A data center consolidation project is a major investment. Budget is almost always in short supply, so every financial resource must be optimized for success. Have you considered how you will finance your transition from the old environment to the new? Can you recover value from older equipment you plan to retire? And how do you address the issue of sensitive customer data? As you take on such an important and complex project, explore the full range of financial options that HP Financial Services has to offer. With your needs in mind, let HP Financial Services make it easy for you to intelligently and economically manage your data center consolidation program.

HP Financial Services at work
Consolidation covers many areas. HP Financial Services offers financial solutions that help address your business objectives and IT requirements along each stage of your consolidation journey.

• Data center consolidation—Whether you’re relocating or consolidating a data center, most likely you’ll need to keep the old data center operating, even as you obtain real estate and buy, install and test the new infrastructure. How do you financially support at least two—and perhaps three—sets of infrastructure until the new consolidated data center is fully implemented? HP Financial Services can help you get more for your IT dollars. By leasing with us, pay for your use of IT equipment, as opposed to paying for the equipment upfront. Leasing stretches dollars, possibly enabling a bigger solution than outright purchase.

• Geographical or physical consolidation—Data centers may be scattered across the country, or even around the globe. In either case, we can arrange to get your assets to one of our distribution locations quickly. HP Financial Services Asset Recovery Services provide you with immediate access to specialized resources in logistics including inventory control, transport and storage.
Server and storage consolidation—As you overcome server and storage sprawl and look to simplify, standardize and consolidate, consider HP's Utility Solutions. Minimize the risk of paying too much for a system that outpaces your actual need. Similarly, address the risk of underestimating your business requirements and acquiring a system that cannot meet your customers' demands. With HP Utility Pricing Solutions, you pay based on what you use, when you use it, helping you to align capacity and costs with your business needs and growth. What's more, the hardware, software, support and financing—the entire solution—comes from one source: HP.

Application consolidation—Typically the most challenging aspect of transformation projects involves software and ensuring newer versions of software continue to support your critical legacy applications. This requires extensive testing, debugging and running new and legacy environments in parallel. Continue to run your test environment and power up your new center without draining your financial resources. With a sale-leaseback, HP Financial Services will buy your existing equipment and then lease it back to you for an agreed upon term. The result: uninterrupted access to your legacy systems and a plan to migrate to your new platform.

IT management consolidation—You can minimize the complexity and costs of managing the leased assets in your data center environment with AssetEdge. AssetEdge is a lease management tracking tool available from HP Financial Services that provides you online access to a broad range of information about your leased by HP Financial Services portfolio—including both HP and other manufacturers' assets.

Asset recovery is key
Legacy equipment you no longer need after a consolidation project cannot be simply discarded. The risks in mishandling surplus IT equipment are significant. How much money can you recover from surplus assets? How can you address the security of sensitive information? How can you brand your business as a good steward of the environment? That's where we come in.

We're one of few companies that not only process our own non-productive surplus assets, but also offer the same service to our customers. HP Financial Services manages the disposition of your surplus IT assets, remarketing those with remaining useful life and returning the net remarketing proceeds to fund your consolidation program. Our Asset Recovery Services are customized to meet your needs in logistics, disk wiping, equipment refurbishment and resale, and environmentally responsible disposition of materials.

About us
HP Financial Services makes it easy and economical for customers to deploy world-class technology in ways that meet their business needs. We offer financial solutions that help customers manage to the lowest total cost of ownership—from planning and acquiring technology all the way to replacing and retiring it. And we help customers manage the risk of dealing with older or surplus IT equipment.

Technology for better business outcomes
To learn more, visit www.hp.com/hpfinancialservices
In the US, call us at 1-888-277-5942.
In Canada, dial 1-800-HP-LEASE.

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4AA1-5158ENUC, Rev. 1, June 2009