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## HPE Financial Services

# OPENING DOORS TO NEW OPPORTUNITIES

HPE Financial Services creates investment capacity to accelerate your transformation. From helping release capital from existing infrastructures, to deferring payments, and providing preowned 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

UNLOCK THE VALUE YOU CAN BRING TO YOUR CUSTOMERS WITH ANY TECHNOLOGY, AT ANY TIME, AND ANYWHERE

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## BRING FINANCIAL VITALITY FOR YOUR CUSTOMERS

### PAYMENT RELIEF PROGRAM

Defer over 90% of the cost for the next 8 month

[LEARN MORE](#)

### ANY TECH, ANY TIME, ANYWHERE

New

Less than 0% financing promotion

[LEARN MORE](#)

### HPE ADAPTABLE USE MODELS

New

Acquire today, pay when deployed

[LEARN MORE](#)

## KEY MATERIALS

### PARTNER PRESENTATION

Opening doors to new opportunities

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### SOLUTION GUIDE

Help your customers create investment capacity with HPEFS

[LEARN MORE](#)

### SUCCESS STORIES

Find the right success stories to help you win

[LEARN MORE](#)

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## STORAGE PROMOTIONS

### **FAST FORWARD YOUR MIGRATION TO NEW HPE STORAGE**

Bundle and save with flexible payments  
as low as 0%

[LEARN MORE](#)

### **PAYMENT RELIEF PROGRAM**

Defer over 90% of the cost for the next 8  
months on select HPE Servers

[LEARN MORE](#)

**ADDITIONAL PROMOTIONS AND MATERIALS**

New

[New HPEFS Promotional Offer for HPE Flex Offers](#) →

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## COMPUTE PROMOTIONS

### **PAYMENT RELIEF PROGRAM WITH EXIT OPTION**

Defer over 90% of the cost for the next 8 months on select HPE Servers

[LEARN MORE](#)

### **SELLING IN THE NEW NORMAL**

Financing and Asset Lifecycle offers to address economic challenges

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**ADDITIONAL PROMOTIONS AND MATERIALS**

New

[New HPEFS Promotional Offer for HPE Flex Offers](#)



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## SMB PROMOTIONS

### **WORKPLACE SOLUTION AGREEMENT**

New

Delivers a Workplace Solution on a fixed per-seat, per month payment plan, aligned to your customer needs.

[PROMOTIONAL VIDEO](#) →

[INFOGRAPHIC](#) →

[PARTNER PRESENTATION](#) →

#### **ADDITIONAL PROMOTIONS AND MATERIALS**

[New HPEFS Promotional Offer for HPE Flex Offers](#) → New

[Read the SMB Tech Investment Guide](#) →

[View the IT financing infographic](#) →

### **ENGAGE AND GROW**

Boost your earnings with our new exciting sales incentive program that lets you earn points equivalent to the value of 0.5% of qualifying lease and Subscription transactions

[LEARN MORE](#)

### **DEFER NEW TECH EXPENSES**

Remove barriers to funding your digital transformation. Put equipment into place today and make no payments for the first 90 days of your contract term

[LEARN MORE](#)

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## ARUBA PROMOTIONS

### ARUBA AND SUBSCRIPTION

Give your customers the power of Aruba and Subscription. Switch from buying to subscribing for an MSP delivered Network-as-a-Service (NaaS) solution

[LEARN MORE](#)

### ASSET UPCYCLING TO THE EDGE

Upcycle your existing networking equipment. Choose a payment option for your new Aruba networking hardware, software and services

[LEARN MORE](#)

**ADDITIONAL PROMOTIONS AND MATERIALS**

New

[New HPEFS Promotional Offer for HPE Flex Offers](#)



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## HPE GREENLAKE PROMOTIONS

### ACCELERATED MIGRATION

Convert existing, owned IT assets into an incremental cash source while retaining use of the systems

[LEARN MORE](#)

[WATCH VIDEO](#)

### CERTIFIED PRE-OWNED SOLUTIONS

Help customers transition to HPE GreenLake by integrating their legacy IT into an aaS solution

[LEARN MORE](#)

Fast-Forward Your Digital Transformation with Asset Management Solution from HPEFS

[WATCH VIDEO](#) →

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## PATH TO PROTECTION PROMOTIONS

### PATH TO PROTECTION GUIDE

This conversation guide is designed to assist GTM sales teams to uncover new opportunities to amplify solutions and capabilities that can help improve the customers' security posture for Asset Management solutions.

[LEARN MORE](#)

### PATH TO PROTECTION INFOGRAPHIC

Once you decide that certain IT assets have reached the end of their utility, you are faced with several decisions. We can help you make the right decisions.

[LEARN MORE](#)

### CUSTOMER PRESENTATION

This presentation is designed to assist GTM sales teams to uncover new opportunities to amplify solutions and capabilities that can help improve the customers' security posture for Asset Management solutions.

[LEARN MORE](#)

### HPE ASSET UPCYCLING SERVICES

HPE Asset Upcycling Services Solution Brief delivers a flexible, consistent process for retiring IT equipment. We can help you build a customized plan for your business' unique needs and navigate through the applicable data security and environmental laws.

[LEARN MORE](#)



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## ENGAGE & GROW INCENTIVE

### **ENGAGE & GROW INCENTIVE FOR HPE**

Boost your earnings with this sales incentive from HPE Financial Services. Earn program points for closing qualified HPE Certified PreOwned equipment sales and rentals.

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Engage your HPEFS PDM for more details

### **ENGAGE & GROW INCENTIVE FOR FINANCING SOLUTIONS**

Boost your earnings with our new exciting sales incentive program that lets you earn points equivalent to the value of 0.5% of qualifying lease and Subscription transactions. Points can be redeemed for gift cards, merchandise and services.

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Unlock  
additional value  
from your IT

HPE  
Technology  
Renewal Center

Innovative, sustainable asset lifecycle strategies that ensure your IT and financial plans align to your business goals and make your investment a force multiplier—not a stumbling block.

Where do you send used IT? →  
aaS will fuel the Circular Economy →

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HPE  
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IT asset lifecycle solutions from HPE Financial Services help you extract additional value from your existing IT investments or move to new technology more effectively. We'll develop a custom plan to help you optimize and repurpose your existing IT investments — or convert them into capital that funds your transition to new innovations.

### **Manage retired technology with no disruptions**

Digital transformation requires funding and a plan for dealing with legacy IT assets. HPEFS can help you get value from legacy data center, workplace, print and edge technology, regardless of manufacturer, in a secure, consistent and environmentally friendly manner.

[View the infographic](#)

### **Plan for sustainability**

Meet your sustainability goals while maximizing your IT budget by keeping your assets "in the circle" for as long as possible. Form a partnership with your sustainability team and challenge them to ensure at least 75% of your retired assets do not become e-waste.

[View the eBook](#)

### **Measure your contribution**

HPE Financial Services Circular Economy Report, lease-return and asset-upcycling customers can show their direct contribution overall sustainability goals. This report outlines how participation in our end-of-life management programs help customers address the social and environmental impacts of rapid innovation.

[View a sample report](#)

### **HPE Certified Pre-Owned products**

Driving innovation and reliability within your IT infrastructure doesn't always mean relying on new technology. Companies utilizing HPE Certified Pre-owned IT equipment benefit from reduced IT costs, reduced e-waste, maximize ROI and performance.

[View the infographic](#)

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## HPE TECHNOLOGY RENEWAL CENTERS

From responsible removal and data security to asset upcycling, HPE Financial Services transforms and repurposes IT assets into new IT capabilities and innovations. Last year alone, we took in 3.1 million IT assets weighing 35 million pounds - the equivalent weight of 373 Airbus A320 planes! 85 percent of tech upcycled and returned to active use supporting the circular economy, the remaining recycled to global standards.

Take a virtual tour of an HPE TRC and learn why companies around the globe look to HPEFS to bolster the agility of their IT tech estate and support their sustainability goals.

[Take the Andover Technology Renewal Center tour](#) →

[Take the Erskine Technology Renewal Center tour](#) →