



HP Financial Services

Company overview

HP Financial Services is the leasing and lifecycle asset management services subsidiary of the Hewlett-Packard Company, offering a full range of financial services solutions. The company traces its roots back more than two decades.

HP Financial Services is the second-largest captive IT leasing company in the world. Its world headquarters and regional offices for the Americas are located in Murray Hill, N.J. The company also maintains regional headquarters in Dublin, Ireland, and Sydney, Australia.

HP Financial Services makes it easy and economical for small and medium-sized businesses (SMBs) to deploy world-class technology in ways that meet their business needs, and also helps customers manage the risk of dealing with older or surplus IT equipment. The company helps make technology solutions more accessible and easy to acquire, empowering SMBs to focus more on managing and growing business.

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HP Financial Services by the numbers

HP Financial Services generated more than \$5.1 billion in volume for the most recent four fiscal quarters, ended July 31.

- For Fiscal Year 2008, HP Financial Services generated revenue of \$2.7 billion with an operating profit of \$192 million. For the first nine months of FY 2009, the company generated revenue of \$1.9 billion and an operating profit of \$140 million.
- HP Financial Services has 1,100 employees worldwide and does business in more than 40 countries. We are where our customers need us to be and, as appropriate on a case-by-case basis, we seek to form third-party relationships where we do not have a direct presence.
- HP Financial Services does business with 65% of HP's top corporate accounts.
- HP Financial Services manages more than 1.2 million units annually in secondary markets.

Global lifecycle and portfolio management solutions

HP Financial Services helps SMBs change the economics of IT by delivering a full range of leasing, financing and lifecycle asset management services. The company develops financial solutions that enhance customers' ability to deploy an IT infrastructure that meets their needs today – and into the future.

According to IDC, the percentage of IT organizations leasing or financing equipment, software and services will increase through 2012.ⁱ

As an asset management services company, HP Financial Services helps customers intelligently and economically manage their business technology investment across the full IT portfolio – from planning and acquiring technology all the way to replacing and retiring it.

HP Financial Services customers range from small and medium-sized businesses to the largest global enterprises as well as local, regional and national government agencies around the world. Customers include Aetna, Atlantic Health Systems, Maritz Inc., Metro Health, Mitel Networks Corp., Rockwell Collins, Sanyo, Secured Digital Storage Corp., Shinhan Bank (Korea), Television New Zealand and the Yi-Lan Education Bureau (China), among others.

Leasing provides customers with flexibility and makes it easy for them to migrate to newer generations of technology. There's typically no substantial upfront payment, so customers preserve working capital and can allocate it to other projects. HP Financial Services manages the entire lifecycle process and can provide technology refreshes at appropriate intervals during the lease. The company also offers sale-leaseback capabilities.

Certified asset disposition capabilities

HP Financial Services offers global asset disposition services to manage retirement of companies' IT assets in an environmentally sound fashion. HP Financial Services also offers industry-standard software and processes to overwrite disk drives and help safeguard data that may reside on drives or in memory.

IDC, a leading provider of global IT research and advice, has recognized HP as a certified IT Asset Disposal vendor, noting that customers can have confidence in the company's ability to safely and securely decommission IT assets they no longer need – whether made by HP or another manufacturer.

IDC's Green Recycling and Asset Disposal for the Enterprise (G.R.A.D.E.) certification process considered 34 separate functions and tasks. While IDC's certification process only considered U.S. operations, HP offers comparable capabilities worldwide.

Learn more about HP Financial Services at
www.hp.com/hpfinancialservices.

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ⁱ Pucciarelli, Joseph, "The Great Realignment: A Radically Changed Economy Demands New Approaches to IT," IDC, Framingham, MA, 2009

