HM:
$$\sum_{u \in Y} X_u \prod_{w \in N(u)} W_w$$

Hp: $-\sum_{u \in Y} Z_u$

exacting state: $|I^{\otimes n}\rangle$

One-application of unitary.

 $|\beta, 3\rangle$: $e^{-i\beta Hm} e^{-i\gamma Hp} |I^{\otimes n}\rangle$

Expectation value of $H_p = \cos t$
 $(\beta, 1) |H_p|\beta, 3\rangle$: $(I^{\otimes n}|e^{-i\gamma Hp} e^{-i\beta Hm} H_p e^{-i\beta Hm} e^{-i\gamma Hp} e^{-i\gamma Hp$