

## FINANCING AND ASSET LIFECYCLE OPTIONS TO ADDRESS ECONOMIC CHALLENGES

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HPE Financial Services is focused on helping alleviate some of the strain felt by businesses as we, as a global community, navigate the current business reality. A variety of financial and asset lifecycle options are immediately available to address the most pressing challenges you're facing. From helping release capital from existing infrastructures to deferring payments and providing pre-owned tech to relieve capacity strain, we're ready to work with you and support your teams, protect your day-to-day business, and prepare for the future.

Here are a few options to consider.

### GENERATE CASH FROM EXISTING ASSETS

**Accelerated Migration:** Unlock the hidden value in your existing technology assets. Through an asset transfer structure, you can convert existing, owned IT assets into cash while retaining ongoing use and control of it. This structure puts money in your pockets today. The incremental capital resource can help you close the gap with IT expenditures or give you the flexibility to support other parts of your business. We can also buyback excess, newer generation technology no longer needed. Over the last two years, HPE Financial Services has infused over \$642M back into client's budgets. <http://www.hpefs.co/HPEAccMigBrief>

### DEFER OR REDUCE EXPENSES

**Payment Deferral:** Acquire now and pay later. Take advantage of our 90-day delayed payment structure to help ease tight budgets. Available on new technology purchases as low as USD \$5000. Eligible on HPE hardware and select software, software appliances, services, and installation packages. <https://hpe.seismic.com/Link/Content/DC-YLb3cuuV0arWxyoD06m4Q>

**2020 Payment Relief Program –** Acquire the IT your business needs today with reduced payment for the remainder of 2020 to help navigate temporary cash flow challenges. Lower payment terms for the first eight (8) month of a 36 month financing agreement. Pay 1% of total contract value each month for the first eight months. Beginning in 2021, each monthly payments would equal ~3.3% of total contract value

### MATCH PAYMENTS TO PRODUCTION

**Extended Deployment:** Need technology today, but budget cycles or implementation timelines not working in your favor? This phased deployment program allows you to acquire your compute and storage capacity now with the flexibility to configure, test, and stand up your systems before paying. Your deployment schedule can extend out 12 months. <http://www.hpefs.co/HPEAdaptableUseModelsExtendedDeployment>

## RELIEVE CAPACITY STRAIN OR DELIVERY DELAYS

**Certified Pre-Owned Technology:** Previous-generation HPE technology is available to address a variety of situations. This technology is certified and meets HPE OEM standards. Whether components, parts, and subassemblies, feature upgrades, or whole systems, you can be assured that you will be receiving authentic, authorized equipment. A wide range of equipment is available “off the shelf” or custom-configured with a variety of options to meet budget or circumstance. All come with a standard 30-day warranty and are eligible for additional HPE maintenance and support. Pre-owned “Bare Metal” Laptops are also available for purchase.

<http://www.hpefs.co/HPEPreOwnedinBrief>

**Short Term Rentals –** A short term solution to bridge the gaps between IT projects at a fraction of the cost of buying new equipment. Rent certified pre-owned HPE technology from 3 to 12 months. Equipment is factory-configured to your specifications and available with warranty and eligible for HPE Pointnext support services. HPEFS has multi-vendor and components, and feature upgrades, rental capabilities as well.

<https://h20195.www2.hpe.com/v2/GetPDF.aspx/4AA6-3753ENA.pdf>

**PC Rental Program –** Available on new HP PC equipment contracts for a rental period of 12 months. Eligible on a wide range of HP configurations, and 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.

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