HPE FINANCIAL SERVICES AS A “FORCE FOR GOOD”

HPEFS offers $2 billion in financing and new programs to help customers and Partners weather COVID-19

As our customers work to mitigate the impact of the current global crisis, we’ve introduced a variety of new financial and asset lifecycle options. These options are immediately available to address the most pressing challenges—especially financial—that our customers are facing. Below is a summary of the solutions available today to help us forge the path ahead.

Read the full press release

IT FINANCING SOLUTIONS TO ADDRESS ECONOMIC CHALLENGES:

1. Defer or reduce expenses
   In addition to the HPEFS 2020 Payment Relief Program, the team is also enabling a 90-day delayed payment on 36–60 month structures to help ease customers’ tight budgets. This payment deferral option is available on new technology purchases, and is eligible for a range of HPE hardware and select software, software appliances, services, and installation packages.

2. Generate cash from assets
   With the majority of IT budgets consumed to keep the business running, funding for transformation is often insufficient. HPE Accelerated Migration can help customers fast-track their data center transformation with minimal disruption to their current environment.

   Unlock the hidden value in existing IT assets as customers transition to new IT solutions. Shift existing, owned IT assets to a flexible usage payment model during the transition, and free up cash for new IT investment. HPE Accelerated Migration helps customers access the value in their legacy equipment and move forward sooner.

3. Match payments to production
   The HPEFS phased deployment program allows customers to acquire compute and storage capacity now, with the flexibility to configure, test, and stand up systems before paying. This way customers can continue essential business without the restraints that the current crisis may put on their budget cycles or implementation timelines. The deployment schedule can extend out 12 months.

“As long as hope remains, we can make it through this.”
—Antonio Neri, HPE CEO

View full blog post
4. Relieve capacity strain or delivery delays
HPEFS is offering certified pre-owned HPE technology to address a variety of situations. A full portfolio of data center equipment—such as components, parts, subassemblies, feature upgrades, or whole systems—is available off the shelf or custom-configured to meet customer budget or circumstance. This technology meets HPE OEM standards and comes with a standard 30-day warranty, eligible for additional HPE maintenance and support.

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5. Offer short-term rentals
Many customers also experience challenging capacity strain or delivery delays. The most common example is companies who are not ready for a work-from-home setup and need technology to empower a remote workforce.

With a short-term rental from HPEFS, these customers can use pre-owned HPE technology for 3 to 12 months. This technology is factory-configured to customer specifications, available with a warranty, and is eligible for HPE Pointnext Services support.

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Learn more at hpe.com/hpefinancialservices

SMB corner:
Be there for your SMB customers when they need you most. From supporting business continuity to enabling a mobile workforce and re-focusing strategies to thrive in the new business landscape, HPEFS is dedicated to their success.

Additional resources for SMBs:
- How to fund your small business digital transformation? Learn More
- What does an HPE Subscription really mean? Learn More
- What is the COVID-19 impact on SMB IT spend? Learn More

“Working with HPEFS has been a very good experience. They have been very responsive and worked hard to architect the right financial solution to differentiate us and deliver the business outcomes we needed to achieve. They have given us flexibility and enabled us to move quickly to meet our customers’ needs.”

—Elisabeth Treier, CFO, ahd GmbH & Co. KG

Click here to view the full case study

Learn more at hpe.com/info/smb

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