

HP Financial Services for the Adaptive Enterprise

**Get the Most Out of
Your IT Investment**

Brad Shapiro

Director, NA Marketing and
Business Development, HPFS



Get the most out of your IT investment

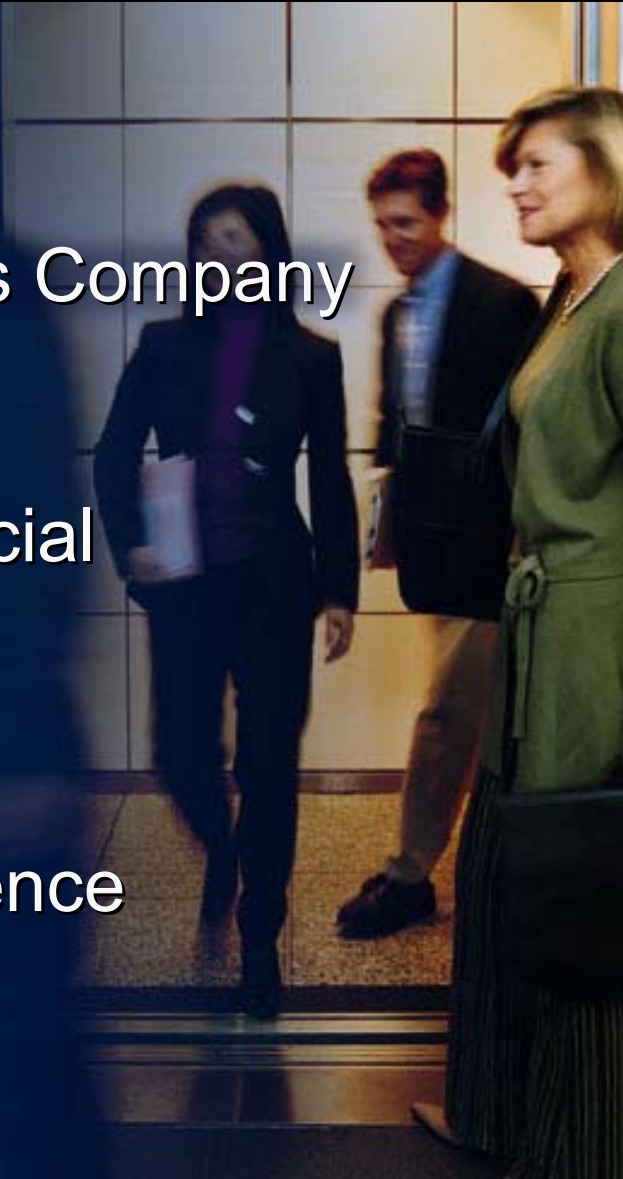
- HP Financial Services... ***Who we are***
- Investing in business agility and building the foundation of an Adaptive Enterprise...
HP Financial Services delivers more
- Get the most out of your IT investment...
HPFS solutions
- Q&A

HP Financial Services (HPFS)

Who we are



- A wholly owned subsidiary of HP, Hewlett-Packard Financial Services Company
- Second largest IT captive
- Ranked among the largest IT financial services organizations in the world
- 1,500+ employees strong
- \$8 billion in assets and direct presence in 50+ countries



Investing in business agility

HP Financial Services delivers more

What you need:

Link business and IT, ensure cost-effective stability & flexibility

Reduce complexity

Optimize assets today and tomorrow

Extend value and reach of the enterprise

What HP Financial Services provides:

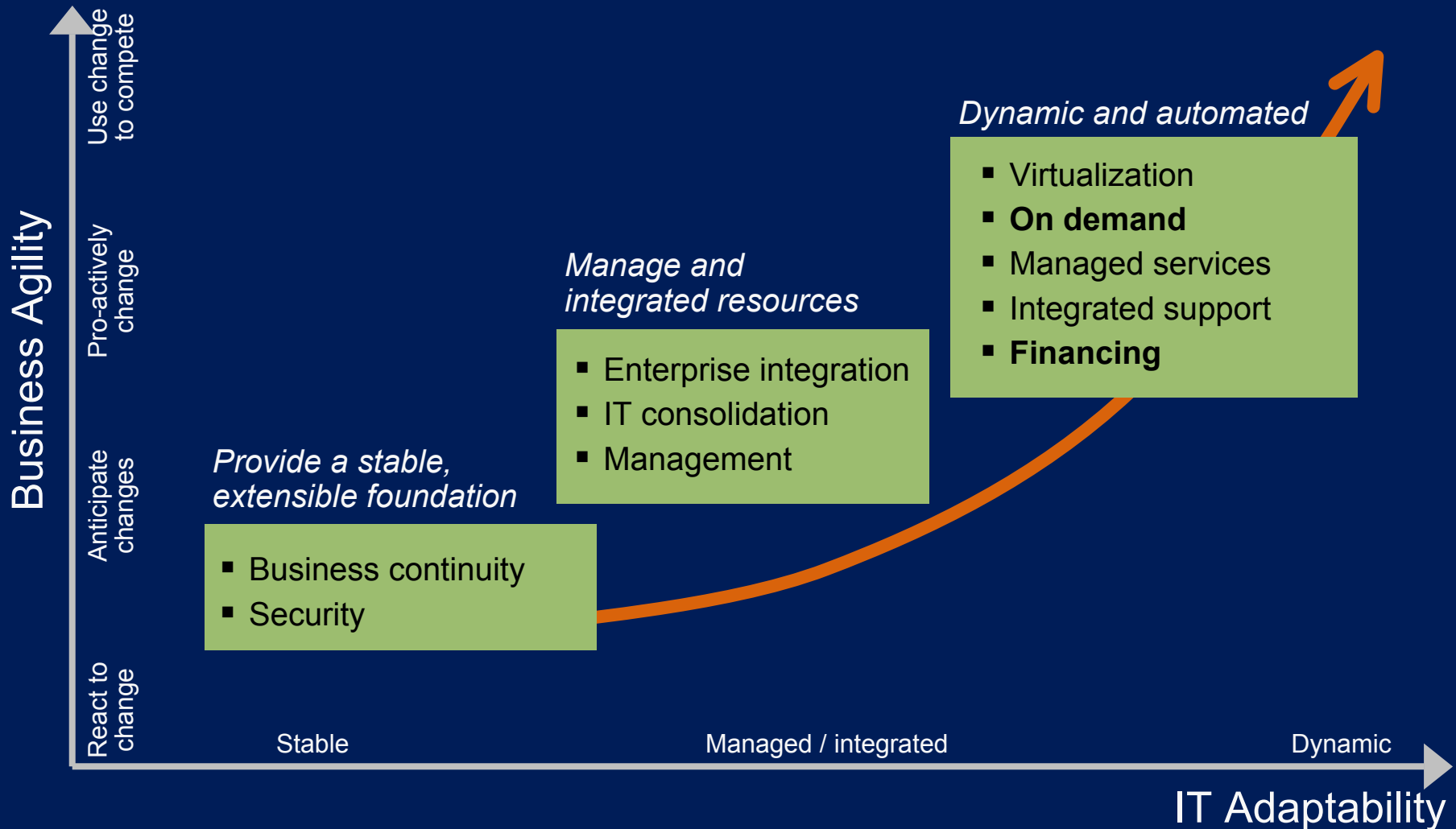
Financial **flexibility** to move toward an adaptive enterprise

Tools and resources to manage assets throughout their **lifecycle**

Alignment of IT cost with business benefit/equipment useful life

Enhancement to **Return** on IT investment (RoIT), reduced risk

Building the foundation of an adaptive enterprise



HPFS' role in an adaptive enterprise

Provide a stable, extensible foundation

- **Our offer:** Customized leasing and financing solutions
 - Leasing and financing to support all segments worldwide
 - 100% solution financing — HP and non-HP solutions
 - Value added services such as asset tracking
 - Sale or lease of pre-owned equipment to help maximize existing investments
- **The benefits:**
 - No upfront capital outlay
 - Eliminate obsolescence risk
 - Regular technology refresh
 - Reduce total cost of ownership

Provide a stable, extensible foundation

What a \$7B healthcare company has to say

- **The need:** Ability to continually refresh technology at lowest total cost of operation and maximize economic and operational benefit without costs associated with asset disposition
- **The solution:** Lease HP server, storage and network equipment solutions through HP Financial Services, lease pre-owned equipment for non-customer facing applications
- **The benefits:**
 - Align IT cost to the business life of the HP solution
 - Financial flexibility: take advantage of HP innovations sooner
 - Eliminate risk and cost associated with disposing of end-of-life equipment

HPFS' role in an adaptive enterprise

Managed and integrated resources

■ **Our offer:**

- IT Consolidation Financial Management Services
 - Customized financing
 - Transition services
 - Asset recovery
 - Sale lease-back
 - Trade-in and upgrades
 - Transportation and logistics

■ **The benefits:**

- Ability to remove existing unwanted equipment
 - Smooth, cost-effective transition to new solution
 - Timeframe for migration and value for existing technology
- Cost-effective strategy for acquiring new

Managed and integrated resources

What a large consumer banking franchise has to say

■ The need:

- Burdening cost of upgrading and disposing of existing assets
 - 40+ thousand monitors and desktops each year
- Obsolescence concerns
- No increase in maintenance costs and no increase in down time
- Manageable and predictable costs
- Smooth IT procurement spikes

■ The solution:

- Packaging the product and services to install new equipment
- De-install, pick up and package old equipment
- Scrub the data and dispose of old equipment
- Return shipping for new equipment at end of lease

■ The benefits:

- Eliminated risk in disposition process

Managed and integrated resources

What a global leader in aviation electronics has to say

■ The need:

- Additional server capacity to accommodate company's upgrade to SAP 4.6
- Cost-effective answer to additional capital outlay required
- Ability to reduce complexity – getting too difficult to manage with existing resources

■ The solution:

- Replace 50 mid-range systems with 5 HP Superdome systems
- Pay for new Superdomes using Pay Per Use

■ The benefits:

- Easier management, from 50 O/S images to 21
- Consolidated resources with central management
- Saved 400 square feet of floor space
- Increased availability and improved performance with fewer resources

HPFS role in an adaptive enterprise

Dynamic and automated

■ **Our offer:**

- Financial backbone of HP's On-Demand Offerings including Pay Per Use

■ **The benefits:**

- Pay for equipment according to your level of usage
- Minimize business risk caused by uncertain capacity requirements
- Reduce frequency of need for capacity planning
- Match payments with revenues
- Eliminate downtime and delays associated with upgrades and traditional procurement processes
- Eliminate a large up-front payment
- Enjoy cost control – never pay more than you would have for a straight lease

Dynamic and automated

What Wells' Dairy has to say

- **The need:** How to size new servers to meet growing utilization demands without purchasing more capacity the company could afford
- **The solution:**
 - HP 9000 N-Class Enterprise server as the platform of choice for its Oracle Enterprise Resource Planning (ERP) systems
 - Two HP N-Class servers to run 15 Oracle applications and associated Oracle databases, deploying the servers in a high availability, clustered HP ServiceGuard environment
 - Pay Per Use On Demand Solution from HPFS
- **The benefits:**
 - ROI Projections for the PPU Program indicate a 20 percent savings over a traditional lease after three years
 - IT can easily deploy and expand new information systems,
 - HP rp8400 delivers four-fold increase processing power for mission critical applications

Get the most out of your IT investment — HPFS solutions



What we deliver...

What it means to you...

Customized leasing and financing solutions

- No upfront capital outlay
- Eliminate obsolescence risk
- 100% solution financing

Transition services

- Smooth, cost-effective transition to new solution
- Timeframe for migration
- Value for existing technology

Technology refresh

- Built-in opportunities to upgrade during lease term
- Fast, affordable changes

Global reach

- Consistent global service delivery, 51 countries
- Single point of accountability

Financial asset management

- Reduced TCO
- Asset tracking, line item detail
- Minimize administration

Pre-owned solutions

- Maximize existing investments where possible
- Reliable equipment that meets HP standards

Thank You

Q&A





HP WORLD 2003

Solutions and Technology Conference & Expo

Interex, Encompass and HP bring you a powerful new HP World.



Get the most out of your IT investment — HPFS solutions



What we deliver...

What it means to you...

Metering technology at your site

- Security
- Usage data feeds directly to HP billing

IT costs directly aligned with usage

- Support seasonal needs
- Peak usage aligned with revenue generation

Enhanced RoIT

- Preserve capital
- Reduce need to do upgrades
- Optimize assets, today and tomorrow

Foundation for the future

- Capacity at our site, ready when you need it
- Choice and agility to spare

Wells' Dairy PPU success

- **The dilemma:** How to size new servers to meet growing utilization demands without purchasing more capacity than the company could afford
- **The solution:**
 - HP 9000 N-Class Enterprise server as the platform of choice for its Oracle Enterprise Resource Planning (ERP) systems
 - Two HP N-Class servers to run 15 Oracle applications and associated Oracle databases, deploying the servers in a high availability, clustered HP ServiceGuard environment
 - **Pay Per Use On Demand Solution from HPFS**
- **How they benefited**
 - ROI Projections for the PPU Program indicate a 20 percent savings over a traditional lease after three years
 - IT can easily deploy and expand new information systems,
 - HP rp8400 delivers four-fold increase processing power for mission critical applications

A leading NA full-service investment firm



■ The need:

- Adapt to industry's trends to maintain competitive advantage
- Reduce cost and complexity of infrastructure
- Adequately accommodate peak workload requirements

■ The Solution:

- HP Superdome and Oracle database
- HP Pay Per Use metered capacity from HP Financial Services
- HP Service's consulting and Critical Systems Support
- HP OpenView and HP ProLiant server clusters

■ The benefits:

- Reduced operational costs
- More adaptive infrastructure due to versatility and flexibility of hardware
- 50 – 100% improved performance over legacy environment
- Ability to leverage optimal performance from new infrastructure

A \$7 billion healthcare company

■ The need:

- Ability to continually refresh technology at the lowest total cost of operation
- Migrate from existing technology to new HP solutions
- Maximize economic and operational benefit from IT solution

■ The solution:

- Lease HP server, storage and network equipment solutions through HP Financial Services

■ The benefits:

- Align IT cost to the business life of the HP solution
- Financial flexibility to take advantage of HP innovations sooner
- Eliminate risk and cost associated with disposing of end-of-life equipment

Acquisition and management solutions

Pay Per Use metered capacity

- Part of HP's Computing On Demand portfolio
- Align IT costs to revenues
- Reduce risk
- Improve service levels
- Simplify planning and operations

