



Affordable Financing From HP

[HP Financial Services](#) – the leasing and life cycle asset management services division of HP – offers a full range of financial services solutions that make it easy and economical for clients to deploy world-class technology in ways that meet their business needs. HP Financial Services also helps clients manage the risk of dealing with older or surplus IT equipment.

Making storage more affordable

HP Financial Services is introducing Converged Storage Financing that will provide customers the ability to acquire the right amount of storage capacity in a utility-like monthly payment model that aligns payments to usage. The Converged Storage Financing program has two options:

Converged Storage Financing

- 48-month lease with Fair Market Value financing option at lease end
- Upgrade as business needs change, as often as every three months

Deferred payments on Upgrades

- Converged Storage Financing structure with flexibility to defer paying for those upgrades for up to 60 days

Customer benefits of the program include no up-front cash outlay, risk avoidance of over-provisioning and over-spending, and deferred payments.

Global life cycle and portfolio management solutions

HP Financial Services develops financial solutions that enhance clients' ability to implement IT infrastructures that meet their needs today – and into the future.

To take maximum advantage of new technologies clients need an investment strategy that frees up capital, provides financial flexibility and delivers outstanding results. By developing a financial architecture that supports – drives – the IT strategy, clients will achieve the best return on their capital, while reducing risk.

Editorial Contact

Stanley Weakley
Burson-Marsteller for HP
+1 202 530 4554
stanley.weakley@bm.com

HP Financial Services
200 Connell Drive
Suite 5000
Berkeley Heights, NJ 07922
www.hp.com/hpfinancialservices



HP Financial Services helps clients develop long-term IT investment strategies that provide flexibility and agility as they evolve to the Instant-On Enterprise. Additionally, HP Financial Services can help them extract value from aging assets that no longer meet their needs. Whether clients are looking for immediate access capital to address an urgent need or a long-term approach to life cycle asset management, HP Financial Services offers the requisite skills, insights and resources.

HP Financial Services clients range from small businesses to the largest global enterprises, as well as local, regional and national government agencies around the world. Clients include Aetna, Atlantic Health Systems, Canvera (India), Cober Printing, Coronation Dental Specialty Group (Canada), iSOFT Group (Australia), Maritz Inc., Metro Health, Mitel Networks Corp., Sanyo and Shinhan Bank (Korea).

HP Financial Services manages the entire life cycle process and can provide technology refreshes at appropriate intervals during the lease. The company also offers sale-leaseback capabilities.

Certified asset disposition capabilities

HP Financial Services offers global asset disposition services to manage retirement of a company's IT assets in an environmentally sound fashion. HP Financial Services also offers industry-standard software and processes to overwrite disk drives and help safeguard data that may reside on drives or in memory.

Gartner Inc. has recognized HP as a "leader" in its North America Information Technology Asset Disposition (ITAD) Magic Quadrant Report.⁽¹⁾

IDC has recognized HP as a certified IT Asset Disposal vendor, noting that clients can have confidence in the company's ability to safely and securely decommission IT assets they no longer need – whether made by HP or another manufacturer.⁽²⁾

More information about HP Financial Services is available at www.hp.com/hpfinancialservices.

(1) "Magic Quadrant for North America Information Technology Asset Disposition," Rob Schafer, Gartner, September 2010.

(2) "2008 Assessment of U.S. IT Asset Disposal Service Providers," David Daoud and Joe Ferrantino, IDC, July 2008.



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