

# AGILENT TECHNOLOGIES

■ Agilent Technologies defines the leading edge of nearly every major trend in communications and life sciences. From optical and wireless communications to disease and discovery research, Agilent delivers product and technology innovations that benefit millions of people around the world. Leading companies — communications equipment manufacturers, Internet service providers, biopharmaceutical companies and more — depend on Agilent's more than 20,000 test, measurement and monitoring devices, semiconductor products and chemical analysis tools to help drive the communications and life sciences revolutions that transform the modern world.

The company operates three businesses: test and measurement, semiconductor products, and chemical analysis and life sciences — all supported by a central research laboratory, Agilent Labs. Its businesses excel in applying measurement technologies to develop products that sense, analyze, display and communicate data. Agilent's customers include many of the world's leading high-technology firms. These customers rely on Agilent's products and services to make them more profitable and competitive, from research and development through manufacturing and operations applications.

Spun-off from Hewlett-Packard Company in 1999 as part of a corporate realignment that created two separate companies, Agilent Technologies has facilities in more than 40 countries and develops products at manufacturing sites in the U.S., China, Germany, Japan, Malaysia, Singapore, Australia and the U.K. With approximately 43,000

employees throughout the world, Agilent serves customers in more than 120 countries. Over half of Agilent's net revenue is derived from outside the United States.

Agilent's pioneering spirit was kindled more than 60 years ago when two engineers — Bill Hewlett and Dave Packard — invented the future in their garage. In 1938, working part-time in the Packard garage in Palo Alto, California, with an initial investment of only \$538, Hewlett's study of negative feedback resulted in their first product: an audio oscillator, an electronic instrument used to test sound equipment. Disney Studios, one of their first customers, ordered eight oscillators for the production of the movie *Fantasia*. Hewlett and Packard didn't officially form their partnership until 1939, with a coin toss determining whose surname would precede the other in the company name. The Hewlett-Packard Company continued to grow through World War II and the consequent demand for more advanced electronic instruments.

By 1960, Hewlett and Packard had already had a major impact on the high-tech business landscape. Hewlett's and Packard's technical and business contributions spawned "Silicon Valley," the heart of the computer, electronic and software business in the 20th century. During the late 1950s and early 1960s many corporations sought to expand their operations nationwide. HP, like many high-tech companies



headquartered in California, looked at other regions of the country and world for expansion.

In 1959 HP decided to expand its U.S. manufacturing to Loveland, Colorado. They purchased an 84-acre site and launched a pilot manufacturing operation in 1960. During that first year of operation, HP moved the research and development to Loveland to be close to the manufacturing facility, catalyzing high-tech growth in Colorado.

Born and raised in Pueblo, Packard already had unique ties to the state of Colorado and the city of Colorado Springs. His parents, Sperry Packard and Ella Graber, graduated from Colorado College in Colorado Springs, where Packard Hall now bears the family name.

Late in 1961 Dave Packard came to Colorado to visit the Loveland facility and afterward drove to Pueblo to visit his family home. Driving through Colorado Springs, he thought that it would make an excellent place for a second manufacturing site. Packard asked about engineering schools in town. Governor Steve McNichols responded quickly to Packard's inquiry and advised the University of Colorado to expand its curriculum in Colorado Springs to include engineering, paving the way for the expansion of the high-tech industry in Colorado Springs.

HP's oscilloscope division, then-located in Palo Alto, moved to Colorado Springs as a pilot operation. Oscilloscopes are electronic test instruments used by design engineers and technicians to make precise measurements of electrical signals. Engineering, marketing, and manufacturing started in the spring of 1962 with the arrival of 15 California transplants. The first HP building was completed in 1964 on the west end of Garden of the Gods Road. Soon, 165 managers and engineers transferred, shouldering responsibility for the worldwide oscilloscope product line. Since 1962, HP has grown steadily in Colorado Springs.

Following the trend of more technological expansion outside of California, HP relocated the division focused on creating the testing equipment for computer communications networks. In addition to a core team of transplants, this new division employed some of the HP people from the existing Colorado Springs division, hired additional people in the area, and started a business that would design, manufacture and

market instrumentation and test tools for telecommunications and data communications networks.

In 1999 HP announced a strategic realignment to create two independent companies. HP would include HP's existing computing, printing and imaging products. The new company, Agilent Technologies, a name chosen to demonstrate the agile nature of the new company, was launched as a diversified technology company to address the communications and life sciences markets with products including measurement and monitoring instruments, systems and solutions, and semiconductor and optical components. The new company was formed November 1, 1999, and, by June 2000, Agilent became a fully independent company following HP's distribution of its Agilent shares to HP shareholders. In 2001 Agilent's acquisition of Objective System Integrators, Inc. (OSI) enabled Agilent to provide a complete solution to service providers who offer 3G wireless, optical, broadband Internet Protocol and voice-over packet networks and services.

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THAN 40 COUNTRIES AND DEVELOPS  
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U.S., CHINA, GERMANY, JAPAN, MALAYSIA,  
SINGAPORE, AUSTRALIA AND THE U.K.

Agilent serves a variety of markets that include communications, electronics and life sciences. In Colorado Springs, the Design Validation Unit specializes in providing test and measurement products that allow for the efficient design, development, integration, debugging and verification of digital systems. Another local business, the Network Systems Test Division, designs, markets and manufactures test equipment for communications industries, providing test and measurement products for data, voice, telephony, and mobile services over local area networks (LANs) and wide area networks (WANs).

Agilent's Colorado Springs Technology Center brings together design consulting expertise, manufacturing capabilities and a partnership environment to deliver total multi-chip module (MCM) and application-specific integrated circuit (ASIC) packaging solutions.

Pursuing an aggressive corporate transformation program, Agilent aims to create a "High Performance, High Growth" company. Global Financial Services (GFS), located in Colorado Springs, along

with all other infrastructure organizations within Agilent, made radical changes in how to design and deliver shared services in order to assist with this corporate initiative.

The Factory Accounting Service Centers in Colorado Springs became key contact points for training, new program rollouts, mergers and acquisitions, and operation consumer linkages on behalf of GFS Shared Services.

The diversity of business operating at the Colorado Springs site opens the doors to opportunity in a variety of fields and disciplines. Specifically, the site offers careers in many engineering disciplines including electrical engineering, computer engineering, mechanical engineering and computer science and in many business disciplines including information technology, supply chain management, finance, and marketing. One of their most important and successful traditions in bringing talent into the organization is through their university internship programs. Most interns accept positions at Agilent after graduation, reflecting the value of the programs for both parties.

*Fortune* magazine continues to name Agilent Technologies in their list, "100 Best Companies to Work for in America." Besides Agilent's dedication to the values of creativity, trust, respect, accountability, teamwork, and uncompromising integrity, Agilent also offers challenging work, educational benefits, flexible work options, community-involvement programs and career-development programs.

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SOCIAL ASSET TO EACH NATION AND  
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AGILENT'S COMMUNITY PROGRAMS FOCUS  
ON MATH AND SCIENCE EDUCATION AND ON  
HEALTHY COMMUNITIES.**

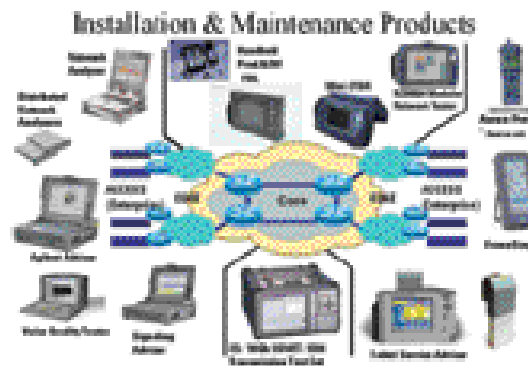
Agilent products and technologies enable significant breakthroughs in communications and life sciences, and their ways of doing business challenge traditional thinking about how to successfully run a high-performance technology company in today's dynamic, global economy.

When Agilent split from HP, the commitment to the values so important to the two visionary founders never wavered. These old-school values still guide the company: uncompromising integrity, trust, respect, teamwork and groundbreaking innovation. Further establishing a culture of performance that benefits from the full range of each person's skills and aspirations, Agilent also aims to meet customer needs by achieving the ideals of speed, focus and accountability.

One major HP objective established by Hewlett and Packard was what they recognized as a company's responsibility to be a good corporate citizen. Now widely acknowledged by American businesses, Hewlett's and Packard's peers did not accept this social responsibility concept in the 1940s or 1950s. Even then, Hewlett and Packard insisted that the surrounding community benefit from HP's presence: responding to the needs and interests of the community, applying the highest standards of honesty and integrity to all interactions, enhancing and protecting the physical environment, and contributing talent, energy, time and finances to community projects.

Agilent Technologies strives to be a powerful economic, intellectual and social asset to each nation and community where they do business. Agilent's community programs focus on math and science education and on healthy communities. In Colorado Springs, Agilent and its employees make significant contributions to the community, with more than 25,000 volunteer hours given each year, and more than \$300,000 donated annually to community non-profit organizations and educational institutions.

As the business partner for the National Science Foundation's \$5.9 million Science Teacher Enhancement Unifying the Pikes Peak Region grant (STEP-uP), Agilent plays an important role in furthering science education among local students and teachers. The project affects more than 1,300 science teachers in the five Colorado Springs school districts. STEP-uP focuses on building teacher



expertise, capacity and leadership. Agilent also contributes cash and equipment, along with thousands of hours of volunteer support from scientists and engineers. Agilent's participation in the project includes providing office space for two STEP-uP employees and providing meeting space for teacher development for the five-year life of the program.

The Agilent AfterSchool program offers a hands-on science education series for students, bringing math and science education to students in non-traditional settings, such as pediatric wards, boys and girls clubs and community centers. Agilent volunteers lead all the experiment sessions for electronic circuit games, balloon-powered cars, terrariums, etc. Agilent provides all the needed supplies. Children from the Boys and Girls Club, the Children's Museum, Girl Scouts and the YMCA have participated in this innovative program. In January 2002, the Colorado Springs City Council honored Agilent Technologies with a Resolution recognizing the Agilent AfterSchool program as a valuable learning opportunity.

Agilent Technologies provides grants to programs and projects that directly improve the individual quality of life in the Colorado Springs communities. Specifically, Agilent supports those

programs that address problems encountered by economically disadvantaged people and those most vulnerable, including programs that support health care, healthy conflict resolution, the development and maintenance of healthy lifestyles and relationships and independent living. Local health and human service agencies funded include: Canine Companions for Independence, Care & Share, Center for the Prevention of Domestic Violence, Colorado Children's Campaign, KidPower, Marian House Soup Kitchen, Pikes Peak Hospice, Prospect Home Care and Silver Key.

Agilent demonstrates its dedication to civic causes as a founding member of the Garden of the Gods Road/CU-The Springs Corridor Transportation Management Association (TMA), which serves as an advocate addressing local- and regional-based transportation and air quality issues. TMA also assists members in developing and implementing commuter assistance and alternative transportation options. The Garden of the Gods Road Corridor is composed of over 450 businesses with more than 22,000 employees. Additionally, the student populations of CU-The Springs and Colorado Technical University add more than 8,000 students that travel the corridor throughout the week.

As the offspring of an accomplished parent company, Agilent's future was bright from the beginning. Its penchant for innovative thinking, ability to adapt, responsiveness to the needs of the community and gift for attracting good people will keep Agilent Technologies ahead of the competition and satisfying its customers for years to come.

