



HP Financial Services Delivers New Style of Investment Solutions for New Style of IT

Overview

HP Financial Services is announcing the availability of new IT investment solutions that are intended to address some of the most challenging issues customers have along their journey to cloud.

HP Financial Services is extending the benefits of its capacity on demand program to the CloudSystem portfolio. The new offer provides customers with the flexibility to acquire up to a 30% technology buffer without the additional up front cost. Now, customers moving to cloud can gain immediate access to additional capacity while more effectively managing the hidden operational costs often associated with pre-provisioning. This helps to reduce IT costs and deployment time while increasing responsiveness. It also provides customers with a total solution that integrates all HP ISS, storage, networking, hardware, software and TS installation and support.

Additionally HP Financial Services is making available a new Global Relationship Agreement. Under the single global umbrella contract, customers can take advantage of the full suite of HP Financial Services flexible investment solutions and asset recovery services. Benefits include:

- Simplicity – Customers can now source the same service in multiple countries without managing different contract terms, relationships or vendor negotiation
- Choice – Customers can pick and choose the technology and investment solutions that best meet their evolving needs
- Consistency – Customer benefit from a unified set of documents that come with overarching terms and conditions.
- Flexibility – Customers can build in options for change that accommodate the pace of business transformation

Combined, these solutions can deliver a new flexible approach to IT investment and provide customers with access to the best and most powerful business solutions HP has to offer. Unlike most IT investment options, the solutions from HPFS cater for the inevitable evolution that IT technology undergoes – helping to ensure that when alternative solutions are available to a customer or their business needs change, their existing IT can be removed painlessly and replaced.

Questions and Answers

Q: What are we announcing?

A: HPFS will be announcing two new solutions that address some of most pressing challenges enterprise customers face as they journey to cloud. Under the new Global Relationship Agreement, customers can simplify their acquisition of IT with a single global umbrella contract that covers the full suite of HP Financial Services solutions across the globe including leasing, financing and asset recovery services. The new Capacity on Demand solution for CloudSystem helps customers gain the flexibility to acquire up to a 30% technology buffer without the additional up front cost with the new Capacity on Demand solution for CloudSystem.

Combined, these new solutions help provide customers with the added flexibility, choice and control they need to remain competitive. The new suite of offers will help customers take advantage of the benefits new technology provides while maximizing investments made in existing infrastructure.

Q: What problem does it solve?

A: With industry trends such as cloud computing redefining how enterprises acquire and consume technology, it is no longer easy to predict investment cycles, usage patterns and capacity requirements. Investments need to evolve in line with technology and business needs rather than restrict flexibility and impede growth. As customers move to cloud, they will need a new investment approach that can help free up capital, address the challenges with current pre-provisioning strategies and provide greater control over IT investments made around the world.

Q: What are the main benefits?

A: Customers will be able to flexibly access technology in a way that best meets their evolving business needs. Helping to minimize initial cash outlays, reduce risks and streamline processes, the new Global Relationship Agreement and Capacity on Demand solutions will help customers:

- Free up capital and effectively manage hidden operational costs.
- Minimize the complexity associated with managing multiple technology acquisition processes and contracts globally that come with varied terms and conditions, pricing and payment structures
- Access technology on their terms, maximizing flexibility required to address evolving business needs.

Q: Where can I get more information?

A: Information on the HP Financial Services new investment solutions is available at:

www.hp.com/hpfinancialservices

(1) HP Financial Services Qualitative Research Study of IT asset managers, May 2013.