



HP Financial Services

Company overview

HP Financial Services is the leasing and financial services subsidiary of the Hewlett-Packard Company. HP Financial Services traces its roots back more than two decades, to HP Technology Finance, which was combined with Compaq Financial Services in 2002 following the merger of HP and Compaq.

HP Financial Services is the second-largest captive information technology leasing company in the world. Its world headquarters and regional offices for the Americas are located in Murray Hill, N.J. The company also maintains regional headquarters in Dublin, Ireland, and Sydney, Australia.

HP Financial Services makes it easy for customers to intelligently and economically manage their business technology investment. We offer financial solutions that help customers manage their investment in next-generation graphics arts technology to the lowest total cost of ownership – from planning and acquiring systems all the way to replacing and retiring them. We make it easy and economical for customers to deploy world-class technology in ways that meet their business needs. And we help customers manage the risk of dealing with older or surplus equipment.

Editorial contact:

Michael P. Cuno, HP
+1 908 898 4658
michael.cuno@hp.com

HP Financial Services
420 Mountain Avenue
Murray Hill, NJ 07974
www.hp.com/hpfinancialservices

Financial solutions for customers large and small

HP Financial Services customers range from small businesses to the largest global enterprises as well as local, regional and national government agencies around the world. Customers include Aetna, Atlantic Health Systems, the Anne Arundel County Public School District (Maryland), Maritz Inc., Metro Health, Mitel Networks Corp., Rockwell Collins, Sanyo, Secured Digital Storage Corp., Television New Zealand and the Yi-Lan Education Bureau (China), among others.

HP Financial Services' portfolio management strategy is aligned and integrated with HP's account management strategy.

Leasing provides customers with flexibility and makes it easy to migrate to next-generation graphics arts technology. There's typically no substantial upfront payment, so customers preserve working capital and can allocate it to other projects. HP Financial Services manages the entire lifecycle process and can provide technology refreshes at appropriate intervals during the lease. Additionally, HP Financial Services manages the retirement of off-lease and unwanted equipment in an environmentally sound fashion.

Lifecycle and portfolio management

HP Financial Services helps customers manage the risk of dealing with older or surplus

information technology equipment, including digital printing devices.

- HP Financial Services manages the retirement of customers' equipment in a way that helps safeguard customers' proprietary information, complies with applicable environmental laws and regulations, and may even provide a financial return on reusable equipment.
- Environmental regulations around the world are increasingly complex and the penalties for violating them are severe, making disposition of equipment removed from service ever more difficult and expensive. Leasing from HP Financial Services is a smart, economical solution. At the end of the lease term, customers may simply return the equipment and HP Financial Services can manage disposition safely and in accordance with applicable environmental laws.
- As HP Financial Services deploys a technology solution, the company will manage disposition of equipment that no longer meets a customer's needs – regardless of whether it's from HP or another manufacturer. HP Financial Services may even buy customers' existing equipment and remarket it. If the equipment is truly obsolete, HP Financial Services manages disposition in accordance with applicable environmental laws and regulations.

Learn more about HP Financial Services at www.hp.com/hpfinancialservices.

© 2007 Hewlett-Packard Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein.

3/2008