

  
**Hewlett Packard**  
Enterprise



**MAKE YOUR FINANCES STRETCH  
FURTHER WITH HPE FINANCIAL  
SERVICES & HPE STOREEVER**

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## INTRODUCTION

It goes without saying that data is vital to your business. But managing this constantly growing resource brings a set of budgetary challenges. You need data to be available when it's needed but most business information doesn't need to be supported by the most aggressive recovery time objectives (RTOs). The best approach is to adopt a tiered storage approach and migrate data to lower cost platforms as your data matures.



One option is to migrate to the cloud, where you can get as much capacity as you need, when you need it, and without a significant upfront investment. But storing all your additional backup and archive data in the cloud can become prohibitively expensive because of data growth (and consequent increase in storage fees) and retrieval charges. And uploading and downloading large volumes of data from the cloud can take time even with the fastest connections.

The cloud should be part of your tiered storage strategy for its flexibility. For short term data retention and random access to data, it has compelling advantages. But if you complement the cloud with high density LTO tape, you get the benefits of the lowest TCO for long term data retention<sup>1</sup> and you can keep your data secure behind an air gap, beyond the reach of criminals, fire, flood, or anything else the world might throw at it<sup>2</sup>.

Although tape offers unequalled value during its working life, for many customers, it is the initial capital investment that presents the budgetary challenge: how can you finance CAPEX IT investment projects at a time when budgets might be tighter than normal?

The answer is easy and straightforward. HPE Financial Services.

<sup>1</sup> The Economic Benefits of HPE StoreEver as Active Archival Storage, ESG, August 2020  
<sup>2</sup> Leveraging Tape to Combat Ransomware with HPE StoreEver, ESG, January 2020



# FLEX YOUR CREDIT. SUPERCHARGE YOUR DATA.

**HPE Financial Services** (HPEFS) gives you the flexibility to access all the funding you need, without the usual drawbacks of equipment obsolescence and depreciation, plus the chance to benefit from the latest tape technology. Year after year.

### **Risk-free flexible finance, from the global leader**

Now, every business can profit from a high performance HPE StoreEver LTO 1/8 Tape Autoloader, MSL3040 and MSL6480 tape solution. Instead of paying upfront to own your tape library outright, you can easily spread the cost over time. At the end of the agreement, you can pay the balance to own the equipment, hand it back to HPE, or roll the agreement into a new contract to deliver a newer, more powerful solution. HPEFS also has options for you to release capital from existing assets to fund other projects or equipment.

With affordable monthly payments, no large upfront costs and the opportunity to swap old for new at the end of the term, you'll pay less overall than if you bought the equipment outright. That's because we subtract the residual value of the equipment at the end of the term.

Best of all, with HPE StoreEver tape as your primary archive medium, you reap the benefits of tape's low total operating costs and increased ROI over the life of the contract.

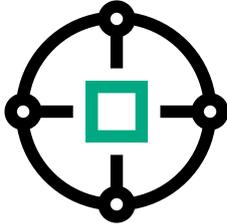
<b>Purchase price</b>	\$125,000
<b>You pay</b>	\$118,000
<b>In monthly payments of</b>	\$3,300

### **Sustainable technology refresh**

If you prefer, instead of returning the equipment or buying it outright at the end of the contract, you can exchange it for the latest technology under a new agreement. Regularly reviewing and refreshing technology platforms ensures top performance, economy and reliability, year after year.

It's also the sustainable choice. With each generation, HPE StoreEver tape solutions take up less space, use less power and generate less heat—and the equipment you hand back is repurposed or recycled by HPE's Technology Renewal Centre.





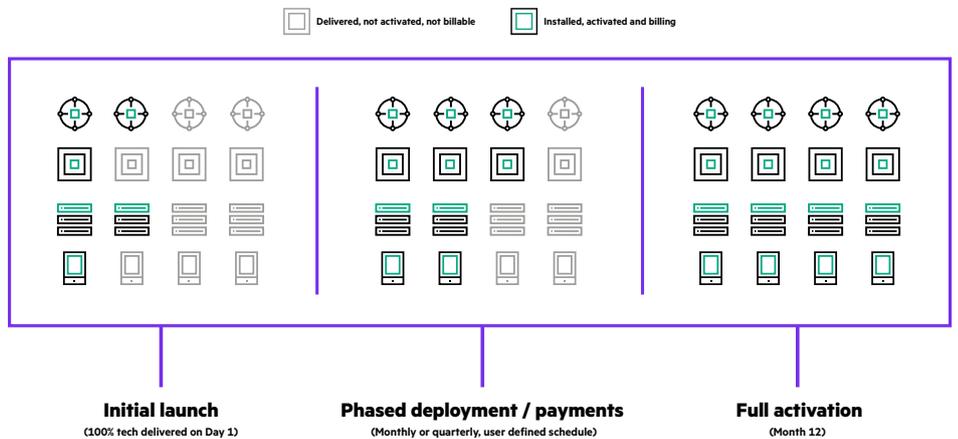
**Extended deployment to match payments to use**

Get your hands on the latest technology now, without waiting today for budget cycles to line up. Our extended deployment program allows you to configure, test, and stand up systems up to 12 months before you make your first payment.

**Acquire now, pay when deployed.**

- Obtain up to 12 months of tech, and only pay when activated.
- Allows for phased deployment or spare tech pre-ordering.
- Pre-select a rollout/activation schedule (monthly or quarterly).
- Predictable monthly payments based on activated units.
- Available with entire HPE product portfolio.
- Minimum transaction size is \$100,000 USD.

**Extended deployment (pay when activated model)**



**GREATER AGILITY**

Avoid long internal procurement cycles and multiple budget approval processes.

**REDUCED DISRUPTION**

Ability to pre-order and warehouse tech that may be affected by supply chain delays.

**COST CONTROLS**

Don't spend all your budget at one time. Align deployment and spend with activation.

**IMPROVED PRODUCTIVITY**

Immediate access to technology, allowing you to configure, test and deploy prior to payment.

Financing available through Hewlett-Packard Financial Services Company and its subsidiaries (HPFSC) to qualified customers and is subject to credit approval and execution of standard HPFSC documentation. Rates and terms are based on customer's credit rating, offering types, services and/or equipment type and options. Other charges, including without limitation, taxes, fees and shipping charges, may apply. Not all HP products are eligible. Not all customers may qualify. Other restrictions may apply. HPFSC reserves the right to change or cancel this program at any time without notice.





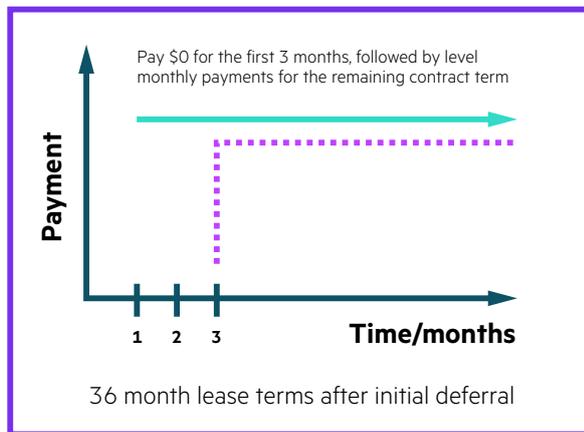
**Bespoke flexible finance structures**

Strengthen your business case and kickstart the benefits of HPE StoreEver tape with HPFES's 90-day payment deferral and payment relief programs.

**90 Day payment deferral**

Simple and straightforward... buy now, pay in later.

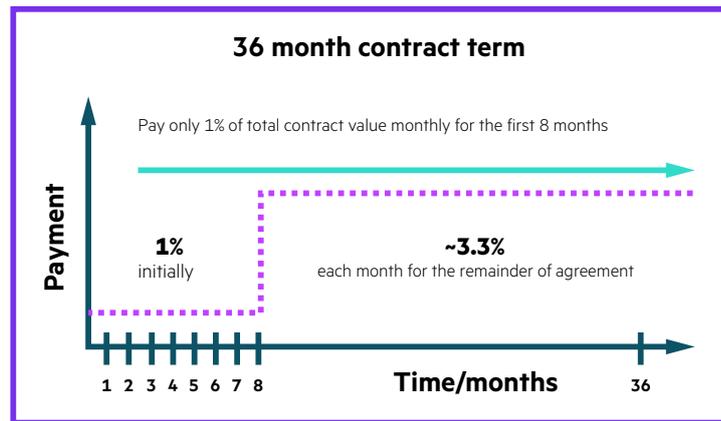
- Delay new equipment payments to help ease budget strain.
- Put equipment into place today and make no payments for the first 90 days of your contract term.
- Qualifying transactions start at a minimum of \$5,000 USD.
- Available globally wherever HPE Financial Services operates.
- Full portfolio of HPE Servers and Systems, Networking and Data Storage hardware. Select non-hardware items (e.g. software, software appliances, services, and installation) may be bundled.



**Payment relief program**

Defer over 90% of the cost for 8 months.

- Lower payment to get you into next year.
- Pay 1% of the solution value monthly for the first 8 months.
- Full portfolio of HPE Servers and Systems, Networking and Data Storage hardware.
- Up to 20% select non-hardware items (e.g. software, software appliances, services, and installation) may be bundled.
- Qualifying transactions start at a minimum of \$5,000 US.



**Example (\$100k)**

First 8 months

$\$100,000 \times 1\% =$   
 $\$1,000$  per month

Remaining 28 months

$\$100,000 \times \text{approx. } 3.3\%$   
 $= \sim \$3,300$  per month



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**Generate cash from existing assets**

Free up your capital and still reap the benefits of HPE StoreEver tape. We can offer you a cash lump sum of at least \$100,000 for the equipment you own, so that you can spend the money elsewhere. You can keep the kit, re-invest the money and pay us back with a monthly or quarterly lease/hire purchase deal. Or, we'll buy the kit and take it away, and you can use the cash to buy a newer tape library.



**Money in your pocket to help ease business volatility.**

- Cash infusion back into your business using your current tech.
- In place tech become an enabler to bridge budget gaps.
- No interruption to your business operations.
- We work with you on scope infrastructure and determine asset value validation. Asset purchased with the last two months may be eligible for full original invoice value. Minimum transaction size is \$100,000 USD.
- HPEFS purchases your technology through an asset ownership transfer, and you receive a cash payment for the calculated value.
- You keep using your in place tech and we establish a usage agreement. Contract duration, payment terms and structure tailored to your individual needed.

**A NEW WAY TO FUND**

**\$642M**

Amount HPEFS has added to clients budgets over the last two years.

**\$25K TO \$94M**

Range of capital returned to client accounts.



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## WHY HPE STOREEVER TAPE?

- **Tape is the cheapest form of storage for medium to long term data retention.**

A recent study by ESG estimated that a tape library could be 80% cheaper than disk or cloud over a ten-year period<sup>3</sup>. This is budget that you could reinvest in other parts of your IT infrastructure to boost business efficiency and competitiveness. That's a big win for the IT department.

- **Tape is the best defence against the threat of cyberattack.** Having a copy of data offline allows you to rewind the clock should ransomware encrypt your data<sup>4</sup>. We have seen cases where thieves deleted backups and disrupted cloud data, leaving the customer with no means of recovering information. Content stored on tape is entirely isolated from the rest of the network, so you'll always have a clean copy to fall back on.

- **Tape is great for offloading backup information that is beginning to clog up more expensive storage tiers.** A physical disk array can only hold so much data. What's more, cloud retrieval costs, transfer speeds and/or security concerns could make it impractical to store large quantities of backup and archive data in the cloud. Tape allows you to keep your data securely backed up on the lowest cost media up for longer, boosting levels of protection from data loss or ransomware. You can use an active archiving solution like Commvault® Backup and Recovery to intelligently manage the migration of data between different storage platforms.

- **Tape cartridges in a vault need no power and only limited environmental management.**

This can deliver big savings in terms of routine OPEX expenditure and help your business to achieve its sustainability goals. A recent study calculated that using tape instead of disk could reduce carbon emissions by 87%.

- **HPE StoreEver LTO tape** is supported by one of the world's most respected and trusted global technology brands. HPE's new TechCare service package provides 360 maintenance and support more widely and cheaply than competitive alternatives<sup>5</sup>.

- **Uniquely, HPE StoreEver tape** allows you to reuse old drive kits when you upgrade for free, extending the value of your investment even further.

- **HPE's Command View for Table Library (CVTL)** software makes the HPE StoreEver system easier to use, enabling you to manage multiple libraries from any location with superior functionality.

- **HPE's MSL Tape Library Encryption Kit** allows you to deploy a powerful, AES-256 encryption system without the need for any additional server, appliance or software expense.



<sup>3</sup> The Economic Benefits of HPE StoreEver as Active Archival Storage, ESG, August 2020

<sup>4</sup> Leveraging Tape to Combat Ransomware with HPE StoreEver, ESG, January 2020

<sup>5</sup> HPE StoreEver purchase cost comparison of HPE StoreEver MSL 3040 and 6480 tape libraries with HPE Pointnext Tech Care versus comparable Dell and Quantum solutions, July 2021





## WHY HPE FINANCIAL SERVICES?

Innovative financial services designed around your business. The funding you want, the equipment you want and a simple, no strings payment plan.

- Pay monthly or quarterly, with no down payment.
- Align rental costs to cashflow.
- Remove the risk of investing in a depreciating asset.
- Conserve capital along existing bank credit lines .
- Free up capital to fund other projects.
- Spread the cost of the solution over its useful life, with predictable cashflow over many months.
- Re-invest funds set aside for purchase to drive further growth.
- Ready your business for innovation and expansion to maintain your competitive edge.
- Flex payments according to your business needs.
- Refresh technology with each HPE StoreEver LTO tape generation.
- Securely recycle used equipment via HPE's Technology Renewal Centre.
- Retain full control and ownership of your data, while escaping hidden costs or unexpected price hikes as your storage needs change.

Make the right purchase decision.  
Contact our presales specialists.



Chat



Email



Call

### LEARN MORE AT

[hpe.com/us/en/services/financial-services.html](https://hpe.com/us/en/services/financial-services.html)

[hpe.com/storage/storeever](https://hpe.com/storage/storeever)



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