

HPE Offers \$2 Billion in Financial Aid

Written by Marco Attard
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HP Enterprise (HPE) designates over \$2 billion in financing to help customers and partners to face the challenges brought about by the coronavirus pandemic, including cash-flow or liquidity issues.



The financial services wing of the company also has a number of initiatives, including a Payment Relief Program to help customers acquire new technology and alleviate some financial strain. The \$2bn fund, HPE says, will help customers ensure business continuity and adapt to the current environment by addressing new technology financing needs, and convert infrastructure to new sources of capital. In addition, customers can acquire technology by paying just 1% of the total contract value each month for the first 8 months, deferring over 90% of the cost until 2021. From 2021, each monthly payment is approximately around 3.3% of total contract value.

In addition, HPE allows partners and customers to convert existing, owned IT assets into capital they can then apply to purchase new technology. HPEFS also buys back excess newer technology that is no longer needed, through a scheme the company says has infused over \$642 million back into clients' budgets in the past 2 years. Customers facing tight budgets can apply for a 90-day delayed payment scheme, while a phased deployment program allows them to configure, test and stand up new compute and storage systems before paying.

Another offer involves the availability of pre-owned HPE technology. The company says such solutions are certified to meet HPE OEM standards and come with a standard 30-day warranty. Customers can also rent pre-owned HPE technology for 3-12 months and new PCs for 12 months, with all hardware factory-configured to customer specifications.

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“This is a challenging time to lead a business. Today more than ever, IT leaders and CFOs play a central role in ensuring financial health while continuing operations”, HPE Financial Services says. “At HPE Financial Services, we are committed to helping businesses align their priorities from an IT economics perspective and provide them with concrete solutions so they can move forward.”

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