

Protecting your AlphaServer investment

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A technology leader

The HP AlphaServer is the workhorse of many IT departments today, delivering rock-solid performance and reliability. The open 64-bit RISC architecture has been a true performance leader since its launch in 1992 by Digital Equipment Corporation.

Providing reliability, availability, manageability, scalability and superior clustering – combined with industry-leading operating system choices of OpenVMS and Tru64 UNIX[®] – the AlphaServer product line has met and exceeded IT demands. However, customers are now increasingly looking toward Itanium[®]-based, industry-standard servers to protect their long-term investment in IT.

In order to adapt to these changes in the industry, HP has decided to phase out manufacturing and sales of new AlphaServer systems in 2007 and AlphaServer options in 2008. Accordingly, for mission-critical applications, HP's Itanium-based Integrity servers offer leading price/performance and enable customers to cost-effectively handle the most demanding workloads in HP-UX, OpenVMS, Linux[®] and Microsoft Windows[®] environments.

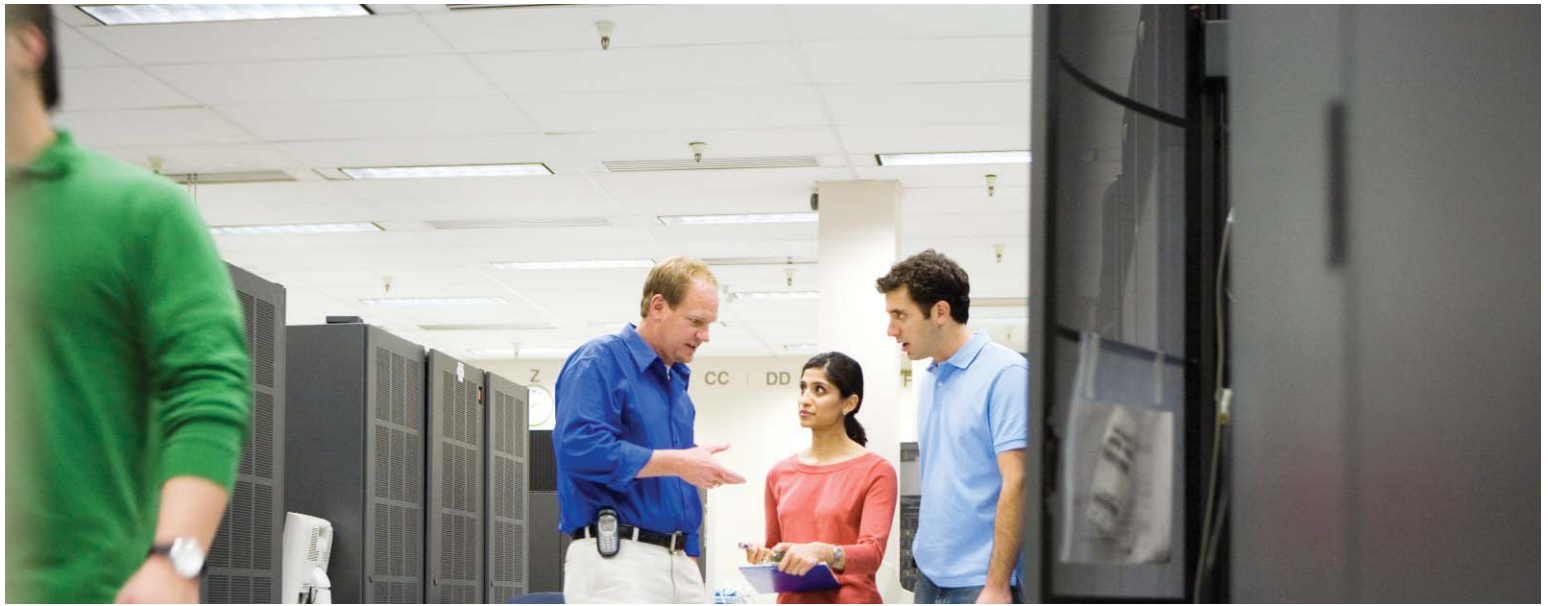
At the same time, it is clear that the substantial investment in AlphaServers many customers have made, coupled with AlphaServer's performance and reliability, mean a very large and loyal customer base will remain for years to come¹.

To support this large installed base and enable you to migrate in the timeframe that best suits your needs, HP will continue to meet the demand for custom configured AlphaServer systems in the Americas after the end-of-life phase through HP Financial Services Pre-owned and Renew Programs. For a period of time, options and upgrades for our customers existing installed base will continue to be available directly through HP. After this time, all options and upgrades will transition to HP Financial Services.

The HP Financial Services Pre-owned Program offers a select portfolio of pre-owned AlphaServer equipment.

After the discontinuation of new product shipments, the HP Financial Services Renew Program will handle future shipments of the current portfolio of AlphaServer products. All products undergo the same building and testing process as new products – so the HP warranty for HP Financial Services Renew products is the same as the warranty for new products.

¹ Results from an IDC December 2005 survey indicate over 5% of HP's PA-RISC system customers, who plan to migrate to Itanium-based systems, plan to do so one to four years from now.



HP Financial Services Pre-owned Program

The HP Financial Services Pre-owned Program helps you protect your AlphaServer investments with the support of HP.

Together with HP authorized reseller partners, HP Financial Services is your trusted source to help ensure your organization receives authentic HP components and legitimate software licenses (including the operating system). AlphaServer products can be custom configured in one of our Technology Renewal Centers and shipped via one of HP approved carriers right to your door.

Key highlights

- Short term rental options are available on pre-owned equipment.
- Product is configured by HP Financial Services.
- All software, components and diagnostics used for configuration are HP.

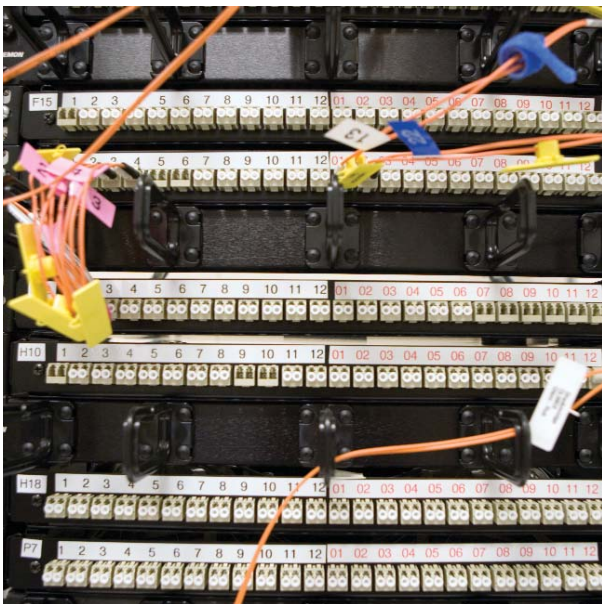
Why do customers purchase/rent HP Financial Services pre-owned?

Clients tell us they choose HP Financial Services for pre-owned AlphaServer equipment because they need:

- prior generation AlphaServer hardware to maintain a homogeneous computing environment for equipment that is no longer available as new.
- to conduct a proof of concept or other IT development work that might require a short term rental solution.
- to have applications and code that run well and are proven on the Alpha platform.
- to create disaster recovery sites that must mirror their existing data environment.
- the ability to allocate more IT spend for the latest HP technology. A hybrid strategy with pre-owned equipment is an economical component of the overall IT budget.

Warranty and support

- Equipment ships with 30-day standard operating condition warranty.
- Also, equipment is eligible for "Day-1" service contract through HP (subject to any applicable certification process).



HP Financial Services Alpha Renew Program

The HP Financial Services Alpha Renew Program offers a range of like-new AlphaServer equipment.

HP Renew AlphaServers are a new addition to our existing Pre-owned AlphaServers product line. The combination of both Pre-owned and “like-new” Renew AlphaServers means that HP Financial Services can help you protect the entire spectrum of your investment in AlphaServer technology, even as you may be evaluating migrating to Itanium-based Integrity servers.

Key highlights

- Competitively priced – list pricing is typically 10-15% below comparable new product.
- Equipment is sold by HP in original factory condition and meets the same stringent performance standards as the new product.
- All software is current revision and fully licensed.
- All documentation material (e.g. CD’s, owner manuals, etc.) is included.

End-of-life availability

The HP Financial Services Renew Program will supply AlphaServer systems for years after the new systems cease to be manufactured. For a period of time, factory new AlphaServer options will still be available directly through current HP channels. Together, HP and HP Financial Services will deliver the quality and flexibility you expect.

After the last new manufacturing date, the only source for reliable, “same as new”, fully warranted and trusted HP AlphaServer products is the HP Financial Services Renew Program.

The portfolio can cover several generations of AlphaServer technology and models including the matching options and upgrades, covering the entire range from entry through high-end systems.

Why do customers purchase HP Financial Services Renew?

- access current and near current AlphaServer product at competitive prices
- applications requiring HP assurance of “same as new” equipment meeting original specifications
- environments in which current end of life AlphaServer equipment is needed to facilitate a migration to HP Itanium solutions
- enhanced/extended and “same as new” warranty support options are desired

Warranty and support

- “Same as new” – 1 year on-site warranty
- Equipment is eligible for all extended/enhanced warranty options as available to the new product.

Buyback return options

The need to maximize return, mitigate risk, improve performance and increase agility continues to grow. The easiest way for you to add capacity or refresh existing AlphaServer infrastructure in the future is to:

- acquire HP Financial Services Pre-owned AlphaServers
- purchase HP Financial Services Renew AlphaServers
- migrate to a new HP Integrity system

When migrating to Integrity, HP Financial Services offers buyback programs for returning AlphaServer equipment – providing you with the opportunity to recover value on existing equipment with minimum effort.

A trusted source

HP Financial Services Pre-owned and Renew Programs help you to protect your investment in existing technology and manage your transition to the latest technology.

Other sources to acquire AlphaServer technology may be available, but consider the following:

- Are product software licenses legal and are you confident in the quality of installed options?
- Are the O/S and firmware the latest version? Will a third party supplier have the access and ability to legally load prior versions of the OS/firmware on request?

- What is the warranty for the product? What is the ability of the third party supplier to obtain service parts and access relevant service advisories?
- Does the third party have scale, expertise and investment in the HP brand; or is HP equipment sold along with multiple other OEM brands?

HP Financial Services helps to ensure premium quality delivery. HP has access to all the relevant intellectual property – proprietary designs, specifications, bill of materials, engineering/field change orders (ECOs/FCOs) and testing protocols.

Product attributes

- HP warranty
- order specific licensing
- product revisions to serviceable level (ECOs, FCOs, firmware)
- configured to order

Product quality

- product tested to HP specifications and processes as defined for HP Financial Services Pre-owned and Renew product sets
- shipped and delivered in accordance with HP quality standards
- high cosmetic appearance standards for HP Financial Services pre-owned equipment and “as new” appearance for HP Financial Services Renew equipment

Table 1. HP Financial Services portfolio

AlphaServer model	Pre-owned Program	Renew Program
DS10	●	
DS15	●	●
DS20	●	
DS20E	●	
DS20L	●	
DS25	●	●
ES40	●	
ES45	●	●
ES47	●	●
ES80	●	●
GS80	●	
GS160	●	
GS320	●	
GS1280	●	●

The right investment

Feel confident about your decision to continue to invest in AlphaServer systems. HP Financial Services AlphaServers are an ideal high-tech, low-cost solution to support your mission-critical applications.

And when the time is right, AlphaServer systems can be migrated to Itanium-based Integrity servers. These servers feature industry-leading processor performance and offer the flexibility to choose the operating system that best fits your needs: OpenVMS, HP-UX, Windows or Linux.

Going forward, the easiest way for you to add capacity or refresh existing AlphaServer infrastructure is with HP Financial Services. The HP Financial Services Pre-owned and Renew Programs are your source for ongoing AlphaServer systems and options after the termination of newly manufactured units.

For more information

HP Financial Services Pre-owned Program
www.hp.com/hpfinancialservices/preowned

HP AlphaServer Reference
www.hp.com/servers/alphaserver
www.hp.com/products1/servers/integrity

Find out more about AlphaServer pre-owned equipment. Call HP Financial Services at 1-800-580-7370, option #1.

To learn more, visit www.hp.com/hpfinancialservices/preowned

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