



CMETV: Interview with Peter Dragunas, Director Network Domain Solutions, CME, HP

Peter Dragunas announces the launch of HP Service Governance Framework.

Presenter	What is HP announcing today?
Peter Dragunas	Today, HP is announcing its Service Governance Framework which is a component of HP Service Delivery 2.0 that was announced back in November. It's an extension of our capability in service governance, leveraging off HP 3 rd party framework products.
Presenter	And why is governance so important to this time?
Peter Dragunas	Governance is really critical for service providers because as they have to manage the relationship between partners and service providers and integrating that within their core network they need to provide the right set of rules of governance on how these partners work within their infrastructure and the service governance framework gives them the ability to manage the complete partner and service lifecycle for service providers.
Presenter	Why is HP so uniquely positioned on SDP around governance?
Peter Dragunas	HP is uniquely positioned in the service delivery platform service governance framework because of the intellectual property HP has in this space. A few years back HP acquired assets from Mercury Interactive in the area of Systemnet Service registry. And the Systemnet service registry along with our select access products have been incorporated in HP's service delivery platform and our service governance framework providing the overall service governance and service police management enforcement within the service delivery platform.
Presenter	Why does HP think they can beat Accenture or IBM in the SDP space?
Peter Dragunas	We believe HP is uniquely positioned as supplier of service delivery platform because not only do we have the core system



	<p>integration capability both on the network side based on our experience on the network on our Opencall product but only on the IT side being a very strong IT system integrator and of course our intellectual property from our business technology optimisation group around Systemnet, SOA manager and these components provide key differentiators for us so we are just a generic system integrator like Accenture, we have key pieces of core intellectual property that we can bring to the table and unlike IBM, HP has really network expertise having delivered network solution and IT solutions to our customers.</p>
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