



## HP Offers Zero Percent Lease Financing for Software

VIENNA, Austria, Dec. 9, 2008 – HP today announced zero percent lease financing for qualifying customers of its [Business Technology Optimization](#) (BTO) and [Information Management](#) (IM) software.

Available through [HP Financial Services](#), the company's leasing and financing arm, this offer helps chief information officers (CIOs) gain access to capital and invest in their businesses in this challenging economic environment.

At [HP Software Universe](#) in Vienna, Austria, HP [announced](#) the new financing option, which helps customers gain the benefits of HP's market-leading solutions without the up-front capital expenditure traditionally associated with software procurement.

"As the cost of capital continues to rise under challenging economic conditions, organizations will face procurement challenges as they review expenditures with tightening scrutiny," said Joe Pucciarelli, program director, Technology Financing and Executive Strategies, IDC. "CIOs who seek alternate funding models to enable long-term innovation while controlling costs, conserving capital and managing risk will put their firms in a much better position to emerge from this tough economic cycle than their competition."

Zero percent lease financing is available for:

- HP BTO solutions, which help CIOs enhance the value and optimize the business outcomes of IT investments. With products spanning project and portfolio management, application security, performance validation, quality management, business service management, business service automation and IT service management, HP BTO solutions provide smart management of cost, risk and change across strategy, applications and operations.
- HP Information Management (IM) solutions, which help customers manage and utilize the terabytes of structured and unstructured information within their organizations to meet regulatory compliance requirements and create competitive advantage. HP IM solutions include business intelligence, business continuity and availability, enterprise document automation, governance and e-discovery to help provide cost-effective approaches for managing, protecting and extracting value from information assets.

The [HP Financial Services](#) zero percent promotion is available for licensing and support costs on HP BTO and HP IM software solutions for qualifying deals over \$100,000 through Jan. 31, 2009. Additional costs associated with HP BTO and HP

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IM implementation, such as products from independent software vendors, partner services and customization, are subject to normal financing terms and conditions. The promotion is available in Austria, Belgium, Canada, Denmark, Finland, France, Germany, Ireland, Italy, Luxembourg, the Netherlands, Portugal, Spain, Sweden, the United Kingdom and the United States. More information about HP's lease financing option is available at <http://www.hp.com/software/financing>.

#### About HP

HP, the world's largest technology company, simplifies the technology experience for consumers and businesses with a portfolio that spans printing, personal computing, software, services and IT infrastructure. More information about HP (NYSE: HPQ) is available at <http://www.hp.com/>.

Note to editors: More news from HP, including links to RSS feeds, is available at <http://www.hp.com/hpinfo/newsroom/>.

Financing is available through Hewlett-Packard Financial Services Company and its subsidiaries (HPFS) to qualified commercial customers in Austria, Belgium, Canada, Denmark, Finland, France, Germany, Ireland, Italy, Luxembourg, the Netherlands, Portugal, Spain, Sweden, the U.K. and the U.S. for transactions over \$100,000 through January 31, 2009, and is subject to credit approval and execution of standard HPFS documentation. Leasing rates as low as 0% are available on eligible HP BTO and IM software. Not all customers may qualify for these rates. Zero percent lease rate assumes transaction is documented as a software license lease with a \$1 end-of-term purchase option (or local currency equivalent), assuming lessee is not required to pay any nominal end-of-term purchase price at the end of the lease term and disregarding any charges payable by lessee other than rent payments (such as maintenance, taxes, fees and shipping charges). Other restrictions may apply. HPFS reserves the right to change or cancel the programs described in this news advisory at any time without notice.

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