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ProCurve Networking by HP Positioned in “Challengers” Quadrant for 2006 Global Campus LANs Magic Quadrant

PALO ALTO, Calif., Nov. 1, 2006 – ProCurve Networking by HP has been positioned by Gartner, Inc. in the “Challengers” quadrant of the October 2006 Magic Quadrant for (Global) Campus LAN report.⁽¹⁾

The report positions vendors in one of four quadrants based on the companies’ vision and ability to execute on that vision. The four quadrants are Leaders, Challengers, Visionaries and Niche Players.

ProCurve Networking by HP, the second largest vendor in the global wired and wireless LAN market, was one of nine vendors evaluated by the Gartner Magic Quadrant report, which measures and compares companies in a specific industry in terms of their ability to execute and the completeness of their vision. Ability to execute measures how well a vendor is performing in the current market, while completeness of vision measures a vendor’s understanding of the market and their preparedness to meet market requirements in the future.

“ProCurve’s continued rapid growth in both market share and revenue is a testament to our ability to provide customers with the standards-based, easily manageable and cost-effective solutions they need to meet today’s networking challenges,” said John McHugh, vice president and general manager, ProCurve Networking by HP. “We believe being placed by Gartner in the Challengers quadrant in the LAN switching market further validates our ability to execute and long-term viability.”

About the Gartner Magic Quadrant

The Magic Quadrant is copyrighted Oct. 16, 2006 by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner’s analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the “Leaders” quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

About ProCurve Networking by HP

The ProCurve Networking business unit of HP delivers enterprise networking solutions comprising wired and wireless LAN and WAN networking products, services and solutions. Recognizing the necessary migration of intelligence and functionality to the network edge, the ProCurve Adaptive EDGE Architecture strategy is the industry's only comprehensive and inclusive network design strategy that is adaptable, scalable and completely interoperable for achieving command from the center with control to the network edge.

Further information on ProCurve networking solutions and products is available at www.procurve.com.

About HP

HP is a technology solutions provider to consumers, businesses and institutions globally. The company's offerings span IT infrastructure, global services, business and home computing, and imaging and printing. For the four fiscal quarters ended July 31, 2006, HP revenue totaled \$90.0 billion. More information about HP (NYSE, Nasdaq: HPQ) is available at www.hp.com.

Note to editors: HP news releases are available via RSS feed at www.hp.com/hpinfo/rss.html.

⁽¹⁾ Gartner Research, "Magic Quadrant for Campus LAN (Global), 2006," by Mark Fabbi. Oct. 16, 2006.



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