

10-Year Deal Struck to Jointly Market Products

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PALO ALTO, Calif. (AP) -- Hewlett-Packard Co. and Alcatel-Lucent said Thursday they have struck a tentative 10-year deal to jointly market their products to businesses.

HP, based in Palo Alto, Calif., makes computers, printers and servers, while Paris-based Alcatel-Lucent supplies networking and telecommunications equipment.

The companies said they were working on finalizing their alliance, which would offer one-stop shopping for customers as telecommunications and information-technology, or IT, products converge.

The deal also calls for HP to "transform and manage a large part of Alcatel-Lucent's IT infrastructure." The companies did not release any financial details of the arrangement but said the partnership could generate several billion dollars in revenue between the two companies over the next decade.

HP shares rose 13 cents to \$37.55 in trading Thursday, while shares of Alcatel-Lucent advanced 5 cents, or 1.9 percent, to \$2.65.

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