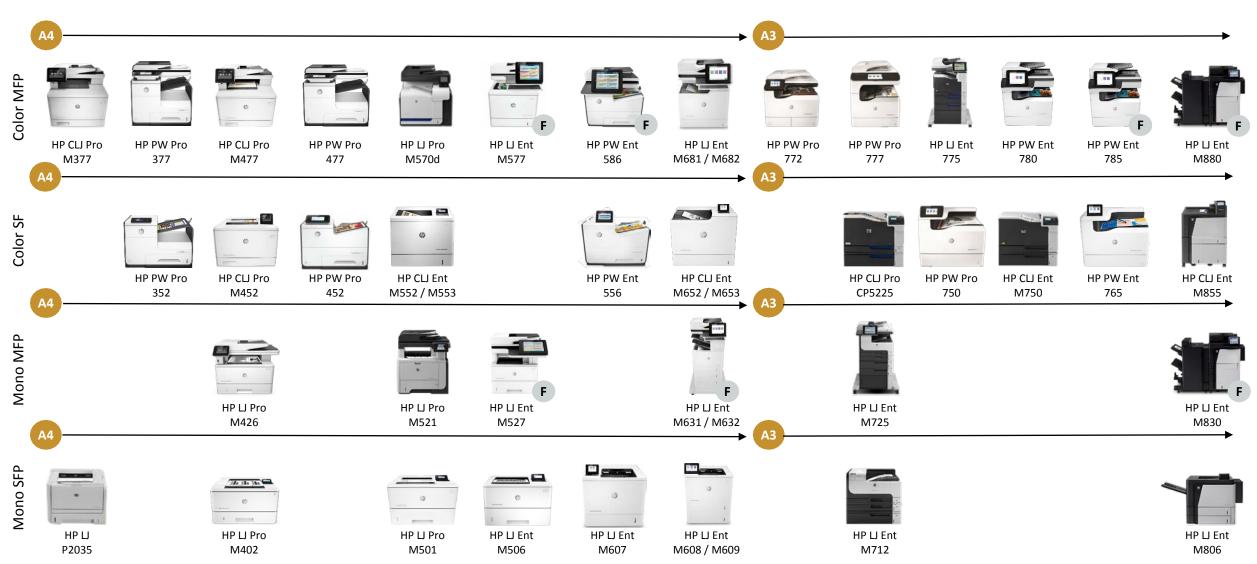
PageWide A3 The journey 2017- 2018





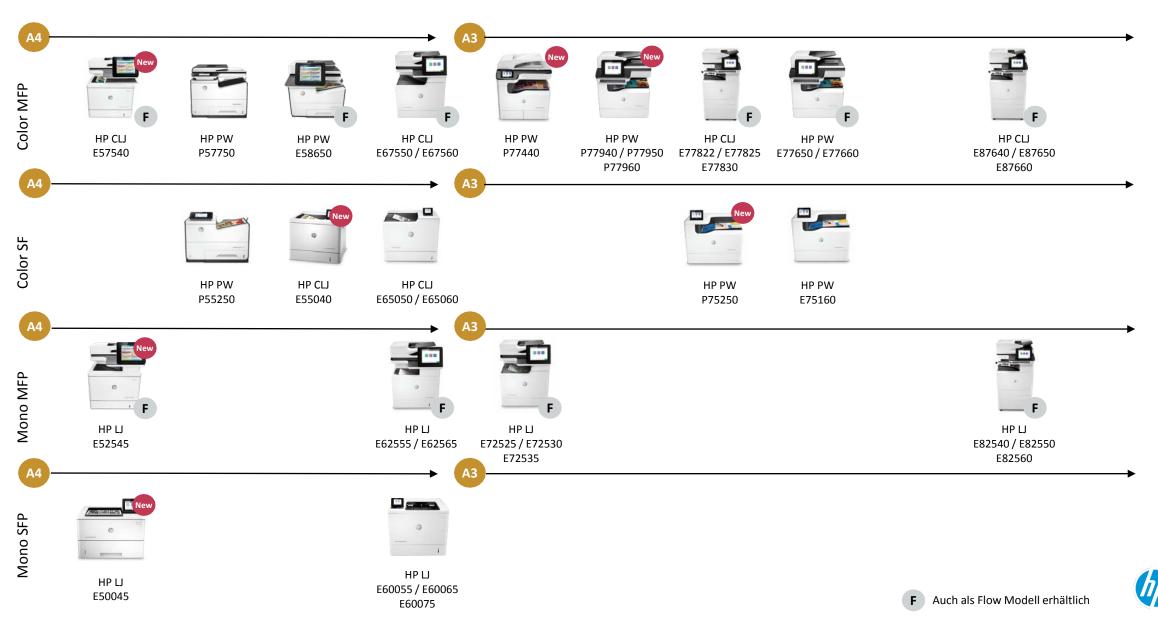
the range

TRANSACTIONAL PORTFOLIO - FALL 2018





CONTRACTUAL PORTFOLIO – FALL 2018



Keep Reinventing