

## EXHIBIT 15

**From:** Duckworth, David  
**To:** Johnson, Andy (Corp Dev); Carley, Tim  
**Sent:** 8/11/2012 4:51:39 PM  
**Subject:** Resending: Q312 scorecard draft with financials (Q3 actuals & Q4 August forecast)  
**Attachments:** MA performance Q312 actuals - executive overview DRAFT 8-11-12.pptx

I tested resending the deck to myself and this one worked for me. Please let me know if you continue to have trouble opening it.

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**From:** Duckworth, David  
**Sent:** Saturday, August 11, 2012 1:44 PM  
**To:** Duckworth, David  
**Subject:** RE: Q312 scorecard draft with financials (Q3 actuals & Q4 August forecast)

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**From:** Johnson, Andy (Corp Dev)  
**Sent:** Saturday, August 11, 2012 1:39 PM  
**To:** Duckworth, David; Carley, Tim  
**Subject:** RE: Q312 scorecard draft with financials (Q3 actuals & Q4 August forecast)

David - I tried to open but no slides appeared

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**From:** Duckworth, David  
**Sent:** Saturday, August 11, 2012 1:36 PM  
**To:** Johnson, Andy (Corp Dev); Carley, Tim  
**Subject:** Q312 scorecard draft with financials (Q3 actuals & Q4 August forecast)

Andy, Tim,

The financials have been submitted and rolled up in this Q3 scorecard deck. Not a pretty picture for FY12...

I will be able to update the content of the scorecard deal summaries before our scorecard reviews end of this month.

All teams need another week for the FY13 forecasts, but most have committed to provide it to us by next Friday EOD.

HPN Finance will not be able to provide a 3COM FY13 forecast due to reorganizing their business and repurposing their product lines in FY13. They will be moving skus between all of their historical ProCurve and 3COM product lines as well as bundling 3COM & ProCurve IP within the same skus. I will have H3C China P&L visibility given it is in separate legal entities, (but not H3C ROW revenue sold thru hp channels). FY13 reporting of 3COM overall results will be quite problematic. Tim, Bob and I will meet with Matt next week to discuss.

<< File: MA performance Q312 actuals - executive overview DRAFT 8-11-12.pptx >>

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# M&A Q3 12 Scorecard Update

Corporate Development

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- All acquisitions are tracked via M&A Scorecard process for three fiscal years post close
- As of Q2 FY12, eleven acquisitions are tracked against the Investment Review Board (IRB) plan of record, for a total investment of \$17.8B (excluding Palm)
- On a cumulative basis through Q312, these deals underachieved IRB revenue goal by \$550M (-10%) and overachieved operating profit by \$147M (+28%) (excluding Palm)
- FY12 Forecast: Revenue below plan by 33%; Operating Profit 57% below plan; Operational YoY Revenue growth of -5% with Operating Profit at 18% of Revenue
- Key challenges: Revenue synergy execution and Salesforce attrition. OPEX controls mitigating Operating Profit impact.
- The Corporate Development Integration office continues to refine integration practices with a view to enable acquisition value drivers



# M&A Scorecard Summary

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## FY12 August Forecast (Reported View)

(in \$millions)	Close	Deal Size	FY12 Revenue			FY12 Operating Profit		
			Forecast	Δ \$ to IRB	Δ % to IRB	Forecast	Δ \$ to IRB	Δ % to IRB
3COM	Q2 10	\$2,691	\$1,757	(\$317)	(15%)	\$492	\$130	36%
* 3PAR	Q4 10	\$2,350	\$78	(\$171)	(69%)	(\$65)	(\$122)	< (100%)
3PAR Prod/ TS			\$753	(\$192)	(20%)	\$149	n/ a	n/ a
lbrix	Q4 09	\$42	\$17	(\$133)	(89%)	(\$29)	(\$31)	< (100%)
<b>ESSN</b>		<b>\$5,083</b>	<b>\$1,852</b>	<b>(\$622)</b>	<b>(25%)</b>	<b>\$399</b>	<b>(\$23)</b>	<b>(5%)</b>
ArcSight	Q4 10	\$1,600	\$268	(\$134)	(33%)	\$27	(\$68)	(71%)
Fortify	Q4 10	\$260	\$62	(\$45)	(42%)	(\$22)	(\$39)	< (100%)
Stratavia	Q4 10	\$28	\$6	(\$6)	(48%)	(\$0)	(\$4)	< (100%)
Autonomy	Q4 11	\$10,500	\$692	(\$547)	(44%)	\$2	(\$342)	(99%)
Vertica	Q2 11	\$270	\$35	(\$27)	(44%)	(\$14)	(\$14)	< (100%)
<b>Software (IM &amp; HPSS)</b>		<b>\$12,658</b>	<b>\$1,063</b>	<b>(\$759)</b>	<b>(42%)</b>	<b>-\$7</b>	<b>(\$466)</b>	<b>&lt; (100%)</b>
Printelligent	Q3 11	\$24	\$19	(\$8)	(29%)	(\$7)	\$4	> 100%
Hiflex	Q1 12	\$24	\$3	(\$6)	(70%)	(\$8)	(\$4)	> 100%
<b>IPG</b>		<b>\$48</b>	<b>\$22</b>	<b>(\$14)</b>	<b>(39%)</b>	<b>(\$15)</b>	<b>\$0</b>	<b>2%</b>
Melodeo	Q4 10	\$26	\$0	(\$39)	(100%)	(\$5)	(\$5)	< (100%)
<b>PSG</b>		<b>\$26</b>	<b>\$0</b>	<b>(\$39)</b>	<b>(100%)</b>	<b>(\$5)</b>	<b>(\$5)</b>	<b>&lt; (100%)</b>
<b>Total (Excl. Palm)</b>		<b>\$17,815</b>	<b>\$2,937</b>	<b>(\$1,434)</b>	<b>(33%)</b>	<b>\$372</b>	<b>(\$494)</b>	<b>(57%)</b>

†3PAR includes EVA, XP and TS diss-synergies. This 3PAR diss-synergy view included in totals.

### Highlights:

- Revenue projected to miss goal by \$1,434M (-33%)
- Projected to miss OP by \$494M (-57%) due to a \$1,231M Gross Margin shortfall offset by lower opex spend



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