



## HP Financial Services

### Company Overview

HP Financial Services is the leasing and lifecycle asset management services subsidiary of the Hewlett-Packard Company, offering a full range of financial services solutions. The company traces its roots back more than two decades.

HP Financial Services is the second-largest captive IT 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 and economical for customers to deploy world-class technology in ways that meet their business needs, and also helps customers manage the risk of dealing with older or surplus IT equipment.

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### HP Financial Services by the numbers

HP Financial Services generated nearly \$5 billion in volume for the most recent four fiscal quarters, ended April 30.

- For Fiscal Year 2008, HP Financial Services generated revenue of \$2.7 billion with an operating profit of \$192 million. For the first half of FY 2009, the company generated revenue of \$1.3 billion and an operating profit of \$87 million.
- HP Financial Services has 1,100 employees worldwide and does business in more than 40 countries. We are where our customers need us to be and, as appropriate on a case-by-case basis, we seek to form third-party relationships where we do not have a direct presence.
- HP Financial Services does business with 65 percent of HP's top corporate accounts.
- HP Financial Services manages more than 1.2 million units annually in secondary markets.

### Global lifecycle and portfolio management solutions

HP Financial Services helps customers change the economics of IT by delivering a full range of leasing, financing and lifecycle asset management services. The company develops financial solutions that enhance customers' ability to deploy an IT infrastructure that meets their needs today – and into the future.

As an asset management services company, HP Financial Services helps customers intelligently and economically manage their business technology investment across the full IT portfolio – from planning and acquiring technology all the way to replacing and retiring it.

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, Maritz Inc., Metro Health, Mitel Networks Corp., Rockwell Collins, Sanyo, Secured Digital Storage Corp., Shinhan Bank (Korea), Television New Zealand and the Yi-Lan Education Bureau (China), among others.

Leasing provides customers with flexibility and makes it easy for them to migrate to newer generations of 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. The company also offers sale-leaseback capabilities.

### **Certified asset disposition capabilities**

HP Financial Services offers global asset disposition services to manage retirement of companies' 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.

IDC, a leading provider of global IT research and advice, has recognized HP as a certified IT Asset Disposal vendor, noting that customers 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.

IDC's Green Recycling and Asset Disposal for the Enterprise (G.R.A.D.E.) certification process considered 34 separate functions and tasks. While IDC's certification process only considered U.S. operations, HP offers comparable capabilities worldwide.

Learn more about HP Financial Services at [www.hp.com/hpfinancialservices](http://www.hp.com/hpfinancialservices).

<sup>(1)</sup> The HP Printing Payback Guarantee includes hardware, supplies, replacement parts, service and labor, repair costs, paper, and kilowatt usage through HP Managed Print Services. MPS customers will receive a unique assessment tailored to their businesses.

<sup>(2)</sup> HP will credit the difference between projected and actual cost savings against future invoices.

<sup>(3)</sup> Paper and printing energy savings are estimates and results are dependent upon a unique business environment, HP products and services used and other factors. Overall printing costs are unique to each company and should not be relied upon for savings you may achieve. According to industry analysts, savings of up to 30 percent are typical with managed print services.

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