Social innovation

"We believe that when companies use their core strengths as well as the skills and passions of their employees to address pressing social and environmental challenges, they can make a profound, positive impact on the world."

—Gabi Zedlmayer, Vice President, Sustainability and Social Innovation, HP

At HP, our approach to social innovation is based on the concept of creating shared value. This approach uses guiding principles and practices that deliver an economic benefit for companies, while simultaneously improving social and environmental conditions.

We strive to use the same passion, energy, and culture of innovation that make HP commercially successful to make a profound and positive impact in the world. Our commitment to social innovation is integrated into our overall business strategy, helping us to create long-term value that benefits customers, shareholders, and employees.

We help address critical social needs through a powerful union of innovation and collaboration. Our strategy involves treating our social innovation projects like business engagements. We work with our partners to understand a targeted need, and identify the capabilities and expertise we have to offer, harnessing all of HP's assets—human, technological, intellectual, and financial—to develop a sustainable solution.[1]

We apply our knowledge and expertise to help tackle challenges in education, entrepreneurship, and health, and to support community engagement and employee giving. In 2012, we are integrating social innovation and environmental sustainability, focusing our combined efforts to make a positive impact in the world.

Learn more about the creating shared value approach to social innovation.

Highlights in 2011

1.2 million
Approximate number of people HP Learning Initiative for Entrepreneurs (HP LIFE) provided training and technology to since 2007

more than
744,000
Number of hours HP employees and retirees volunteered in communities worldwide, valued at nearly $26 million USD*

65,000
Approximate number of infants tested for HIV through HP's Early Infant Diagnosis program

$10 million USD
Amount HP has invested in the HP Catalyst Initiative since 2010

* Value based on type of volunteering: $150 USD per hour for board, service corp, pro bono, and skill-based; $20 USD per hour for hands-on. Uncategorized hours are not reflected in this total.

[1] Some of the data reported on social innovation programs in 2011 is based on information provided to HP from partner organizations.

Collaborations and partnerships

Taking a holistic approach is essential to delivering successful, scalable solutions that benefit communities over the long term. To address complex, multifaceted social challenges, we collaborate with a range of organizations including leading businesses, governments, nongovernmental organizations (NGOs), thought leaders, social entrepreneurs, and academics.

The following are a few examples of collaborations from 2011:

• **Partnering with customers** The United Nations is a long-term customer of HP and together we partnered to support the UN Refugee Agency UNHCR in its efforts to help Kakuma refugees gain greater access to education and improve their livelihoods through technology.

• **Partnering with government agencies** HP and the U.S. Agency for International Development (USAID) are committed to exploring collaboration as a way to promote education, global health, and responsible mineral trading systems, and to supporting economic opportunity through entrepreneurship.

• **Partnering with NGOs** HP is working with NGO mothers2mothers to transform the organization's information technology infrastructure and develop new, more efficient processes for information access and management.

View a map that summarizes the geographical reach of our activities.

Tackling social challenges in collaboration with HP Labs

From information analytics and cloud security to environmental sustainability, HP Labs works on the cutting edge of innovation. Recent work from HP Labs helped meet critical social needs as well.

• HP Labs and Lucile Packard Children's Hospital at Stanford developed a Patient-Centered Dashboard that can help prevent human error in medical settings. Watch a video for more information about this lifesaving innovation.

• The HP Software division's Professional Services group and the Social Innovation team collaborated with HP Labs to create a cloud-based, global authentication service to fight the problem of counterfeit drugs in developing countries.

John Elkington
Executive Chairman, Volans

John sees HP drawing on its rich history, values, skills, and technologies to create new business models that help address global challenges. Visit our online gallery of external stakeholder perspectives to see John's video.
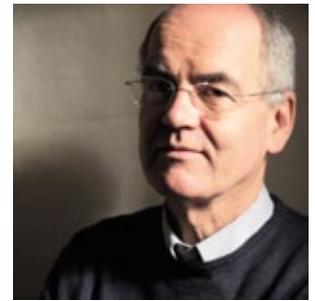
Education

Education drives personal achievement, seeds groundbreaking ideas, and fuels economic prosperity for individuals, communities, and entire countries. HP focuses on strengthening science, technology, engineering, and mathematics (STEM) education because we recognize how paramount it is to helping solve some of the world's most critical challenges. By applying technology in creative ways to extend and enrich teaching and learning, we are helping the next generation of leaders, innovators, and workers develop the knowledge and skills they need to succeed in the global economy.

HP Catalyst Initiative

In 2010, HP launched the Catalyst Initiative to build a global network of educators who explore new approaches to STEM education. The network uses an interdisciplinary approach and emphasizes creativity, collaboration, and cross-cultural expertise. Our goal is to transform STEM teaching and learning—from secondary education through the university level—and inspire

HP Catalyst Education Initiative highlights

6
Number of consortia in the Catalyst network

15
Number of countries the network reaches

$10 **million USD**
Amount HP invested in the Catalyst network since 2010

56
Number of organizations receiving funding from the HP Catalyst Initiative

students to use their technical ingenuity and creativity to address urgent social challenges. By the end of 2012, member organizations estimate that more than 250,000 students around the world will benefit from the Catalyst Initiative by experiencing innovative ways of learning and teaching.

The HP Catalyst Initiative selects network members through a competitive call for proposals open to educational institutions, including schools, universities, and nonprofit and nongovernmental organizations. Network members explore new ways to transform STEM education and are placed into six consortia based on their areas of research.

In 2011, HP added 21 new organizations to the Catalyst network, for a total of 56 organizations in 15 countries.[1] HP also funded 20 new projects and established a new consortium. The new consortium, STEM-preneur, led by the Tsinghua University School of Economics and Management in China, looks for ways to combine STEM education with the skills and passion of entrepreneurship. Each consortium receives HP technology, cash, and professional support. In 2011, HP contributed $4 million USD to the network, bringing the total amount invested by HP to $10 million USD since 2010.

Watch a video to learn more about the HP Catalyst Initiative. You can also find more information on our website, including a complete list of the network members.

> ## "The Catalyst Initiative is one of the most important, collaborative, technologically savvy, and innovative approaches to enhancing STEM education that is in operation today."
>
> —John Bourne, Executive Director, Emeritus, of the Sloan Consortium (Leader of the HP Catalyst Initiative Multi-Versity Consortium)

Accomplishments in 2011

HP provides financial support and technology to HP-Catalyst consortia. The following are a few examples of what Catalyst members accomplished in 2011 with HP's help (name of consortium is in bold).

- **Multi-Versity** To increase student engagement, the engineering faculty at National University (San Diego, California, United States) replaced traditional lectures with projects requiring students to

create challenging, interactive games that demonstrate engineering and physics principles. Another project from this consortium comes from Northwestern University (Evanston, Illinois, United States). The school is expanding a network of online laboratories that provides students in rural and urban high schools with access to science equipment, hundreds or even thousands of miles away. So far, participating schools have reported a 15% overall increase between pre- and post-program science test scores among schools using the online labs. The pilot program includes nine schools, reaching students in a wide variety of low-income, urban, and rural school districts. Learn more.

- **Global Collaboratory** The Masinde Muliro University in Kenya is improving chemistry education by delivering mobile technology to rural areas within the country. Chemistry simulations are loaded onto mobile workstations and brought to schools that have infrequent electricity and no access to the Internet. Watch a video to learn more.

- **Pedagogy 3.0** Kingston Primary School in Western Australia is supporting teachers in remote schools by promoting collaborative models that use technology to connect teachers. This helps provide science teachers the support they need to be successful.

- **STEM-preneur** The Learning Links Foundation empowers youths in India to identify local developmental issues and form a scientific and innovative approach to address local problems. The goal of this initiative is to enhance living conditions and improve businesses and trade in rural India.

Education in India

In 2011, more than 100 educational leaders from 15 countries participated in the first HP Catalyst Summit in New Delhi, India. The event, sponsored by HP and organized by the International Society for Technology in Education, addressed global challenges related to STEM education. During the summit, HP committed to investing $1 million USD to the Education Innovation Fund for India (EIFI), which provides grants to individuals or organizations with scalable projects capable of significantly changing the way education is approached in India.

HP employees making an impact: Barath Venkatesh

Barath Venkatesh uses his experience to help HP make lasting improvements in education—especially in his home country of India. Learn more about Barath Venkatesh on page 146.

---

[1] There are 56 organizations receiving funding from the HP Catalyst Initiative. Many more organizations participate in the effort without receiving funding.

Entrepreneurship

All over the world, entrepreneurs drive innovation, create jobs, and fuel economic opportunity. HP works with organizations to help recent graduates, young people, and aspiring and established entrepreneurs acquire the information technology (IT) skills and knowledge they need to launch successful businesses and help their local communities prosper.

HP LIFE

HP Learning Initiative for Entrepreneurs (HP LIFE) is a global training program that helps students, aspiring and established entrepreneurs, and small business owners develop the IT and business skills necessary to build successful companies and create jobs. Since 2007, HP LIFE programs have reached approximately 1.2 million people with training, access to technology, and online activities. In 2011, HP added 40 new training centers to the program, increasing the total number of training centers HP works with to nearly 340 across 49 countries. In some cases, trainees have started their own businesses, often creating jobs for others in the process. In other situations, the program has helped trainees gain the necessary skills to find employment. Overall, HP LIFE has helped to establish and expand more than 19,700 businesses since 2007, and helped approximately 42,900 people find work.

The following are a few examples of people who succeeded with help from HP LIFE in 2011:

• Washington Mvelase, a young entrepreneur and Internet café owner in South Africa, struggled to manage his new business. After taking training classes with HP LIFE, he developed the professional skills necessary to expand his business and manage his finances more efficiently. Watch a video to learn more.

• Neha Gupta took classes with HP LIFE to help her develop the business and IT skills she needed to start a jewelry business in India. Watch a video to learn more.

• Bano Fatima's organization provides a small community of weavers in India with the tools they need to sell their products. Her two biggest challenges in starting her small enterprise were IT and communication skills. HP LIFE taught her how to manage her expenses and give presentations that are more engaging. Watch a video to learn more.

Learn more about other success stories from HP LIFE.

> "Our partnership with HP allows us to provide students around the world with what may be their first experience with social innovation principles. Our program shows tomorrow's entrepreneurs the importance of integrating social innovation values into the businesses that they will lead one day."
>
> —Caroline Jenner, Chief Executive Officer, Junior Achievement Young Enterprise (JA-YE) Europe

Social Innovation Relay

Getting young people excited about entrepreneurship is an investment in future job creation. That is why HP, in partnership with Junior Achievement (JA), created the Social Innovation Relay. This worldwide, interactive, Web-based competition allows young students, ages 15 through 18, the opportunity to think like social innovators and develop ideas to help solve some of the world's most pressing challenges. Groups of students from 11 participating countries work with HP employees as mentors through a global, online system.

In 2011, nearly 10,000 students and 185 HP volunteers participated in the learning program. The winning team, Fortuna, from Nizhnekamsk, Russia, developed an innovative approach to waste management. Their idea to transform items that had been thrown away into new products of practical and aesthetic value has taken off. They now have a marketing strategy that has helped drive demand for their goods in a niche market. Watch a video about the winning idea.

Junior Achievement (JA)

HP has worked with JA since 1996 to develop new ways of building entrepreneurship and business skills among young people. Many HP employees volunteer in JA tutorial and training programs.

Health

Good health is fundamental to a good quality of life. But today, access to even basic health services is beyond the reach of billions of people. Public and private health systems are struggling to deliver effective care in developed as well as in emerging markets.

HP believes technology can transform global health and help increase access to affordable, quality healthcare worldwide. We apply our broad portfolio of products and solutions, our technical and business expertise, our partnerships, and the time and experience of our employees to tackle pressing health needs and drive structural, systemic improvements throughout health systems globally. The UN Millennium Development Goals (MDGs) help us prioritize our efforts to focus on some of the greatest health challenges facing the world today, including reducing child mortality, improving maternal health, and combating HIV/AIDS, malaria, and other diseases.

A collaborative approach to problem solving and a diverse set of skills and experience help drive innovations in health. HP works with nongovernmental organizations (NGOs), governments, and health organizations to help deliver lifesaving solutions. We focus on two primary areas: strengthening health systems and accelerating electronic and mobile health solutions.

Strengthening health systems

We work closely with governments and strategic partners to structurally improve health systems around the world. Learn more.

Accelerating early infant diagnosis of HIV

HP and the Clinton Health Access Initiative (CHAI) are working with the Kenyan government to reduce the amount of time it takes to diagnose an HIV-positive infant. The Early Infant Diagnosis (EID) project automates the HIV testing process, significantly speeding up the reporting of test results and helping to save lives.

As of 2011, five state-of-the-art HP data centers connect with four existing laboratories, providing a platform to speed the transmission of data. Samples are now assigned a barcode, tested, and then recorded in a database. Instead of postal mail, results are sent by text message to SMS-enabled HP printers in rural clinics. If clinics have Internet access, they can also receive the results by email or access the data online. A process that used to take several months now reliably takes less than 30 days, allowing HIV-positive patients to receive antiretroviral treatment early. Commencing treatment at an early stage is critical in controlling the virus and is directly related to survival rates.

The technology infrastructure supporting this program is rolling out in Uganda and is expected to transform and improve other health programs as well. In 2011, approximately 65,000 infants were tested in Kenya through EID, and HP expects that more than 70,000 tests will be completed in 2012. Read more or watch a video about EID.

Working to prevent errors in medical settings

HP and Lucile Packard Children's Hospital (LPCH) in Palo Alto, California, United States, have been collaborating on patient safety research for more than 2 years. In 2011, HP and LPCH released an electronic Patient-Centered Dashboard that helps prevent human error in medical settings. During the evaluation phase, the dashboard alerted staff with recommended changes in care for one out of three young patients. The reminders range from replacing or removing equipment that might otherwise cause infection to altering the type or quantity of medication, or adjusting beds to prevent children on ventilators from developing pneumonia. Read more or watch a video about the Patient-Centered Dashboard.

Reaching remote areas

The Lake Tanganyika Floating Health Clinic (LTFHC) is an international nongovernmental organization that offers medical care to hundreds of thousands of people living in the isolated Lake Tanganyika Basin/Great Lakes region of Central Africa. As LTFHC moves toward its ultimate goal of operating a ship-based regional hospital on the lake, HP is providing funding and in-kind donations to support the organization's outreach programs to local communities. We're also collaborating with LTFHC and others to help develop infrastructure that is expected to improve access to quality healthcare.

In 2011, HP's support helped LTFHC conduct a women's reproductive health outreach effort to provide fistula patients with surgery, counseling, and education. This outreach is believed to be the first of its kind in the Lake Tanganyika basin. The funding we provided in 2011 continued to help LTFHC in early 2012 as it upgraded the Moba Territory Ministry of Health communications network, giving remote health clinics the ability to communicate with each other and the Moba Regional Hospital. Learn more.

Accelerating electronic and mobile health solutions

We apply our expertise in mobile and cloud-based solutions to help improve and transform the way healthcare is accessed and delivered. Learn more.

Helping prevent the transmission of HIV

South Africa–based NGO mothers2mothers (m2m) provides counseling and educational services to new mothers and HIV-positive pregnant women—helping to prevent the spread of HIV to the next generation. Since its founding in 2001, m2m has counseled more than 1 million women in seven countries across sub-Saharan Africa.

HP is working with m2m to transform its information technology (IT) infrastructure and develop new, more efficient processes for information access and management across its nearly 600 sites. In 2011, HP helped m2m update its record-keeping system from paper to digital. Read more or watch a video about m2m.

Fighting counterfeit drugs

An estimated 700,000 people, or more, die every year from counterfeit drugs.[1] HP is collaborating with governments, pharmaceutical companies, telecommunications companies, and leading NGOs and social entrepreneurs to combat this problem. The Global Authentication Service allows consumers to use a code printed on their medication package to easily check the authenticity of their medications via mobile phone. Within seconds, they receive a reply letting them know whether the medication is authentic. The service started in Ghana and Nigeria in 2010, and launched in India in 2011. HP expects this service will roll out to at least three more countries in 2012. Learn more.

Reducing the spread of malaria

HP, CHAI, and Positive Innovation for the Next Generation, an NGO based in Botswana, developed an application and service available via mobile phone that gives Health Ministry officials in Botswana the vital information they need to help track, respond to, and prevent malaria epidemics. The mobile solution, which also launched in Kenya, speeds up the flow of information, enabling faster, more effective decisions during outbreaks. HP plans to help roll out this system in multiple countries in 2012 for use in monitoring other deadly diseases. Learn more.

Jackson Hungu
CHAI Deputy Country Director, Kenya

Jackson describes HP's approach to social innovation as a breath of fresh air, thanks to the company's technology and its people. Visit our online gallery of external stakeholder perspectives to see Jackson's video.

Employee volunteerism and giving

At HP, we value supporting the communities in which we live and work. Thousands of HP employees around the world volunteered their time or donated money to support local communities and assist in disaster relief efforts during 2011. The following numbers reflect those employees who reported their volunteer efforts to HP or donated money through HP company channels.

- HP employees and retirees donated more than 744,000 hours to volunteer projects. That time spent giving back to communities is valued at nearly $26 million USD.[2]

- HP employees donated $5.6 million USD to nongovernmental organizations (NGOs), schools, and disaster relief efforts.[3]

Employee volunteering

HP encourages employees and retirees to apply their abilities and expertise to volunteer efforts. We support their efforts to volunteer during both company and personal time. With manager approval, every HP employee can use 4 hours of company time per month to volunteer.

---

[1] "Keeping It Real: Protecting the world's poor from fake drugs," International Policy Network, May 2009. (Approximately 700,000 deaths from malaria and tuberculosis alone are attributable to fake drugs.)

[2] Value based on type of volunteering: $150 USD per hour for board, service corp, pro bono, and skill-based; $20 USD per hour for hands-on. Uncategorized hours are not reflected in this total.

[3] Value based on fiscal year donations made to NGOs and schools, and calendar year donations made to disaster relief efforts.

Pro bono work

We are committed to strengthening the nonprofit sector by contributing time, as well as professional expertise (pro bono work). Below are snapshots of some of the pro bono projects our employees are doing all over the world in the areas of marketing, information technology, legal, finance, human resources, and engineering.

- **HP legal** Members of HP's legal team in Germany visit schools to teach students how to protect themselves online. They share their expertise on issues such as illegal downloads, copyright infringement, fraud, privacy, freedom of speech, and cyberbullying. Since the program launched in 2010, HP attorneys and other legal staff have led more than 40 training sessions and reached more than 300 students in grades 5 through 12.
- **HP human resources** HP human resources departments provide job-skills training in several locations around the world. During 2011, HP volunteers discussed resumé writing, interview skills, and career paths with participants in Canada, Mexico, Singapore, the United Kingdom, and the United States.

Random Hacks of Kindness

Random Hacks of Kindness (RHoK) is an online community of programmers who create apps, platforms, interfaces, and systems that have a positive social impact. They give their apps away to people or organizations facing social or environmental challenges.

In 2011, HP became an RHoK global partner. Together we hosted several hackathon events in more than 30 cities worldwide to create apps that help address a variety of social needs. Examples (still in the development stage) include:

- An app that helps people with autism learn to cope with various challenges, including safety measures, expressing feelings, managing time, and bullying. Watch a video for more information.
- An app that provides people in the United States with the nearest location of farmers' markets accepting Supplemental Nutrition Assistance Program benefits (formerly known as the food stamp program).
- The Helping Hands app connects organizations that have excess amounts of food, such as restaurants and hotels, with NGOs that provide food to those in need.

Learn more about the work HP employees are doing with RHoK.

Helping refugees

HP partnered with its long-term customer, the United Nations, to support the UN Refugee Agency (UNHCR) in its efforts to help refugee camps around the world, particularly the Kakuma refugees in Kenya. For the last 15 years, Kakuma refugees, displaced due to drought and conflict, have lived with limited access to water, near-impossible farming conditions, and a lack of transportation. During 2011, HP employees volunteered to help identify potential employment and entrepreneurship opportunities for refugees. We also provided technology to help increase access to educational materials and training opportunities in more than 30 UNHCR camps, giving refugees many of the skills needed to create a better future.

HP employees making an impact: Kathryn Hall

Kathryn Hall, HP statistician and quality systems engineer, is grateful for the wonderful math teachers who inspired her growing up. Now she's using her skills and enthusiasm to pass her passion for math on to the next generation. Learn more about Kathryn Hall on page 139.

HP employees making an impact: Christophe Mosby

HP attorney Christophe Mosby volunteers his time to help get minority high school students excited about pursuing a legal career. Learn more about Christophe Mosby on page 144.

HP employees making an impact: Aziz Mohamed

Aziz Mohamed traveled to Kenya and visited an orphanage. The children there had been abandoned by their families due to disease or illness, and the majority of them are HIV positive. The experience inspired Aziz to return and do whatever it takes to make a positive change. Learn more about Aziz Mohamed on page 143.

Partnering with customers

More than 100 HP and UPS employees volunteered together to clean, paint, and landscape schools in California and Georgia, United States.

HP and Clorox volunteers also teamed up to clean and install new, donated HP IT equipment at the East Oakland Youth Development Center (Oakland, California, United States), helping the center continue its 33-year tradition of providing education, physical development, computer literacy, and more to at-risk children.

Employee giving

The Hewlett-Packard Company Foundation provides employees in the United States with one-to-one cash matching for gifts to qualified nonprofit organizations, at up to $1,000 USD per employee, per fiscal year. In 2011, HP employees in the United States donated cash totaling approximately $3.8 million USD, matched by $3.1 million USD from the Hewlett-Packard Company Foundation.[1] Since 2007, HP and employees have donated $30 million USD through the program. In addition, U.S. employees can donate HP technology to qualified charitable organizations or schools. Employees contribute 25% of the product list price, up to $5,000 USD, and HP contributes the remaining amount. In 2011, HP and its employees in the United States donated products worth approximately $5 million USD. Since 2007, HP and employees have donated products valued at approximately $30 million USD.

Disaster relief

In 2011, HP employees, HP, and the Hewlett-Packard Company Foundation donated money, equipment, and expertise in response to natural disasters, including the earthquake and subsequent tsunami in Japan.

At right are the approximate values of cash and product contributions from HP employees, HP, and the Hewlett-Packard Company Foundation in response to 2011 disasters:[2]

2011 donations for disaster relief [$ USD]

Japan (earthquake/tsunami)	$2,302,000
Thailand (flooding)	$368,000
East Africa (drought)	$300,000
United States (storms/tornadoes)	$210,000
Australia (flooding)	$100,000
Brazil (flooding)	$100,000
New Zealand (earthquake)	$100,000
Sri Lanka (flooding)	$100,000
Turkey (earthquake)	$50,000

Performance

HP addresses critical social needs through a powerful union of innovation and collaboration, measuring our progress by the positive impact of our programs. In past years, we tracked the total amount invested by HP in our programs. In 2011, we began using metrics to measure new areas. The following are the current areas we measure:

- **Social impact** We measure how many people and places we impacted through our programs.
- **Business impact** We measure how our programs impact our competitive advantage and reputation.
- **Operational excellence** We track how many employees support our programs, on-time delivery of cash and product donations, and completion of milestones.

- **Financial impact** We track total investment by HP and funding by partners in support of our programs.

The information we gather through this measuring process helps us strengthen our programs.

Although many benefits of our social innovation programs cannot be measured purely in terms of dollars spent or products and services donated, we understand the importance of tracking and reporting our financial investments. The total value of our social investments, including contributions from HP's business units for social projects, was approximately $51.5 million USD in 2011.

---

[1]   The Hewlett-Packard Company Foundation will match up to $4 million USD in aggregate annually.

[2]   Figures are for the 2011 calendar year.

Social investments, 2007–2011* [$ million USD]

|	2007	2008	2009	2010	2011
Overall					
Total	$49.8	$52.5**	$56.1	$44.9**	$51.5
Percentage of pretax profits	0.54%	0.50%	0.60%	0.41%	0.57%
Type					
Cash	$23.3	$24.9	$21.1	$27.3	$20.3
Products and services***	$26.5	$27.5	$35.0	$17.7	$31.2

* Data excludes contributions to the Hewlett-Packard Company Foundation and employee donations, but includes HP's matching contributions and contributions from the Hewlett-Packard Company Foundation to other organizations. Prior to 2010, HP did not report contributions from the Hewlett-Packard Company Foundation to other organizations as a part of this data. All years represented in this chart have been updated to reflect these contributions.

** Due to rounding of this total, the sum of the constituent parts of this figure listed under the types of investments below does not match this figure.

*** Product donations are valued at the Internet list price. This is the price a customer would have paid to purchase the equipment through the HP direct sales channel on the Internet at the time the grant was processed.

We currently report employee volunteerism and contributions data for U.S. employees only.

Participation in the HP U.S. Employee Giving Program. 2007–2011 [number of employees]
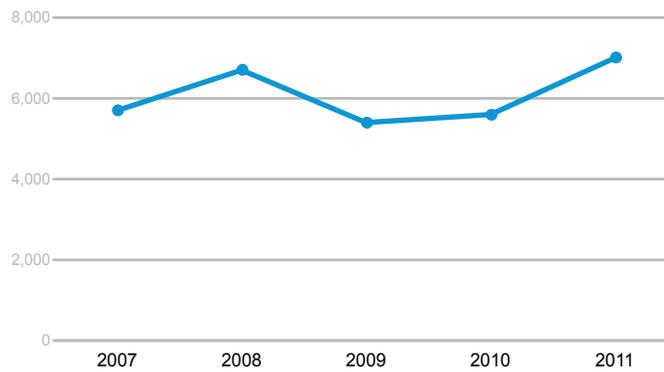
	2007	2008	2009	2010	2011
▬ Participation in the HP U.S. Employee Giving Program	5,700	6,700	5,400	5,600	7,000

Cash and products donated by employees and HP and Hewlett-Packard Company Foundation matched funds*
[$ million USD]
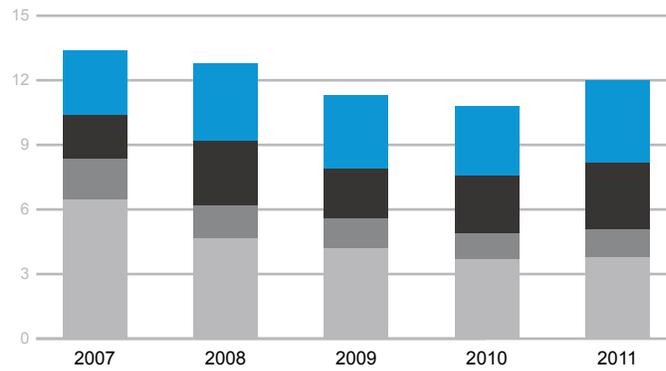
	2007	2008	2009	2010	2011
■ Cash donated by U.S. employees**	$3.0	$3.6	$3.4	$3.2	$3.8
■ Cash from Hewlett-Packard Company Foundation matched funds	$2.0	$3.0	$2.3	$2.7	$3.1
■ Value of products donated by U.S. employees***	$1.9	$1.5	$1.4	$1.2	$1.3
■ Value of products from HP matched funds***	$6.5	$4.7	$4.2	$3.7	$3.8
Total	**$13.4**	**$12.8**	**$11.3**	**$10.8**	**$12.0**

* Hewlett-Packard Company Foundation cash matching began in 2007.

** Does not reflect donations made to disaster relief efforts.

*** Product donations are valued at the Internet list price. This is the price a customer would have paid to purchase the equipment through the HP direct sales channel on the Internet at the time the grant was processed.