



# Adaptable Use Models - Extended Deployment

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



Meeting your commitments for deploying new technology and service delivery can be challenging and require significant planning. Whether your business is expanding rapidly or you want to be prepared for inevitable changes, you need to be able to accelerate innovation and deliver faster without losing control of your technology priorities. You need help to reduce your risks of delivery delays—including avoiding complicated procurement processes and equipment delivery intervals that are too long.

Adaptable Use Models - Extended Deployment can improve operations and help you take a flexible and scalable approach to capacity planning that more efficiently adapts to business change.

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

## Keep IT and Finance on target

Prepare for growth needs by having spare laptops, tablets or printers on site and ready in advance of actual needs to be deployed when your business demands it. Payment won't begin until activation.

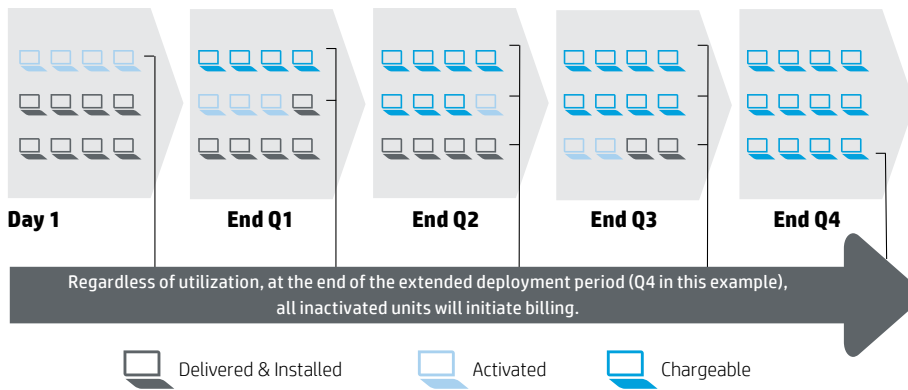
### Extended Deployment benefits

- 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

## 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

## Extended Deployment sample scenario



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- A fixed price-per-unit/per month based on your order size
- You have the option of 'deploying/activating' the rest of 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—Laptops<sup>1</sup>

- 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
<b>Total quarterly payment</b>	<b>\$7,200</b>	<b>\$15,200</b>	<b>\$26,200</b>	<b>\$35,200</b>	<b>\$28,000</b>	<b>\$20,000</b>	<b>\$9,000</b>	<b>\$0</b>
<b>Total devices deployed</b>	<b>36</b>	<b>76</b>	<b>131</b>	<b>176</b>	<b>140</b>	<b>100</b>	<b>45</b>	<b>0</b>

## 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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<sup>1</sup> The pricing example merely demonstrates how this program can be structured and does not reflect actual pricing. All prices listed are examples only. Please work with your account manager or authorized channel reseller to determine exact pricing.

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