



## HP Financial Services

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HP Financial Services is the leasing and life cycle 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 offers [total financing solutions](#) for small and mid-sized businesses (SMBs) that make it easy and economical for them to deploy world-class technology in ways that meet their business needs. HP Financial Services also helps them manage the risk of dealing with older or surplus IT equipment.

### **HP Financial Services by the numbers**

HP Financial Services generated nearly \$5.8 billion in volume for the most recent four fiscal quarters, ended April 30.

- HP Financial Services has \$10.3 billion in portfolio assets.
- For fiscal year 2009, HP Financial Services generated revenue of \$2.7 billion and an operating profit of \$206 million. For the first half of fiscal year 2010, the company generated revenue of nearly \$1.5 billion and an operating profit of \$136 million.
- HP Financial Services has 1,100 employees worldwide and does business in more than 40 countries. HP Financial Services is where its customers need it to be and, as appropriate on a case-by-case basis, it seeks to form third-party relationships where there isn't a direct presence.
- HP Financial Services manages more than 1.2 million units annually in secondary markets.

### **Global life cycle and portfolio management solutions**

HP Financial Services helps customers change the economics of IT by delivering a full range of leasing, financing and life cycle asset management services. The company develops financial solutions that enhance customers' ability to deploy an

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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, Coronation Dental Specialty Group (Canada), iSOFT Group (Australia), Maritz Inc., Metro Health, Mitel Networks Corp., Rockwell Collins, Sanyo, Secured Digital Storage Corp. and Shinhan Bank (Korea).

Leasing provides customers with flexibility and makes it easy for them to migrate to newer generations of technology. There's typically no substantial up-front payment, so customers preserve working capital and can allocate it to other projects. 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 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.<sup>(1)</sup>

While IDC's certification process only considered U.S. operations, HP offers comparable capabilities worldwide.

More information about HP Financial Services is available at [www.hp.com/hpfinancialservices](http://www.hp.com/hpfinancialservices).

(1) "IDC Awards G.R.A.D.E. Certification to Five IT Asset Disposal Organizations," International Data Corporation, July 2008.