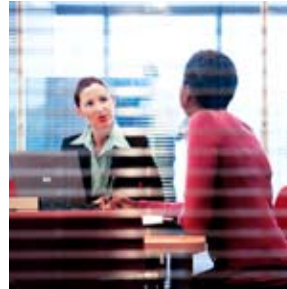




HP Financial Services
Changing the Economics of IT



HP Financial Services changes the economics of IT—by making it easy for customers to intelligently and economically manage their business technology environment. In these difficult economic times, we offer financial solutions that help customers deploy and manage world class technology on terms tailored to their unique needs. Our lifecycle asset management approach even helps customers manage the risk of dealing with obsolete or unneeded IT equipment.

HP Financial Services helps customers get the most from their Business Technology investment by taking a lifecycle management approach to IT—changing the economics of IT. In today's economic environment CIOs and IT professionals are expected to do more with less—and finding ways to invest for business growth is always an issue.

Developing and implementing a long-term strategic plan to upgrade or transform your IT infrastructure is a challenge under the best of circumstances. Add in the uncertain economy, rapidly escalating energy costs and relentless pressure to reduce costs—and the degree of difficulty grows geometrically.

CIOs and CFOs need creative strategies to navigate today's challenging economic conditions while also positioning their organizations for future growth.

Twenty-first century businesses large and small thrive or die on the performance of their IT infrastructure—supplier relationships, manufacturing and distribution processes, marketing, sales, record-keeping, payroll, employee communications, customer interfaces—you name it. Virtually everything we do is reliant on technology, so planning and maintaining an efficient, high-performance IT infrastructure becomes absolutely critical. Businesses must invest today to remain competitive tomorrow.

Leasing offers advantages

In managing a planned replacement program—especially in a challenging economy—equipment leasing offers many advantages. Preservation of capital is one. Leasing turns what is otherwise a capital investment—requiring borrowing and/or a significant upfront commitment of cash—into a level operating expense.

Leasing easily can be incorporated into a planned program of equipment replacement and modernization designed to minimize the lifecycle costs of IT equipment and ensure that when the economy picks up, your organization's IT "engine" is ready to accelerate your business.

Sale-leaseback of IT assets is another option, which can provide an immediate infusion and set the stage for a lifecycle approach to managing technology updates.

Getting Started

HP Financial Services offers a complete array of leasing and financial lifecycle asset management services around the world that help customers reduce costs and preserve cash.

We can help you transition from existing equipment to the latest technology, acquire a new solution cost-effectively, and manage that solution throughout its lifecycle. Our goal is to help you increase the return on your IT investment, reduce risk, and get the most from your HP solution.

Getting started today and experience the latest in HP innovation at a price you can afford, delivered from a financial partner you can trust—HP Financial Services.

HP Financial Services—portfolio

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| Core leasing services | HP Financial Services offers flexible lease terms—you may choose to be invoiced monthly or quarterly, in advance or in arrears. Additionally, you can bundle your hardware, software, services and ancillary costs into your lease for added convenience. At the end of the lease term, you may decide to purchase the equipment, return it to HP Financial Services or extend your lease term. |
| Mid-term flexibility | During the term of the active lease, on a line item basis, you can decide to: upgrade the equipment with a coterminous add-on, upgrade the equipment with a stop/start lease stream or terminate the equipment with a settlement of the present value of the remaining payments. |
| Upgrades and additions | Equipment upgrades or additions can be leased on a co-terminous basis with the original term of the leased asset. When you request an upgrade to a lease schedule, you identify the installed equipment schedule to be associated with the upgrade. HP Financial Services will calculate the term for the upgrade to expire on the same date as the schedule for the currently installed equipment. |
| Asset substitution | Return similar assets at the end of your lease instead of the specific asset on the HP Financial Services lease schedule. |
| Sale-leaseback | HP Financial Services purchases your existing owned IT assets and then leases them to you for an agreed-upon term. |
| Pre-owned equipment | Whether the equipment is relatively new or a prior generation, HP Financial Services offers authorized pre-owned HP and Compaq technology. Take advantage of pre-owned and excess HP Integrity, HP 9000, AlphaServer systems™, VAX, ProLiant, StorageWorks products, all former Digital technology and HP equipment over 18 months old. |
| HP Utility Pricing solutions | HP Utility Pricing solutions enable your organization to align computing resources with fluctuating demand by providing you with instant access to extra capacity when you need it. |
| HP Pay per use (servers) | <p>Active core—available on all mid-range and high-end HP 9000 and HP Integrity servers. Active core measures how many cores you activate, so that you pay only for what you actually use. With this offering, you pay less when your business demands decrease and you create reserve capacity for those times when you really need it.</p> <p>Percent core—available on all mid-range and high-end HP 9000 and HP Integrity servers. With Percent core, all cores can be made active and available for processing workloads at all times. A meter measures the actual core utilization level you use, which you can view and monitor in real time, and it bills you accordingly.</p> |
| HP Utility Ready Storage | A utility pricing solution that allows you to select the storage configuration and software application that's right for your business. Your payment per month is based on the amount of storage capacity configured for use. HP measures what you use and will only bill for this on a monthly basis. With Utility Ready Storage, you will not have to pay for maintaining additional storage capacity. |
| Asset Recovery Services | <p>A fee based service designed to help you uncover the value in your unwanted equipment. With our Asset Recovery Services, when HP Financial Services manages the retirement of your IT equipment, we do it in a way that helps safeguard your proprietary information, complies with applicable environmental laws and regulations and may even provide you with a financial return on remarketable equipment.</p> <p>For customers that utilize our Asset Recovery Services, HP Financial Services offers a Department of Defense-compliant 3-pass data overwrite or “wipe” on hard drives. Companies that don't require a 3-pass can default to a 1-pass wipe. Additionally, we'll remove identifying information such as labels and tags. As part of our process, we'll also destroy any customer documentation, paperwork, CD's and floppies that may have been inadvertently included in the equipment shipment.</p> <p>For your convenience, within our Asset Recovery program, we offer packing and shipping services. Our staff has extensive experience in packing and shipping IT products—from PCs and peripherals to business-critical servers. As an additional service, we can provide secure onsite containers to remove data sensitive storage media for secure processing at an HP Financial Services authorized facility.</p> <p>Three Asset Recovery programs are available: Take Out, Revenue Share and Purchase Price.</p> |
| AssetEdge | A web-based service that provides you with secure Internet access to a broad range of information on your leased asset portfolio—whether it is HP assets or those of another manufacturer. With AssetEdge, you can review, query and download records related to HP Financial Services leased assets as well as link them to an identifier like cost center or department. The standard reports allow you to view assets by schedule number, expiration date, location, serial number, supplier and equipment type. To further customize your asset level detail, AssetEdge offers additional fields you can populate and maintain. |
| GlobalEdge | For our enterprise customers who do business in more than one country, HP Financial Services offers a global master lease. Or, if you prefer, we will provide local or in-country master leases. For customers that centralize global IT acquisition under a single project team, we provide a global account manager (supported by in-country resources) to work directly with your team. For customers that want to deploy a standard global solution but prefer to manage it regionally, we provide a decentralized account management model, with full local resources. |

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Technology for better business outcomes

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