



The economics of pre-owned equipment

HP Financial Services



These days companies are asked to do more with less, and nowhere is that more true than in the IT environment. Budgets are being restricted and IT managers are relying on their existing technology to take them further. The result? More and more organizations are looking to pre-owned equipment to get the reliable, cost-effective solutions they need while maintaining a consistent computing environment.

The economics of pre-owned equipment

Whether the equipment is relatively new or a prior generation, HP Financial Services' Technology Value Solutions group offers authorized pre-owned HP and Compaq technology. We offer 100% tested, refurbished equipment, available with a warranty.*

Just what you need to fit your budget and protect your systems investment.

Key benefits

- HP equipment at a lower price
- Ability to maintain homogenous data environment
- Cost-effective way to achieve your IT strategy while staying within your budget
- Equipment custom-configured to meet your needs

Lower cost, greater reliability

Our customers consider acquiring pre-owned solutions for a variety of reasons:

- They need prior-generation equipment to keep a homogeneous computing environment and that equipment is no longer available new
- They do not need state-of-the-art equipment for every function in their organization
- They are creating disaster recovery sites that must mirror their existing data environment
- They get more for less with a hybrid solution of new and pre-owned equipment

The importance of using an authorized source

If HP quality and reliability are important to you, then you will want to consider an HP-authorized source for your pre-owned equipment. Non-authorized sources may cut corners when it comes to components and legality of software licenses. Not so with Technology Value Solutions.

As an authorized HP source for pre-owned equipment, Technology Value Solutions offers you the peace of mind of knowing your solution matches up to HP's quality standards. All our software is legally licensed and our components are HP parts.

Technology Value Solutions' commitment to equipment quality and reliability

Before any equipment leaves one of our global Technology Renewal Centers, it goes through a rigorous quality control process. Our process includes:

- Bringing software up to current revision levels
- Custom configuring to customers' specifications
- Pre-loading applications according to customers' needs
- Cleaning and making cosmetic improvements
- Vigorously testing equipment against manufacturer's standards
- Packing and shipping

We have what you need

Our wide inventory of excess, traded-in or off-lease equipment means we often have what you need, when you need it. If we do not, we can easily source the equipment you need from a vast network of resources to have it on your site quickly.

Technology Value Solutions provides:

- Pre-owned and excess AlphaServer™ systems (Technology Value Solutions is HP's only authorized source for pre-owned AlphaServer™ solutions in North America)
- VAX
- ProLiant and Prosignia servers
- StorageWorks products
- Compaq professional workstations
- All former Digital technology
- HP equipment over 18 months old

Take advantage of HP Financial Services' pre-owned equipment solutions and enjoy unsurpassed reliability, affordability and availability.

Who we are

HP Financial Services delivers a total "acquire-to-retain" suite of offerings that simplifies the entire IT financial lifecycle management process — from flexible acquisition alternatives to TCO-reducing asset management services to value-maximizing end-of-life solutions. As a wholly owned subsidiary of HP, Hewlett-Packard Financial Services Company is unmatched in the world, for both the capability and flexibility to deliver financial services that work the way you want to work, worldwide.

Put HP Financial Services to work for you. Call your Technology Value Solutions representative, or find us on the web at www.hp.com/go/hpfinancialservices.

* Warranties are available on retail sales only.

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