

# **FINANCING AND ASSET LIFECYCLE OPTIONS TO ADDRESS ECONOMIC CHALLENGES.**

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# HPEFS OFFERS TO ADDRESS AN UNCERTAIN BUSINESS CLIMATE

HPE Financial Services can help alleviate some of the strain felt by businesses around the globe as they navigate an uncertain business climate. From helping release capital from existing infrastructures, to deferring payments, and providing pre-owned tech to relieve capacity strain, HPEFS has the ability to help address some of the most pressing issues quickly.

## DEFER OR REDUCE EXPENSE

Innovative financing structures to reduce cash outlays during uncertainty

**Payment Deferral:** Acquire now and pay later. Delay payments for 90-days to help ease budget strain.

**2020 Payment Relief Program:** Reduced payments to get started and offset the financial commitment until next year.

## GENERATE CASH FROM ASSETS

Over the last two years, HPEFS infused over \$642M into client's budgets

**Accelerated Migration:** Convert existing, owned IT assets into an incremental cash source while still retaining use of the systems.

**Tech buyback:** Empty your storage rooms and put money back in your pockets. Use excess, newer generation tech to help generate capital.

## MATCH PAYMENT TO USE

Secure critical technology while aligning payments to deployment schedule

**Extended Deployment:** Need technology today, but budget cycles not aligned? This phased deployment program allows you to acquire tech with the ability to configure, test, and stand up systems before paying.

## RELIEVE CAPACITY STRAIN OR DELIVERY DELAYS

**Certified Pre-Owned Tech:** Ranging from subassemblies, feature upgrades, to whole systems, a full portfolio of data center equipment is available "off the shelf" or custom-configured to meet almost any budget or circumstance. Pre-owned "Bare Metal" Laptops are also available for purchase.

**Rentals:** Rent certified pre-owned HPE tech from 3 to 12 months. Equipment is factory-configured and available with warranty and eligible for HPE Pointnext services. A 12 month new PC rental option is also available.

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# DEFER OR REDUCE EXPENSES

## 2020 Payment Relief Program

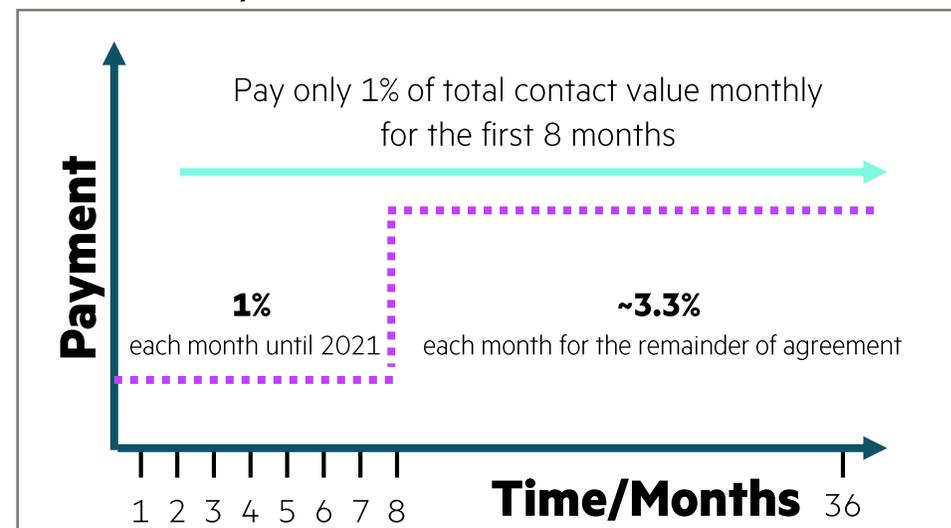
### DEFER OVER 90% OF THE COST UNTIL 2021

- Lower payment to get you into next year
- Pay 1% of the solution value monthly for the first 8 months
- Full portfolio of HPE Servers & Systems, Networking and Data Storage hardware.
- Up to 20% select non-hardware items (e.g. software, software appliances, services, and installation) may be bundled.
- Qualifying transactions start at a minimum of \$5,000 USD
- Offer available until July 30, 2020

#### Example (\$100K)



#### 36, 48 or 60 month terms available



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# DEFER OR REDUCE EXPENSES

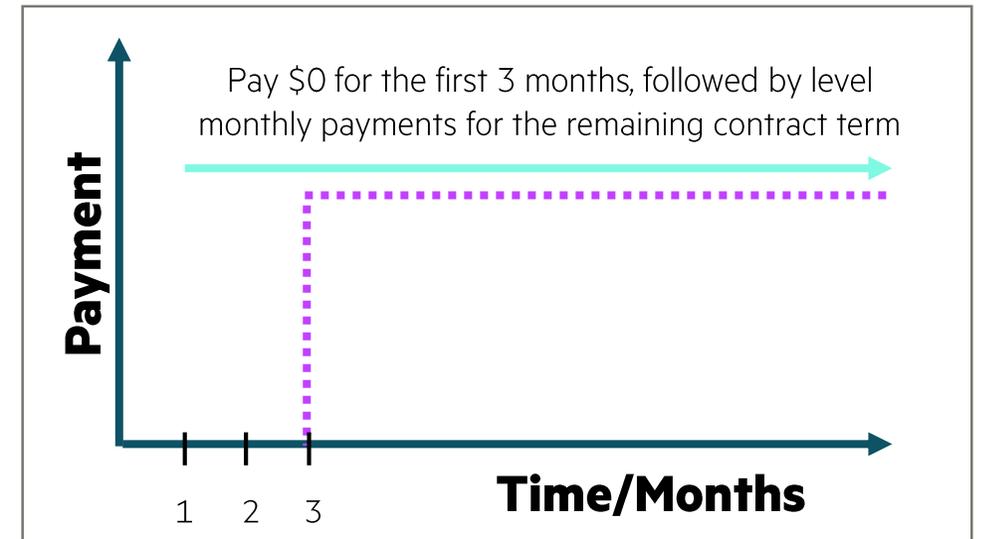
## 90 Day Payment Deferral

### SIMPLE AND STRAIGHTFORWARD...BUY NOW, PAY IN LATER

- Delay new equipment payments to help ease budget strain.
- No payments for up to 90 days

#### HOW IT WORKS

1. Put equipment into place today and make no payments for the first 90 days of your contract term
2. Qualifying transactions start at a minimum of \$5,000 USD
3. Available globally where ever HPE Financial Services operates.
4. Full portfolio of HPE Servers & Systems, Networking and Data Storage hardware. Select non-hardware items (e.g. software, software appliances, services, and installation) may be bundled.



36, 48 or 60 month terms available after initial deferral

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# DEFER NEW TECH EXPENSES

## 90-day payment deferral on new technology

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**Contact** your local HPE Financial Services Representative or authorized Partner Reseller for further details and assistance.

Stretch your 2020 budget during challenging times: Put equipment into place today and make no payments for the first 90 days of your contract term.

### Eligible equipment

- Full portfolio of HPE Servers & Systems, Networking and Data Storage hardware. Select non-hardware items (e.g. software, software appliances, services, and installation) may be bundled and included; subject to credit approval.

### 90 day deferral<sup>1</sup>

- No payments for up to 90 days, followed by 36 low monthly payments
- Fair Market Value financing agreement
- Qualifying transactions start at \$5,000
- Available globally where ever HPE Financial Services operates

Learn more at [hpe.com/hpefinancialservices](https://hpe.com/hpefinancialservices)

We can tailor a solution to your exact needs and budget requirements.

<sup>1</sup> Offer cannot be combined with any other special promotions.

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# HPE Accelerated Migration



**HPE Financial Services** can help customers find new ways to plan for, acquire, consume and adapt the technology systems needed for business transformation.

## Fund transformation from existing infrastructure

In the era of digital disruption, access to and adoption of emerging IT technologies enables you to reimagine your business in new and exciting ways. Delays in transforming your IT infrastructure may hold you back from innovating quickly to address new customer needs or improve operations. Are you locked in to existing IT equipment by financial requirements to hold it for long depreciation periods? Is this limiting your ability to upgrade to efficiently meet new requests?

It's not unusual for Finance organizations and accounting rules to require that IT equipment be held for 5 to 7 years, sometimes more. Traditional IT funding models forcing you to "sweat your IT infrastructure" is an approach that is often not aligned to your needs for

new and improved system performance, cost efficiency, and security capabilities. Delays to your IT plans mean delays to your transformation and the resulting business benefits.

## Strained budgets add pressure

Coupled with speed of delivery and speed to market demands, we all face the challenge of trying to squeeze more out of already stretched IT budgets. Funding the average transformation initiative can require double the annual IT budget. So how can you modernize your IT infrastructure and accelerate digital transformation if too much is committed to other priorities? You need to break free of the financial deadlock created by old IT so you can move your business

forward, and since budgets aren't budging, it's time to think differently about how you fund innovation.

HPE Accelerated Migration can help you fast track your data center transformation with minimal disruption to your current environment. Unlock the hidden value in your existing IT assets as you transition to new IT solutions. Shift existing, owned IT assets to a flexible usage payment model during the transition and free up cash for new IT investment. With the majority of your IT budget consumed to keep the business running, funding for transformation is often insufficient. Finding incremental resources today can help you close the gap. HPE Accelerated Migration helps you access the value in your legacy equipment and move forward sooner.

## A Case for HPE Accelerated Migration

A leading financial services institution determined that their current IT infrastructure, although working fine, was holding them back. Despite their strategic vision, the costs of transformation continued to draw their focus from where they needed to go to current demands. They initiated a high profile data center transformation project with aggressive deadlines and goals, but struggled to identify sufficient budget. A key enabler of their transformation was their current infrastructure. After assessing the value of

their existing infrastructure, they leveraged HPE Accelerated Migration to generate over \$200M in investment capacity to help jump start their data center transformation.

## Benefits

- Free up cash for new IT investment
- No interruption to business operations during transition
- Helps accelerate new IT solution deployment
- Support to remove legacy equipment after transition

## How it works

1. Contact your HPE Financial Services specialist to assess your IT needs
2. Determine the length of time needed to keep legacy equipment in place during the transition
3. Convert IT equipment from ownership to a flexible consumption model and receive a cash infusion
4. Return legacy IT equipment at end of transition term

Learn more at  
[hpe.com/hpefinancialservices](https://hpe.com/hpefinancialservices)



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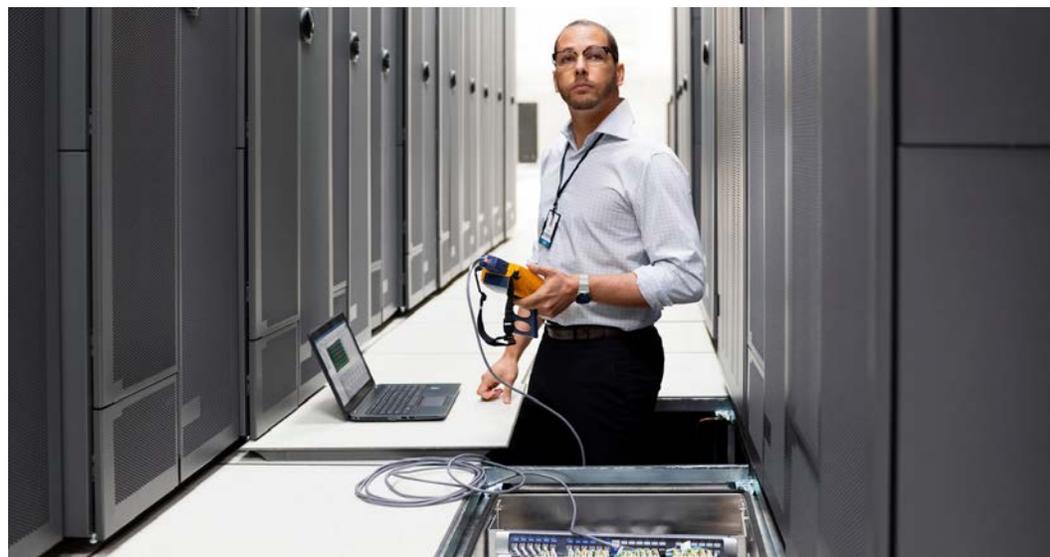
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4AA5-0202ENW, March 2019

# HPE Certified Pre-Owned products

Previous generation technology to optimize legacy environments



**HPE Financial Services** can help customers find new ways to plan for, acquire, consume and adapt the technology systems needed for business transformation.

Driving innovation and reliability within your IT infrastructure doesn't always mean relying solely on new technology. According to a recent study, 70% of companies are interested in leveraging pre-owned IT equipment to extend the life of their legacy systems. These companies report many benefits to this option - including reduced IT costs, reduced e-waste, maximized ROI, and performance level as good as new.<sup>1</sup>

HPE Certified Pre-owned products can meet your unique technology requirements and help you achieve your business and sustainability goals.

## Trusted HPE products for any scenario

Previous generation technology is perfectly suited for a variety of business scenarios:

- Extending the life of legacy applications—mature software applications require replacement hardware of the same vintage to assure performance without the need for testing
- Supporting Business Continuity or Disaster Recovery (BCDR) plans—replicas of original infrastructure are required when continuity plans include failover to alternate sites
- Applications testing facilities—isolated test environments will safely model configuration changes before being rolled out to the main infrastructure
- Support appliances and systems beyond manufacturing life – appliances, control systems, and other solutions that include embedded previous-generation products do not require re-qualification for new-generation components
- Temporary IT initiatives and operations—systems can be rented for short-term needs

<sup>1</sup> Hewlett Packard Enterprise Financial Services, The Circular Economy and IT Mindsets Study, September 2018

Because your infrastructure needs are unique, it is important to have a large inventory of technology available. We have an extensive inventory of enterprise equipment in our warehouses dating from **18 months to 25 years out of production**.

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**HPE Certified Pre-owned products include:**

- HPE ProLiant servers, blade servers, enclosures
- HPE Aruba and Procurve networking
- HPE Integrity
- HPE-UX
- HPE Storage MSA, EVA, 3PAR, and D2D backup
- HPE Tape Systems
- HPE Networking products, switches
- Some Pre-Owned third-party products are also available:
- DIGITAL parts and systems, including VAX,
- AlphaServer™ systems,
- Parts (memory, componentry, and more)

- or seasonal increase in capacity, providing both financial and infrastructure flexibility

In all of these scenarios, we will work with you to review your existing infrastructure, identify the required components, and develop a plan to meet your needs. The equipment is then custom-configured, tested, and certified using HPE proprietary tools and methods.

## **Never sacrificing reliability, flexibility, or quality**

Our expert engineers, many with over 30 years of experience in the industry, will work with you to custom-configure an HPE Pre-owned solution with reliable, fully-tested HPE data center equipment.

We can provide:

- Trained technical assistance configuring your order to help you assure compatibility with your existing IT investment
- Production processes assuring orders are accurately filled according to your specified requirements

- A 30-day operational and good working condition warranty, and a one year OEM warranty may be included on configured data center equipment.
- Custom support contracts that match the support terms to the existing environment
- Virtual Warehouse capability to maintain equipment stock in a secure, dedicated HPE warehouse, minimizing the need for on-site storage of unused equipment
- Global logistics to ensure systems or components are delivered where, and when, they are needed

Align your sustainability initiatives to benefit your business, extend the life of your legacy equipment by leveraging HPE Certified Pre-owned products.

Learn more at  
[\*\*hpe.to/AssetManagement\*\*](https://hpe.to/AssetManagement)



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4AA4-7928ENW, November 2018



# HPE Adaptable Use Models

## Extended Deployment



**HPE Financial Services** can help customers find new ways to plan for, acquire, consume and adapt the technology systems needed for business transformation.

### **A better way to deliver on your IT commitments**

Meeting your commitments for new IT deployment and service delivery can be challenging and require significant planning. Whether your business is expanding rapidly or you want to be prepared for inevitable changes, you need to be able to accelerate innovation and deliver faster without losing control of your IT priorities. Add in the time needed to stage and prepare new IT infrastructure and the challenge gets bigger. You need help to reduce your risks of delivery delays—including avoiding complicated IT procurement processes and equipment delivery intervals that are too long.

It is fairly common for IT to purchase equipment ahead of their need, avoid procurement process roadblocks and delivery delays. Timely access to your forecasted needs for compute and storage allows you to systematically install and activate new systems and upgrades. It gives you the

flexibility to plan and execute at your best, but it comes at a price. You will likely tie up cash needed for other priorities and possibly create a budget gap. If you are managing to a quarterly budget allocation, you may not have the funding to purchase infrastructure upfront. How can you match your desired deployment schedule and available budget, and avoid over-spending? You need to be able to have access to the best IT for your business, at the right time, that also delivers the right financial outcomes to match.

### **It's time to rethink your IT investment strategy**

HPE Adaptable Use Models - Extended Deployment allows you to acquire your forecasted compute and storage capacity in advance of the actual need, and align payments with deployment for added flexibility and budget efficiency. With advanced access to IT, you have more control over your deployment, your spending and your ability to deliver.

## A case for Extended Deployment

A major, global cloud services provider based in Europe was expanding rapidly and needed to add servers to be able to fulfill new contracts. They were torn between the choice of purchasing their forecasted needs right away or waiting and ordering as needed. A primary goal was to minimize the risk of delivery and service delays, but equally important, they wanted to better align their costs to revenues and growth. They utilized the HPE Adaptable Use Model - Extended Deployment to extend their rollout over 12 months and make payments over 5 years, starting payments when the servers were deployed. Upgraded server technology and greater deployment flexibility helped this vendor deliver 99.9% availability.

- Begin payment once activated, up to 12 months from shipment
- Provides budget certainty; once activated, make predictable monthly payments
- Can be tailored to a bundled solution with products from the entire HPE product portfolio

## The right IT payment model for you

We can help you build an IT investment solution that supports transformation and the ability to deliver on your business goals.

Learn more at  
[hpe.com/hpefinancialservices](https://hpe.com/hpefinancialservices)

## How it works

- Obtain up to 12 months of 'advance IT need' on day one
- Select a rollout term (monthly or quarterly) based on your business needs



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4AA5-0201ENW, January 2019