

# **FINANCING AND ASSET LIFECYCLE OPTIONS TO ADDRESS ECONOMIC CHALLENGES.**

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April 23, 2020

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## HPE Financial Services By the numbers...

- The world's largest captive IT financing company – over \$14B + in assets
- \$4B+ a year in new financing
- Global capabilities with over 1,300 employees in more than 50 countries
- We do business with 80% of HPE's top corporate accounts, and 76% is with repeat customers
- The world's largest reseller of pre-owned HP equipment; we manage over 1.2 million units annually in secondary markets
- Multi-vendor financing for transactions priced from a few thousand to multi-millions

HPE Financial Services

# HPEFS OFFERS TO ADDRESS AN UNCERTAIN BUSINESS CLIMATE

HPE Financial Services can help alleviate some of the strain felt by businesses around the globe as they navigate an uncertain business climate. From helping release capital from existing infrastructures, to deferring payments, and providing pre-owned tech to relieve capacity strain, HPEFS has the ability to help address some of the most pressing issues quickly.

## DEFER OR REDUCE EXPENSE

Innovative financing structures to reduce cash outlays during uncertainty

**Payment Deferral:** Acquire now and pay later. Delay payments for 90-days to help ease budget strain.

**2020 Payment Relief Program:** Reduced payments to get started and offset the financial commitment until next year.

## GENERATE CASH FROM ASSETS

Over the last two years, HPEFS infused over \$642M into client's budgets

**Accelerated Migration:** Convert existing, owned IT assets into an incremental cash source while still retaining use of the systems.

**Tech buyback:** Empty your storage rooms and put money back in your pockets. Use excess, newer generation tech to help generate capital.

## MATCH PAYMENT TO USE

Secure critical technology while aligning payments to deployment schedule

**Extended Deployment:** Need technology today, but budget cycles not aligned? This phased deployment program allows you to acquire tech with the ability to configure, test, and stand up systems before paying.

## RELIEVE CAPACITY STRAIN OR DELIVERY DELAYS

**Certified Pre-Owned Tech:** Ranging from subassemblies, feature upgrades, to whole systems, a full portfolio of data center equipment is available "off the shelf" or custom-configured to meet almost any budget or circumstance. Pre-owned "Bare Metal" Laptops are also available for purchase.

**Rentals:** Rent certified pre-owned HPE tech from 3 to 12 months. Equipment is factory-configured and available with warranty and eligible for HPE Pointnext services. A 12 month new PC rental option is also available.

# DEFER OR REDUCE EXPENSES

## 90 Day Payment Deferral

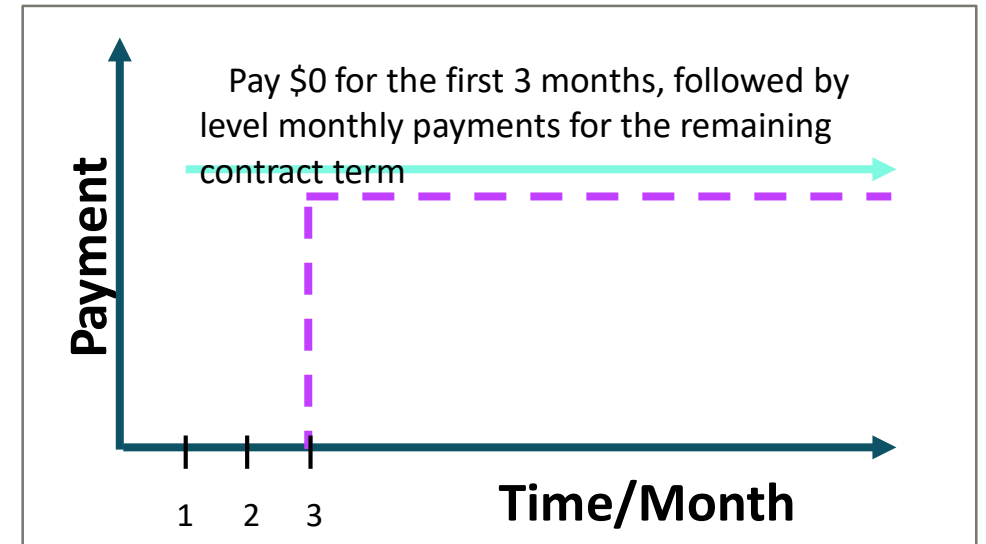
**SIMPLE AND STRAIGHTFORWARD...BUY NOW, PAY IN LATER**

- Delay new equipment payments to help ease budget strain.
- No payments for up to 90 days

### HOW IT

**WORKS** Equipment into place today and make no payments for the first 90 days of your contract term

2. Qualifying transactions start at a minimum of \$5,000 USD
3. Available globally where ever HPE Financial Services operates.
4. Full portfolio of HPE Servers & Systems, Networking and Data Storage hardware. Select non-hardware items (e.g. software, software appliances, services, and installation) may be bundled.



36 month lease term  
5 months after initial deferral

Financing available through Hewlett-Packard Financial Services Company and its subsidiaries (HPFSC) to qualified customers and is subject to credit approval and execution of standard HPFSC documentation. Rates and terms are based on customer's credit rating, offering types, services and/or equipment type and options. Other charges, including without limitation, taxes, fees and shipping charges, may apply. Not all HP products are eligible. Not all customers may qualify. Other restrictions may apply. HPFSC reserves the right to change or cancel this program at any time without notice

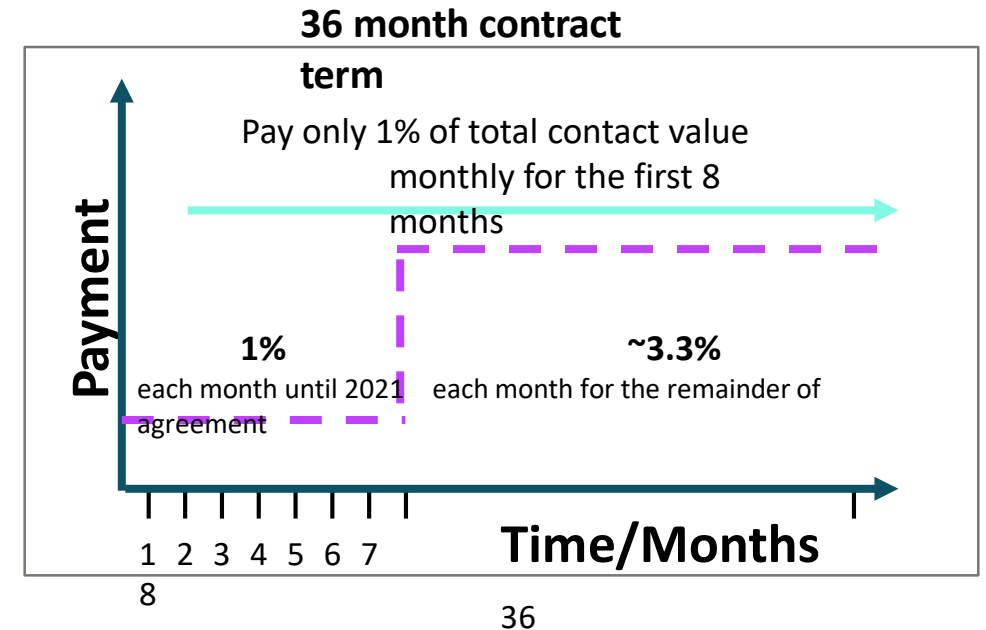
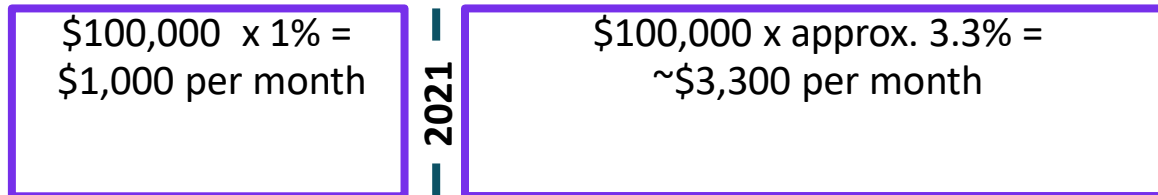
# DEFER OR REDUCE EXPENSES

## 2020 Payment Relief Program

### DEFER OVER 90% OF THE COST UNTIL 2021

- Lower payment to get you into next year
- Pay 1% of the solution value monthly for the first 8 months
- Full portfolio of HPE Servers & Systems, Networking and Data Storage hardware.
- Up to 20% select non-hardware items (e.g. software, software appliances, services, and installation) may be bundled.
- Qualifying transactions start at a minimum of \$5,000 USD
- Offer available until July 30, 2020

#### Example (\$100K)



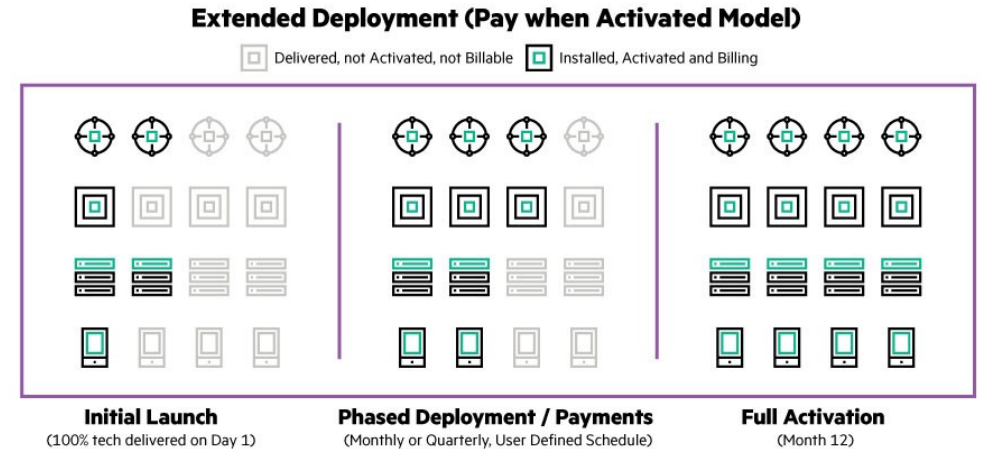
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# MATCH PAYMENTS TO USE

## Extended Deployment

### ACQUIRE NOW, PAY WHEN DEPLOYED

- Obtain up to 12 months of tech, and only pay when activated
- Allows for phased deployment or spare tech pre-ordering
- Only 30% required activation in first three months
- Pre-select a rollout/activation schedule (monthly or quarterly)
- Predictable monthly payments based on activated units
- Available with entire HPE product portfolio
- Minimum transaction size is \$100,000 USD



#### GREATER AGILITY

Avoid long internal procurement cycles & multiple budget approval processes.

#### REDUCED DISRUPTION

Ability to pre-order and warehouse tech that may be affected by supply chain delays

#### COST CONTROLS

Don't spend all your budget at one time. Align deployment and spend with activation

#### IMPROVED PRODUCTIVITY

Immediate access to technology, allowing you to configure, test and deploy prior to payment.

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Month	Day 1	Day 91	Day 181	Day 270	Totals
	30.0%	30.0%	30.0%	10.0%	Monthly PMT
1	\$ 3,696.42				\$ 3,696.42
2	\$ 3,696.42				\$ 3,696.42
3	\$ 3,696.42				\$ 3,696.42
4	\$ 3,696.42	\$ 3,696.42			\$ 7,392.85
5	\$ 3,696.42	\$ 3,696.42			\$ 7,392.85
6	\$ 3,696.42	\$ 3,696.42			\$ 7,392.85
7	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42		\$ 11,089.27
8	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42		\$ 11,089.27
9	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42		\$ 11,089.27
10	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
11	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
12	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
13	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
14	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
15	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
16	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
17	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
18	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
19	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
20	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
21	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
22	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
23	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
24	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
25	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
26	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
27	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
28	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
29	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
30	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
31	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
32	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
33	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
34	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
35	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
36	\$ 3,696.42	\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 12,321.41
37		\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 8,624.99
38		\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 8,624.99
39		\$ 3,696.42	\$ 3,696.42	\$ 1,232.14	\$ 8,624.99
40			\$ 3,696.42	\$ 1,232.14	\$ 4,928.56
41			\$ 3,696.42	\$ 1,232.14	\$ 4,928.56
42			\$ 3,696.42	\$ 1,232.14	\$ 4,928.56
43				\$ 1,232.14	\$ 1,232.14
44				\$ 1,232.14	\$ 1,232.14
45				\$ 1,232.14	\$ 1,232.14

Any information provided to HPFS may be used by HPFS or its potential nominee or assignee to evaluate the proposed transaction. All information shared by and between HPFS and prospective lessee is **STRICTLY CONFIDENTIAL**.

# GENERATE CASH FROM EXISTING ASSETS

## Accelerated Migration

### MONEY IN YOUR POCKET TO HELP EASE BUSINESS VOLATILITY

- Cash infusion back into your business using your current tech
- In place tech become an enabler to bridge budget gaps
- No interruption to your business operations

### HOW IT

**WORKS** We work with you on scope infrastructure and determine asset value validation. Asset purchased with the last two months may be eligible for full original invoice value. Minimum transaction size is \$100,000 USD

2. HPEFS purchases your technology through an asset ownership transfer, and you receive a cash payment for the calculated value.
3. You keep using your in place tech and we establish a usage agreement. Contract duration, payment terms and structure tailored to your individual needed.

### A NEW WAY TO FUND

**\$642M**

Amount HPEFS has added to clients budgets over the last two years

**\$25K to \$94M**

Range of capital returned to client accounts

### ALSO AVAILABLE

**Tech buyback:** Empty your storage rooms & put money back in your pockets. Use excess, newer generation owned tech to help generate capital.

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# RELIEVE CAPACITY STRAIN OR DELIVERY DELAYS

## Certified Pre-Owned Technology

### PREVIOUS-GENERATION HPE TECHNOLOGY TO ADDRESS A VARIETY OF SITUATIONS

- Authentic, authorized OEM equipment. Certified and meets HPE OEM standards
- Available for components, parts, and subassemblies, feature upgrades, or whole systems
- “Off the shelf” or custom-configured
- Comes with standard 30-day warranty and eligible for additional HPE maintenance and support

#### TRUSTED



##### Tested and Authenticated

HPE diagnostic tools  
Product authentication

#### UP TO DATE



##### Updated to Latest Revisions

Firmware updates  
Ready for  
deployment

#### WARRANTIED



Warrantied and  
**Supported** Warranty on all  
products Support services

available

#### LICENSED



##### New Software Licenses Included

New product  
licenses Custom  
imaging

#### OPTIONS



##### Full Inventory of Legacy Equipment

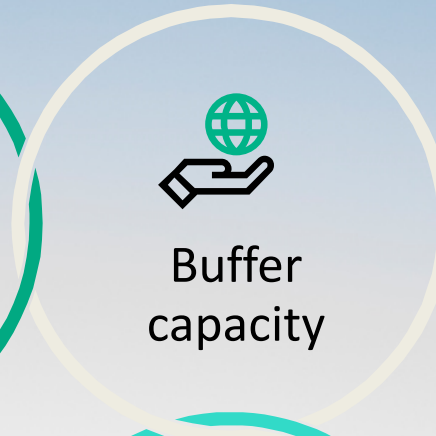
Full array of HPE parts  
Custom configs on  
request

Pre-owned “Bare Metal” Laptops are also available for purchase.

# HPE GREENLAKE: What is it?

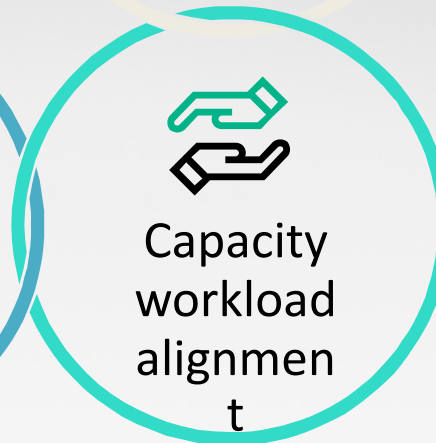
## The most advanced consumption Method for IT

Workload unit metering  
Precise alignment  
Portal and advanced analytics  
Cash flow savings  
(average ~30%)



Mitigate need for the “hedge”  
Scale up and down to demand  
Placed at HPE risk  
Immediate time to value

Service agreement  
Simplified procurement  
No cash outlay  
Invoice by unit consumed



Entire HPE portfolio  
Architected to workload need  
HPE owned assets  
Industry leading design, tools, and processes

