

HP Pre-Provisioning

Avoid delays by having workplace technology shipped and ready for future business activation



HP Financial Services can help customers find new ways to plan for, acquire, consume and adapt the technology needed for workplace transformation.

Is your organization struggling to strike the right balance between business innovation and operational excellence? You're not alone, in fact 68% of CIOs are struggling with the same issue. Your business now has more options for choosing how and when to consume technology. A pay as you deploy consumption model, like HP Pre-Provisioning, can improve operations and help you take a flexible and scalable approach to capacity planning that more efficiently adapts to business change.¹



Keep IT and Finance on target

Prepare for growth needs by having spare laptops, tablets or printers ready for deployment in advance of actual needs. Speed access to capacity and avoid delays by having technology shipped and ready for use when your business demands it.

HP Pre-Provisioning enables you to have devices and printers on-site, but payment won't begin until activation.

HP Pre-Provisioning benefits

Greater agility—Gain additional technology quickly by avoiding long internal procurement cycles

Reduced disruption—Immediate access to workplace technology can help prevent business disruption or delays with new employee on-boarding

Financial flexibility—Better manage IT with predictable payments that begin when equipment is activated

Improved productivity—Enable IT refresh cycles to keep up with the latest technology and boost employee efficiency

68%

of CIOs find it tough to find the right balance between business innovation and operational excellence²

How does it work?

- Obtain up to 12 months of 'advance IT need' on day one
- Select a rollout term (monthly or quarterly) based on your business needs
- Begin payment once activated, up to 12 months from shipment
- Predictable per unit pricing over a 12-60 month usage period
- Can be tailored to a bundled solution with products from the entire HP product portfolio

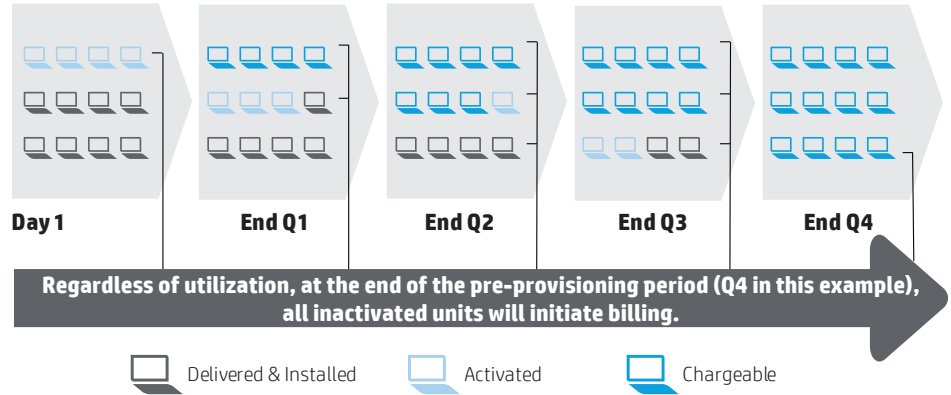
¹ Certain terms and conditions may apply.

² CIO Magazine, State of the CIO 2014: The Great Schism, January 1, 2014

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HP Pre-Provisioning sample scenario



- A fixed price-per-unit/per month based on your order size
- You have the option of 'deploying/activating' the assets when you need them
- Each quarter, you'll notify us of the number of assets activated
- Warranty and Care Pack can be aligned to equipment activation dates
- The corresponding amount will be included in your payment plan

Pricing Example—Laptops³

- Total # of laptops = 176
- Length of payment plan = 36 months (12 quarters)
- Fixed price-per-laptop per quarter = \$200

Quarterly payment	Q1	Q2	Q3	Q4–Q12	Q13	Q14	Q15	Q16
36 devices deployed	\$7,200	\$7,200	\$7,200	\$7,200				Refresh
40 devices deployed		\$8,000	\$8,000	\$8,000	\$8,000			Refresh
55 devices deployed			\$11,000	\$11,000	\$11,000	\$11,000		Refresh
45 devices deployed				\$9,000	\$9,000	\$9,000	\$9,000	Refresh
Total quarterly payment	\$7,200	\$15,200	\$26,200	\$35,200	\$28,000	\$20,000	\$9,000	\$0
Total devices deployed	36	76	131	176	140	100	45	0

Potential use cases

- Development/test phase before volume or phased roll-out
- Procurement, technology planning, pre-staging required before roll-out
- Product standardization, lock specification, avoid end-of-life issues/costs

The right model for you

We can help you build an IT investment solution that supports transformation and the ability to deliver on your business goals.

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³ The pricing example is to demonstrate how HP Pre-Provisioning can be used and all prices are mere examples which do not reflect actual prices for any HP products or HP Pre-Provisioning solutions.

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