



It's not just about the equipment

Recommend leasing from HP Financial Services and earn more



You know HP provides industry-leading hardware, software and services that meet your customers' needs. But what if they can't afford it? Talk to your customers about leasing their solution from HP Financial Services. They'll be able to outsmart a constrained budget – and you'll get a bonus too.

If HP Financial Services approves the submitted transaction and the equipment is leased through HP Financial Services, you may earn as a bonus between .5% and 1.5% of the total amount invoiced by HP.

How it works

- Influence an HP hardware, software or services sale that is fulfilled directly by HP
- Submit the applicable transaction registration form to HPFSInfluencer@hp.com; Paperless registrations should be sent via email to the HPFS mailbox: ida.bruno-edelmann@hp.com

| Customer Segment: | SMB or Commercial | | Federal or public sector | Enterprise |
|-------------------------------------|-------------------|---------------|--------------------------|---|
| | FMV Lease | Non-FMV Lease | | |
| Percentage of the deal you receive: | 1.5% | .5% | .5% | .5% Plus additional 1% if the customer has not done business with HPFS before |

Who leases?

Customers might not specify their need for financing; however, by asking these questions, you might uncover a need your customers don't even know they have.

- Would you be interested in stretching your technology budget possibly up to 3x over the next four years?
- Have you considered the impact of IT spending on the company balance sheet?
- How do you manage the disposal of IT assets at the end of their lifecycle? What is the cost? How do you ensure that they are disposed of?
- Are you currently leasing technology or financing software and services?
- Do you have any budgetary constraints or business challenges that could be managed with a leasing or financing solution?

Get started now

When talking to your customers, be sure to ask the questions above to determine if leasing might be right for them. Be sure to submit the registration form to the HPFS Influencer mailbox to ensure that your application for the bonus above can be reviewed. Now all you need to do is decide how to spend your extra cash!

Contact your Financial Area Manager or call our Rapid Response Center

- 1-888-277-5942 (US)
- 1 800 hp lease (Canada)

Who we are

HP Financial Services helps you manage to the lowest total cost of ownership – from planning and acquiring technology all the way to retiring and replacing it. We make it easy and economical for you to deploy world-class technology on terms tailored to your unique needs. And we help manage the risk of dealing with surplus or unneeded IT equipment.

A wholly owned subsidiary of Hewlett-Packard Company, HP Financial Services supports and enhances HP's global product and service solutions, enabling you to acquire complete IT solutions, including hardware, software and services. HP Financial Services is unmatched in its ability to deliver financial solutions that work the way you want to work, worldwide.

¹"Commercial", "SMB", "Enterprise", "Public Sector", "Channel Partner", "Federal", and "Corporate Account" shall have the meanings ascribed in the then current terms and conditions applicable to partners at the HP Partner Portal at www.hp.com/partners/us as such terms and conditions may change from time to time.

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 2007. All Rights Reserved. Reproduction, adaptation, or translation without prior written permission is prohibited, except as allowed under the copyright laws. July 2007