



HP Financial Services

[HP Financial Services](#) – the leasing and life cycle asset management services division of HP – offers a full range of financial services solutions for small and mid-sized businesses (SMBs).

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 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 originated \$5.9 billion in total financing for the most recent four fiscal quarters, ended April 30.

— HP Financial Services has \$11.4 billion in portfolio assets.

— For fiscal year 2010, HP Financial Services generated revenue of \$3 billion and an operating profit of \$281 million. For the first half of fiscal year 2011, the company generated revenue of nearly \$1.7 billion and an operating profit of \$162 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 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

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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.

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, we 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 lifecycle 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 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.

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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