

# Partner relationship? Your future is uncertain.

It's been reported that IBM expects to lose about 2,000 partners after exiting the x86 server market.<sup>1</sup> Is yours one of them?

Do you rely on a local IBM partner for compute, end-to-end infrastructure, service, and support? If so, IBM's decision to abandon the x86 server market could hurt your business. Even if you don't have technology or vendor issues now, you may later if your partner makes the wrong choice. Which means it's time to make your move to an HP partner.

#### Get the commitment and expertise of the HP channel.

With a global network of nearly 145,000 distributors, resellers, and alliance partners, the HP channel community has a proven track record of delivering successful business outcomes to customers around the world. Today, many IBM partners are making the commitment to expand their offerings and support to include HP solutions. Make sure yours does, too.

#### Move your business forward with the backing of HP global support.

Our partners are backed by our global support team, which means you are as well. We can help support your IT environment, including solutions from IBM and others. With HP, you'll be on a clear IT road map that can take your organization to the next level.

#### Unleash innovation with a comprehensive range of HP enterprise solutions.

From converged infrastructure to cloud, big data, mobility, and security, HP has one of the industry's broadest and best portfolios—and a partner network that can help you build the right solution for the right workload.

It looks like IBM is making its move. We invite you to make yours.

Watch "5 Questions That Every IBM Customer Should Ask Their Partner Today," and find an HP partner who can help at [hp.com/go/smartchoice-partners](http://hp.com/go/smartchoice-partners)



Below are just a few of the thousands of HP partners ready to help you move your business forward.



<sup>1</sup>CRN, February 18, 2014.  
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