



HP Financial Services

[HP Financial Services](#) – is the leasing and life cycle asset management services division of HP – offers a full range of financial services solutions.

HP Financial Services makes it easy and economical for clients to deploy world-class technology in ways that meet their business needs, and also helps them manage the risk of dealing with older or surplus IT equipment.

HP Financial Services helps enterprise clients make the most of their technology investments. The company's [Financial Solutions Analysis](#) enables business leaders to evaluate the merits of competing IT investment approaches by analyzing the full spectrum of costs – including hardware, software, maintenance, training, energy, applications development, downtime and end-of-life disposition.

Upon completion of the analysis, HP Financial Services works closely with clients to develop and deploy a solution that provides maximum value for their IT investment dollars.

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.

As an asset management services company, HP Financial Services helps clients 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 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, Cober Printing, 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 clients with flexibility and makes it easy for them to migrate to newer generations of technology. There's typically no

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substantial upfront payment, so clients 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.

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⁾

HP Financial Services by the numbers

HP Financial Services generated \$6 billion in volume for the most recent fiscal year, ended Oct. 31, 2010.

- HP Financial Services has \$11.2 billion in portfolio assets.
- For fiscal year 2010, HP Financial Services generated revenue of more than \$3 billion and an operating profit of \$281 million.
- HP Financial Services has 1,100 employees worldwide and does business in more than 40 countries.
- HP Financial Services manages more than 1.2 million units annually in secondary markets.

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|| by David Daoud and Joe Ferrantino, IDC, July 2008

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