Lower risks and gain better control of new projects

Expanding into new markets, innovating operations, or transforming customer channels often starts with an experimental or pilot project. IT is always a foundational component, with new technology often required. But you want the flexibility to reduce your investment if the expected results aren’t realized. How can you deploy for success, but have the flexibility to reduce infrastructure costs if plans change? You need to be able to plan for contingencies.

Some big change initiatives such as moving applications to the cloud or making a major change in system architecture may require an extended transition period. You need new infrastructure now, but your capacity needs will be reduced as you successfully transition. Can you efficiently bridge from where you are to where you need to go, with costs more closely aligned to use?

A better option to manage IT investments

Purchasing new IT infrastructure doesn’t help you deal with the uncertainty of a pilot project. There is no flexibility to ramp down or scale back. You are committed for the full 5 to 7 year depreciation period or more. HPE Adaptable Use Models - Mitigate Risk is an IT payment solution that gives you the flexibility to adjust your IT investments based on your project’s success or changing needs. You can more easily align your costs with deployment. Return some or all of the project equipment and avoid being stuck with unneeded technology.
A case for Mitigate Risk

A large telecommunications solutions provider planned to deploy a new service to generate additional revenue and needed new IT equipment for the project. The deployment had a level of risk that would have been too cumbersome with a traditional purchase. To help manage risk, they sought a way to acquire new IT infrastructure that would provide more flexibility. They wanted to avoid a large cash outlay at the start before the project was proven and be able to reduce expenses if they didn’t move forward to full scale implementation. By leveraging our Mitigate Risk model, this customer was able to offset some of the risk of acquiring new IT. They were able to make monthly payments during the trial with an option to return equipment at the end of the trial without a penalty. If successful, they could continue operations without disruption.

How it works

• Pay monthly for new or pre-owned HPE compute, storage and networking datacenter solutions
• Option to return from 10% – 100% of acquired assets at pre-determined checkpoints identified at the program start
• Continue to use what you keep for the rest of the term, from 18 to 48 months
• Software and services can be bundled into monthly payments, but costs must be fully recovered over the selected term
• A minimum transaction size may apply

Choose an IT investment solution that supports your decision-making timeline and gives you the opportunity to benefit more from your choices.

Learn more at hpe.com/hpefinancialservices

Example use case | Benefits
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Pilot project | • Mitigate the risk of having to hold onto unneeded equipment if a change in plans reduces IT needs
| | • Recover a portion of your investment in IT for a pilot project
Transformation project (i.e. move infrastructure to cloud) | • Bridge infrastructure during a short to mid-term transition for a project such as migrating to the cloud or a data center transformation
| | • Meet short-term needs without a long holding period