



HP Financial Services – Special Networking Financing Program for Channel Partners

[HP Financial Services](#) – the leasing and life cycle asset management services division of HP – is offering [a special low rate financing program](#) for channel partners in the United States to affordably acquire HP Networking demo equipment.

HP Financial Services is the second-largest captive IT leasing company in the world and offers a full range of life cycle asset management and financial solutions for businesses.

HP's new special offer allows channel partners broad access to demo equipment while eliminating up-front costs. Channel partners will be able to pay a small amount per month, giving them the ability to more actively track deal-pursuit costs by aligning their payments with the amount of time a customer is demoing a product.

Low-rate financing for HP Networking equipment

This special offer allows channel partners to lease HP Networking hardware for a low monthly payment of 1.5% of the list price for 18 months.⁽¹⁾ At the end of the 18 months, channel partners will have the option to:

- Purchase the networking gear at fair market value and resell it, a likely result if the gear is already successfully installed at a customer site;
- Return the networking gear to HP Financial Services, enabling a continual refresh;
- Continue paying monthly payments, allowing partners to keep using the networking equipment at a reasonable price.

Additional information about this promotion and other promotional offers by HP is available at www.hp.com/go/hpn-demo-financing.

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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 investment strategy that frees up capital, provides financial flexibility and delivers outstanding results. By developing a financial architecture that supports – and drives – the IT strategy, clients can 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. The Instant-On Enterprise embeds technology in everything it does to serve customers, employees, partners and citizens with whatever they need, instantly.

HP Financial Services also can help clients extract value from aging assets that no longer meet their needs. Whether clients are looking for immediate access to capital to address an urgent need or a long-term approach to life cycle 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).

The world headquarters and regional offices for HP Financial Services – Americas are located in Murray Hill, N.J. The company also maintains regional headquarters in Dublin, Ireland, and Sydney, Australia.

More information about HP Financial Services is available at www.hp.com/hpfinancialservices.

(1) Lease products available through Hewlett-Packard Financial Services Company (HPFS) to qualified commercial customers in the United States and subject to credit approval and



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