

# Avoid delays by having systems shipped, configured and ready for future business activation

## HPE Pre-Provisioning<sup>1</sup>

**HPE Financial Services** can help customers find new ways to plan for, acquire, consume and adapt the technology systems needed for business transformation.



68%

of CIOs find it tough to find the right balance between business innovation and operational excellence<sup>2</sup>



Average data center usage hovers around 6-12 percent<sup>3</sup>

## HPE Pre-Provisioning

Is your organization struggling to strike the right balance between business innovation and operational excellence? You're not alone, in fact 68% of CIOs are struggling with the same issue.<sup>2</sup>

In the New Style of Business, your organization has more options for choosing how and when to consume technology. A pay as you deploy consumption model, like HPE Pre-Provisioning, can improve operations and help you take a flexible and scalable approach to capacity planning that more efficiently adapts to business change.

## Keep IT and Finance on target

Prepare for growth by having spare IT equipment ready for deployment in advance of actual needs. Speed access to capacity and avoid delays by having systems shipped, configured and ready for use when your business demands it.

HPE Pre-Provisioning enables you to have pre-configured IT on-site, but payment won't begin until activation.

<sup>1</sup> Certain terms and conditions may apply.

<sup>2</sup> CIO Magazine, State of the CIO 2014. The Great Schism, January 1, 2014.

<sup>3</sup> Data Center 2025: Exploring the Possibilities. (2014). Emerson Network Power.

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## HPE Pre-Provisioning benefits

**Greater agility**—Gain additional capacity quickly by avoiding long internal procurement cycles

**Reduced risk**—Immediate access to pre-configured IT can help prevent business disruption or breach

**Financial flexibility**—Better manage IT with predictable payments that begin when equipment is activated

**Scheduled innovation**—Enable IT refresh cycles to keep up with the latest technology

**Global capabilities**—Ability to establish the same capacity plan in multiple countries

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## 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

## HPE Pre-Provisioning sample scenario



Regardless of utilization, at the end of the pre-provisioning period (Q4 in this example), all inactivated units will initiate billing.

Delivered & Installed
  Activated
  Chargeable

- A fixed price-per-unit/per month based on your order size
- You have the option of 'deploying/activating' 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—Servers<sup>4</sup>

- Total # of servers = 176
- Length of payment plan = 36 months (12 quarters)
- Fixed price-per-Server per quarter = \$366

QUARTERLY PAYMENT	Q1	Q2	Q3	Q4 – Q12	Q13	Q14	Q15	Q16
<b>36 blades deployed</b>	\$13,176	\$13,176	\$13,176	\$13,176	Refresh			
<b>40 blades deployed</b>		\$14,640	\$14,640	\$14,640	\$14,640	Refresh		
<b>55 blades deployed</b>			\$20,130	\$20,130	\$20,130	\$20,130	Refresh	
<b>45 blades deployed</b>				\$16,470	\$16,470	\$16,470	\$16,470	Refresh
<b>Total quarterly payment</b>	\$13,176	\$27,816	\$47,946	\$64,416	\$51,240	\$36,600	\$16,470	\$0
<b>Total blades deployed</b>	36	76	131	176	140	100	45	0

## Potential use cases

- Development/test phase before volume or phased roll-out
- Procurement, capacity planning, pre-staging required before roll-out
- Product standardization, lock specification, avoid end-of-life issues/costs

## The right IT consumption model for you

We can help you build an IT investment solution that supports transformation and the ability to deliver on your business goals.

Learn more at  
[hpe.com/hpefinancialservices](http://hpe.com/hpefinancialservices)

<sup>4</sup> The pricing example is to demonstrate how HPE Pre-Provisioning can be used and all prices are mere examples which do not reflect actual prices for any HPE products or HPE Pre-Provisioning solutions.



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