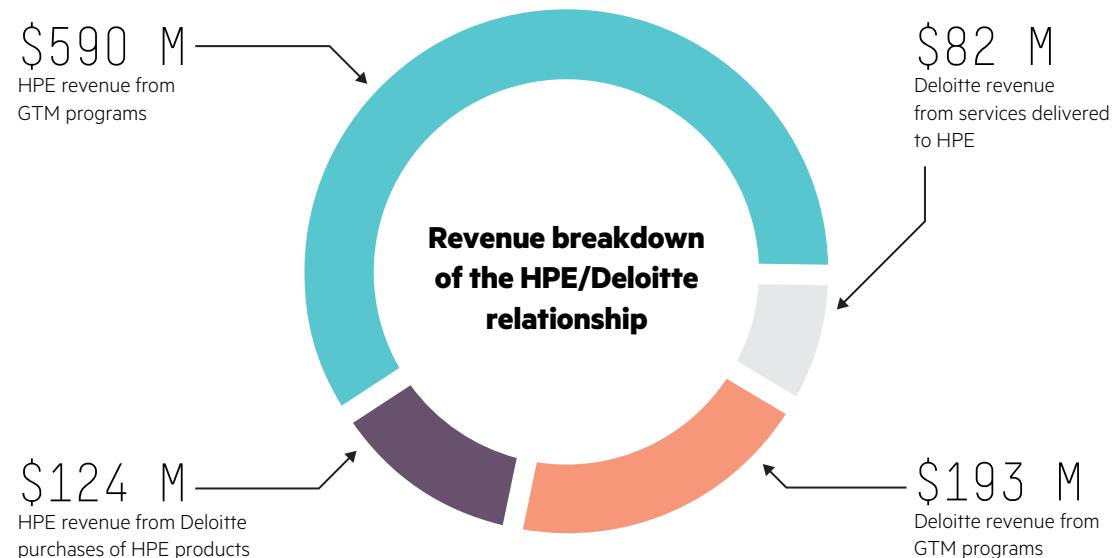


HPE and Deloitte Alliance

Working together for 20 years

HPE and Deloitte's win-win relationship



Partner awards



- Global Partner of the Year 2015
- Global Partner of the Year 2014
- Big Data Partner of the Year 2014
- ConvergedSystems Partner of the Year 2014
- Global Innovation 2013
- Partner of the Year, Innovation 2012
- Converged Infrastructure Solutions 2011
- Innovative Systems Integrator 2011

HPE Software awards



- Global Security Solution Partner of the Year 2015
- Security Implementation Partner of the Year 2012
- Global Systems Integrator of the Year 2011

Hewlett Packard Enterprise

Deloitte.

Deloitte achieved the highest worldwide growth among all Alliance partners.

The Hewlett Packard Enterprise and Deloitte Alliance cornerstone initiatives—*Project Lighthouse*, *SAP* and *Cyber Security*—will continue to be key for the Alliance as it grows in 2016. With the addition of the new *Mergers & Acquisitions (M&A)* and *DigitalBridge* initiatives, the Alliance plans to expand its global presence and customer base.

Project Lighthouse

Investing in our clients to unlock the value of IT Transformation, leveraging HPE and Deloitte's market-leading services and technology capabilities.

\$53M
FY15 revenue



growth over FY14 8%

SAP

Deloitte leads in SAP innovation, bringing the most business value to our joint clients.

5 new joint offerings in FY16:

- Demand-Driven Supply Chain (DDSC)
- SAP Modernization
- SAP in HPE Virtual Private Cloud (VPC)
- Mining in a Box
- Responsive City

\$42.3M
FY15 revenue



expected growth in FY16 65%

Cyber Security

Deloitte's market-leading Cyber Risk Services continues to grow alongside HPE Security products to serve the increasing demand for cyber vigilance.

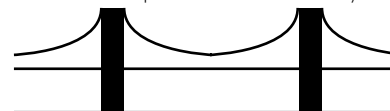
\$24M
FY15 revenue



growth over FY14 12%

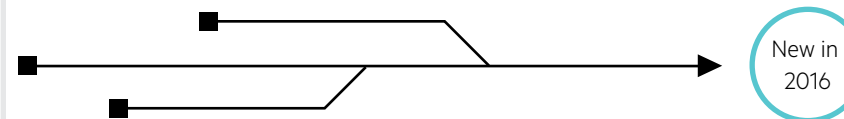
DigitalBridge

Deloitte's DigitalBridge is the digital media content management solution designed to give government and civilian organizations the ability to turn raw data into actions. Offering capabilities powered by HPE such as facial recognition and video analytics, users can upload, analyze, annotate and share video data with field personnel. The go-to-market launched in late 2015 and pursuits are now underway.



Mergers & Acquisitions

Deloitte successfully led HPE through the largest, most complex corporate divestiture in history. The M&A offering combines lessons learned and our respective world-class capabilities, to bring our unique value proposition to clients—positioning Deloitte and HPE for a promising 2016.



* Data source: HPE to Sell-to: HPE Enterprise Data Warehouse. HPE Sell-with: HPE Alliances revenue reports. Sell-with revenue is restated downward by HPE Alliances consistent with FY14 revenue capture criteria. ** Sell-to does not include 2014 HPE Financial Services revenue, which was \$54.1 million USD in 2014. Sell-with revenue does not include HPE Enterprise Services.

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