



Hewlett-Packard Company
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Cupertino, California 95014
www.hp.com

28 September, 2004

[REDACTED]
Sun Microsystems, Inc.
[REDACTED]
Santa Clara, CA 95054-1778
V: [REDACTED]
F: [REDACTED]

Dear [REDACTED],

Hewlett-Packard Company has recently learned of the following misstatements of facts appearing on Sun's web site and in Sun's advertising related to HP-UX.

1. "HP's problems spawn from the death of... their operating system, HP/UX. Like IBM they've elected to ask their customers and ISV's to move to Red Hat Linux or Microsoft Windows on x86 systems."
2. "HP/UX won't even run on HP's own industry standard servers".

Both statements are found at the following Sun's web page:
<http://blogs.sun.com/roller/page/lonathan/20040816>.

These statements are factually incorrect. HP-UX is fully supported on HP9000 and HP Integrity systems and will continue to be supported. HP has never asked its HP-UX customers or ISVs to move to a different operating system on x86 servers. The statement that HP-UX has "died" is completely unfounded. HP's public, long term roadmap for HP-UX details significant R&D plans to add new features, and clearly refutes this falsehood. In addition, since 2001 HP-UX has been supported on HP's industry standard HP Integrity servers.

3. "Is HP running from you and its HP-UX and Tru64 Commitment?"

This statement appeared in a Sun web advertisement on the Wall Street Journal online on September 13, 2004. (Attached is a copy of the ad.)

This statement claims that HP is not committed to its HP-UX and Tru64 UNIX customers. Objective evidence refutes this supposition. HP has initiated several programs, including the HP9000 Evolution and Alpha Retain Trust programs which are committed to protecting customer's investments in HP-UX and Tru64 UNIX as customers evolve to HP Integrity.

4. "Less than two years after abandoning its inherited Tru64 UNIX customers, HP seems to be on the same path once again to abandon another one of its very loyal customer bases. This time it is its HP-UX UNIX customer base, which is now beginning to see signs that HP may not be committed to the HP-UX UNIX business for the long haul." (See <http://www.sun.com/executives/realitycheck/reality091004.html>)



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HP has not abandoned its Tru64 UNIX customers. In addition to the enhancements to AlphaServer systems with the new EV7z processors introduced in August 2004, HP's Tru 64 UNIX roadmap includes future revisions and support through 2011.

The statement that there are "signs that HP may not be committed to the HP-UX UNIX business for the long haul" is without merit. The "sign" referred to in the article is the slippage of a release date for HP-UX 11i v3. But in fact, many of the features previously scheduled to be included in HP-UX 11i v3 were included in HP-UX 11i v2. In addition, as Sun understands through its own experience, it is very common in the industry to change a release date and it does not mean a company is not committed to a product.

5. "More importantly, for both the Tru64 and HP-UX customers, HP-UX 11i v3 was going to be the same version for both the HP 9000 family and the HP Integrity family. Greatly simplifying architecture decisions, deployment and support, as well as minimizing disruptive transitions in the future. And it was promised for late 2004.

In October 2003 HP Senior Vice President, Rich Morcella, had to admit, due to technical difficulties, this was not a timetable HP could keep, and the delivery date for HP-UX 11i v3 was pushed out to "late 2005". Recent rumblings in the industry suggest that this date may now slip into 2006.

The slippage of HP-UX 11i v3 by up to 18 months (currently) is a major concern for existing HP-UX customers.

First, it deprives them of functionality that many need and want. Second, it diminishes independent software vendor (ISV) interest in porting to HP-UX's "designated platform" - it is not until this major release of HP-UX is available. Third, it allows other operating systems, such as Linux and Windows Server to establish a foothold on the Itanium platform well before the HP-UX will be available." (<http://www.sun.com/executives/realitycheck/reality-091004.html>)

HP assumes that Sun is referring to an out of date HP-UX roadmap. Sun incorrectly states that HP did not deliver a common HP-UX release for both HP 9000 and Integrity in 2004. On August 16, 2004, HP announced a common merged release for both PA-RISC and Integrity platforms by adding HP9000 support to HP-UX 11i v2 which accelerated this functionality previously planned for HP-UX 11i v3.

6. "HP is abandoning HP-UX".

Within the past month, Sun has included this inflammatory, misleading and incorrect statement on its homepage (www.sun.com) on three different occasions. (See attached slides).

As explained above, HP is fully committed to HP-UX and has no plans to "abandon" HP-UX or HP's customers as Sun inaccurately claims.

As you can appreciate, the above referenced statements are false, misleading to customers and damaging to HP's business. HP asks that Sun immediately (i) cease making such claims, (ii) release a public statement correcting such claims, or (iii) agree in the future to base statements only on valid, objective and verifiable data.

OCT 12 '04 02:45PM SUNSERVICE
SEP-28-2004 TUE 05:05 PM SUN MICROSYSTEMS
SEP-28-2004 15:20 HP

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HP looks forward to receiving notice that the claims have been fixed within two week from the date of this letter.

Very Truly Yours,

[REDACTED]

Encl.