

Overview

Defer or Reduce
Expense

Generate Cash
From Assets

Match Payment
To Use

Relieve Capacity Strain
or Delivery Delays

HPE Financial Services creates investment capacity to accelerate your transformation

From helping release capital from existing infrastructures, to deferring payments, and providing pre-owned tech to relieve capacity strain, HPEFS has a variety of financial and asset lifecycle solutions that you can leverage to support your needs today and position you for long term success.

Read more

HPEFS New Offers Overview

SUPPORTING COLLATERALS

[HPEFS New Offer Blog](#)

[Translated Toolkits](#)

[HPEFS New Offer Quick Reference Card](#)

[HPEFS New Offer Summary](#)

[HPEFS New Offer Presentation](#)

[Competitive Response Analysis](#)

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90 Day Payment
Deferral

Payment Relief
Program

DEFER OR REDUCE EXPENSE

CUSTOMER CHALLENGES

- Issues with liquidity based on industry challenges.
- Need to get projects started while trying to match revenue to cash flow.
- Delayed projects due to lockdown.
- Need to manage risk in moving forward with new projects.

NEW HPEFS SOLUTION

Payment Deferral: Acquire now and pay later. Delay payments for 90-days to help ease budget strain.

Payment Relief Program: Reduced payments for eight months to get your programs started.

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90 Day Payment Deferral

Payment Relief Program

90 DAY PAYMENT DEFERRAL

1. Put equipment into place today and make no payments for the first 90 days of your contract term
2. Qualifying transactions start at a minimum of \$5,000 USD
3. Available globally where ever HPE Financial Services operates.
4. Full portfolio of HPE Servers & Systems, Networking and Data Storage hardware. Select non-hardware items (e.g. software, software appliances, services, and installation) may be bundled.

[Learn more](#)



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[90 Day Payment Deferral Solution Brief](#)

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90 Day Payment Deferral

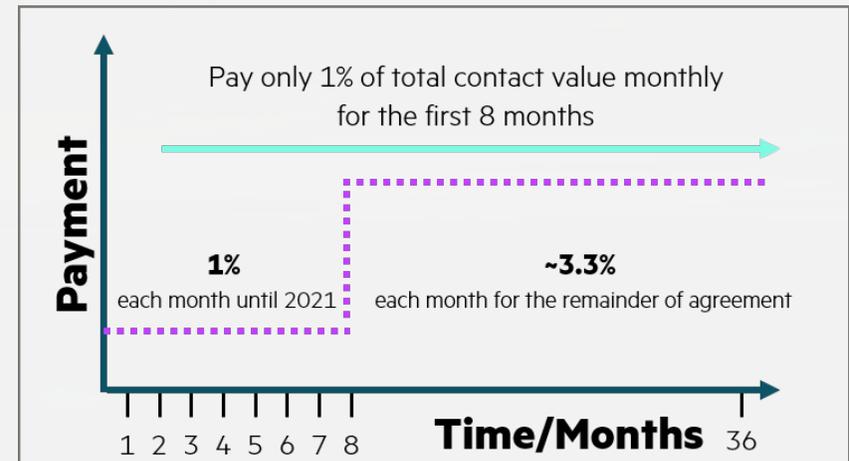
Payment Relief Program

PAYMENT RELIEF PROGRAM

1. Lower payment: Pay 1% of the solution value monthly for the first 8 months
2. Full portfolio of HPE Servers & Systems, Networking and Data Storage hardware.
3. Up to 20% select non-hardware items (e.g. software, software appliances, services, and installation) may be bundled.
4. Qualifying transactions start at a minimum of \$5,000 USD
5. US/CAN Only: A purchase option during the first 8 month is available.
6. Offer available until June 30, 2021

[Learn more](#)

36, 48 or 60 month terms available



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[Payment Relief Flyer](#)

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Accelerated
Migration

GENERATE CASH FROM ASSETS

CUSTOMER CHALLENGES

- Customer struggling to pay existing recurring commitments and looking for reductions.
- Customer is looking to defer or lower payment of existing invoice for a short term period.
- Service provider is asset heavy.

NEW HPEFS SOLUTION

Accelerated Migration: Convert existing, owned IT assets into an incremental cash source while still retaining use of the systems.

Tech buyback: Empty your storage rooms and put money back in your pockets. Use excess, newer generation tech to help generate capital.

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**Accelerated
Migration**

ACCELERATED MIGRATION

MONEY IN YOUR POCKET TO HELP EASE BUSINESS VOLATILITY

- Cash infusion back into your business using your current tech
- In place tech become an enabler to bridge budget gaps
- No interruption to your business operations

ALSO AVAILABLE

Tech buyback: Empty your storage rooms & put money back in your pockets. Use excess, newer generation owned tech to help generate capital.

1. Lower payment: Pay 1% of the solution value monthly for the first 8 months
2. Full portfolio of HPE Servers & Systems, Networking and Data Storage hardware.
3. Up to 20% select non-hardware items (e.g. software, software appliances, services, and installation) may be bundled.
4. Qualifying transactions start at a minimum of \$5,000
5. US/CAN Only: A purchase option during the first 8 month is available.
6. Offer available until December 31st, 2020

Learn more

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[Accelerated Migration Solution Brief](#)

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Extended
Deployment

MATCH PAYMENT TO USE

CUSTOMER CHALLENGES

- Customer seeing a revenue decline and need to match cash flow to expected or real increased activity.
- Need to schedule new IT deployments but lack liquidity for upfront purchase.
- Customer has a large rollout and cannot have delays.
- Customer needs to de-risk supply chain constraints.

NEW HPEFS SOLUTION

Extended Deployment:

Need technology today, but budget cycles not aligned? This phased deployment program allows you to acquire tech with the ability to configure, test, and stand up systems before paying.

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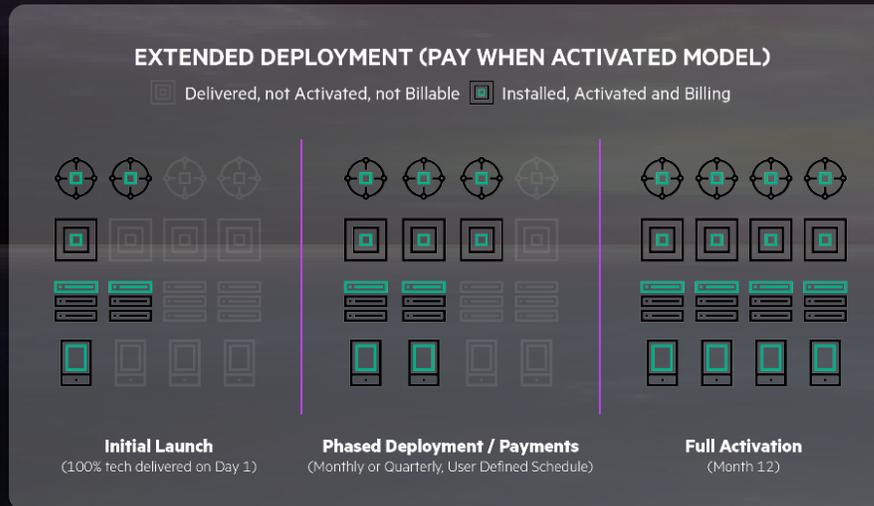
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Extended
Deployment

EXTENDED DEPLOYMENT



- Avoid long internal procurement cycles & multiple budget approval processes.
- Ability to pre-order and warehouse tech that may be affected by supply chains.
- Align Deployment and spend with activation.
- Configure test and deploy prior to payment.

ACQUIRE NOW, PAY WHEN DEPLOYED

1. Obtain up to 12 months of tech, and only pay when activated
2. Allows for phased deployment or spare tech pre-ordering
3. Pre-select a rollout/activation schedule (monthly or quarterly)
4. Predictable monthly payments based on activated units
5. Available with entire HPE product portfolio
6. Minimum transaction size is \$100,000 USD

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[Extended Deployment Solution Brief](#)

[Extended Deployment Infographic](#)

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Certified
Pre-Owned Tech

Rentals

RELIEVE CAPACITY STRAIN OR DELIVERY DELAYS

CUSTOMER CHALLENGES

- Customer has requirements for additional capacity stemming from increased in compute.
- Need large supply of bare metal laptops to support increased remote workforce.
- Need to increase current capacity today while they bridge solutions to newer technology.

NEW HPEFS SOLUTION

Certified Pre-Owned Tech: Full portfolio of data center equipment is available “off the shelf” or custom-configured to meet almost any budget or circumstance.

Rentals: Rent certified pre-owned HPE tech from 3 to 12 months. Equipment is factory-configured and available with warranty and eligible for HPE Pointnext services. A 12 month new PC rental option is also available.

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Certified
Pre-Owned
Tech

Short Term
Rentals

CERTIFIED PRE-OWNED

PREVIOUS-GENERATION HPE TECHNOLOGY TO ADDRESS A VARIETY OF SITUATIONS

- Authentic, authorized OEM equipment. Certified and meets HPE OEM standards
- Available for components, parts, and subassemblies, feature upgrades, or whole systems
- “Off the shelf” or custom-configured
- Comes with standard 30-day warranty and eligible for additional HPE maintenance and support

TRUSTED



**Tested and
Authenticated**

WARRANTIED



**Warrantied and
Supported**

UP TO DATE



**Updated to Latest
Revisions**

LICENSED



**New Software
Licenses Included**

OPTIONS



**Full Inventory of
Legacy Equipment**

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[Certified Pre-owned Solution Brief](#)
[Certified Pre-owned Infographic](#)
[IT Asset Lifecycle Infographic](#)

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Certified Pre-Owned Tech

Short Term Rentals

SHORT TERM RENTALS

- Rent certified pre-owned HPE technology from 3 to 12 months.
- Ideal for seasonal server or storage capacity management, data center moves or consolidations, or disaster recovery coverage
- A short term solution to bridge the gaps between IT projects at a fraction of the cost of buying new equipment.
- Equipment is factory-configured to your specifications
- Available with warranty and eligible for HPE Pointnext support services.
- May include components, feature upgrades, whole systems or multi-vendor hardware

PC RENTAL PROGRAM

- Available on new HP PC hardware
- Rental period of 12 months
- Eligible on a wide range of HP configurations
- May include select software, software appliances, services, and installation packages.
- Available globally for customers of all sizes.
- After 12 months, the rental devices can be extended, purchased or returned for an upgrade.

RENTAL EXAMPLE: \$400 PER UNIT

Pay ~ 6.5% of the solution value per month
 $\$400 \times 6.5\% = \26 per month

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- [IT Asset Lifecycle Solution Brief](#)
- [IT Asset Lifecycle Partner Infographic](#)

