

HP Financial Services Asset Recovery Services

Derive value from existing equipment



If you are like most companies, you have some technology that no longer meets your needs. Perhaps you've outgrown earlier investments or a consolidation has left you with excess equipment. If you have unwanted equipment piling up, it's not only taking up valuable real estate, it's also losing value by the day. The laws surrounding the proper disposition can be confusing and the resulting risks are not to be taken lightly.

HP Financial Services can help.

HP Financial Services provides Asset Recovery Services¹ to help you uncover the value in your unwanted equipment. We will pay you for equipment with remaining market value and manage the disposition of truly obsolete equipment in accordance with environmental regulations. We make environmental safety and the protection of your company's data our utmost concern.

HP Financial Services offers three options under our Asset Recovery Services program: revenue-share, fixed pricing and disposition.

Revenue share

Many companies want to refresh technology, but don't know what to do with their existing, working technology. Others find they have obsolete equipment piling up in warehouses, stockrooms and closets. The need to refresh or dispose of excess technology is an on-going problem. In cases like this, the revenue-share model makes the most sense.

With our revenue share model, HP Financial Services collects your excess equipment and brings it to one of our Technology Renewal Centers (TRC). At the TRC, we audit the equipment and refurbish assets with remaining market value. When the asset is resold, we share the proceeds of the sale with you in an agreed upon split.

The revenue share model is ideal for customers with higher value equipment that simply no longer suits their needs.

Fixed pricing

With our fixed pricing model, we provide you with an up-front quote for your equipment. This is ideal for companies with a finite amount of unwanted assets and a good understanding of the models, configurations, capacities, and working condition of those assets. With fixed pricing from HP Financial Services, you get fast cash for your unwanted equipment that has value and an easy, compliant way to get the equipment off your premises.

Disposition

If the equipment has no remaining market value we will manage its disposition for a fee. As a company known for its global citizenship, HP understands the varied and complex laws and regulations surrounding environmental safety; as a result, we recycle all components that can be recycled and the rest is disposed of in an environmentally sound way. You receive a Certificate of Destruction, including serial numbers, so you know the outcome of your non-marketable equipment.



A word about data security

The list of regulations designed to safeguard electronic information has gotten longer and more complex, while the penalties for violating these regulations have grown stricter. As a result, companies — and the executives that run them — face a legal and ethical dilemma when it comes to disposing of end-of-life assets.

HP Financial Services can help take the confusion and fear out of the process.

For customers that utilize our Asset Recovery Services, HP Financial Services supports the growing industry trend to migrate to a Department of Defense-compliant 3-pass data overwrite or "wipe" on hard drives, and will even offer additional wipes if your organization requires them. Companies that don't require these higher levels of security still can default to a 1-pass wipe. Additionally, we'll remove identifying information such as labels and tags. As part of our process, we'll also destroy any customer documentation, paperwork, CD's and floppies that may have been inadvertently included in the equipment shipment.

Logistics and transportation services

For additional convenience, HP Financial Services offers packing and shipping services for a complete end-to-end solution. Our staff has extensive experience in packing and shipping IT products — from PCs and peripherals to business-critical servers — to minimize the risk of damage. We have negotiated rates with some of the world's largest and most reliable land, air and marine transportation companies in order to provide competitive rates. As an additional service, we can provide secure onsite containers to remove data sensitive storage media (e.g. hard drives) for secure processing at an HPFS authorized facility. And we have specialized expertise in international shipping to reduce customs issues and deliver your equipment quickly and safely worldwide.

Put HP Financial Services to work for you. Call your HP Financial Services sales representative, or find us on the web at www.hp.com/go/hpfinancialservices.

¹ This is a fee based service and the services and benefits provided are only available to HPFS Customers that pay for Asset Recovery Services.

Financing available through Hewlett-Packard Financial Services Company or one of its affiliates is subject to credit approval and execution of standard HP Financial Services documentation. Other restrictions may apply. HP Financial Services reserves the right to change or cancel this program at any time without notice.

© Hewlett-Packard Financial Services Company 2006. All Rights Reserved. Reproduction, adaptation, or translation without prior written permission is prohibited, except as allowed under the copyright laws. 4AA0-4267ENA, 2/2006

Because HP Financial Services is the leasing subsidiary of HP, remarketing is one of our core competencies. We manage a portfolio of approximately \$9 billion in leased assets, much of which is returned at the end of the lease.

To ensure we recapture our residual values for our own equipment, we have established a high-quality refurbishment process and a robust network of buyers. We can put that investment and infrastructure to work for you.

Our process includes:

- Tightly controlled business practices
- Experience with multi-vendor products, so there are no surprises
- Global capabilities so you can work with one vendor worldwide

Additionally, HP is known for its environmentally friendly practices. The company has earned several EPA awards and is a leader in recycling procedures.

Finally, we understand your concerns about data security — both for you and for your customers. When it comes to the safe removal of company and customer data, we understand that your company's reputation is at stake — ours is too. When you use of our Asset Recovery Services you are assured that our process for removing data is safe, thorough and DoD-compliant.

Working with a trusted brand

Whichever Asset Recovery model you select, you can have confidence in the integrity of the HP brand. The IT asset recovery market is a highly fragmented and entrepreneurial marketplace. Misrepresenting asset values or cutting corners in the remarketing and disposition of customer equipment is not only contrary to the "HP Way," but would jeopardize the HP brand and good will established with our extensive customer base. Simply put, such behavior is neither in our organizational DNA nor in our corporate and civic interests. HP Financial Services carefully cultivates this brand integrity every day we put our expertise to work for our customers.

Who we are

HP Financial Services delivers a total "acquire-to-retain" suite of offerings that simplifies the entire IT financial lifecycle management process — from flexible acquisition alternatives to TCO-reducing asset management services to value-maximizing end-of-life solutions. As a wholly owned subsidiary of HP, Hewlett-Packard Financial Services Company is unmatched in the world, for both the capability and flexibility to deliver financial services that work the way you want to work, worldwide.



Why HP Financial Services