

## SOLUTION BRIEF

# UPCYCLE TO THE EDGE

Out with the old and in with the new! The Upcycle to the Edge Offer helps you transition to a new Aruba solution and minimizes the complexities of removing your existing networking equipment. In addition, you may receive value for your old equipment to go towards your new solution, and you'll get the flexibility to defer payments or make small, minimum payments during your installation roll out for up to 12 months.

### UPCYCLE YOUR EXISTING NETWORKING EQUIPMENT

Prepare for trade-up by determining the unneeded networking technology in your organization available for upgrade. Our lifecycle experts will evaluate the market value of your equipment, and provide you with a trade-in market value quote within 2-business days towards your new Aruba solution.

Keep in mind, you can also trade-in any surplus equipment you wish to sell— PCs, laptops, servers and storage devices (regardless of brand)— to increase the value of your trade-in. And with our logistics services, you can focus on transitioning to your new Aruba solution and leave all the details to us!

### CHOOSE A PAYMENT OPTION

After selecting your desired Aruba networking hardware, software and services, pay for it through one of the following flexible payment options:

**90-Day Payment Deferral Option:** Acquire all your technology on day 1 of the term, and delay payments for up to 90 days. For the remainder of your term, pay for your solution with predictable monthly payments.

#### Is it a fit?

- You plan to install your networking equipment all at once and the installation can be completed within 3 months
- You want to avoid paying for your solution during your installation period
- You want to avoid a large upfront cost and pay for your solution with predictable monthly payments

**Extended Deployment Option:** Allows you to acquire your networking equipment in advance of actual need, and aligns your payments with deployment

#### Is it a fit?

- Your installation roll out will take longer than 3 months
- You want to optimize your cash flow and only pay for the technology that is in use
- Your organization has a slow procurement process, and having ready-to-go networking equipment on site would help avoid delays

#### How Does Extended Deployment Work?

- Define a rollout schedule for installation based on your business needs
- Obtain all technology on day 1, and begin making a small minimum payment after the first 30 days
- Pay for your networking equipment in a phased approach as it gets implemented
- Activate predictable payments when system is fully installed and operable for the remainder of the term.  
Must be fully operable by end of month 12

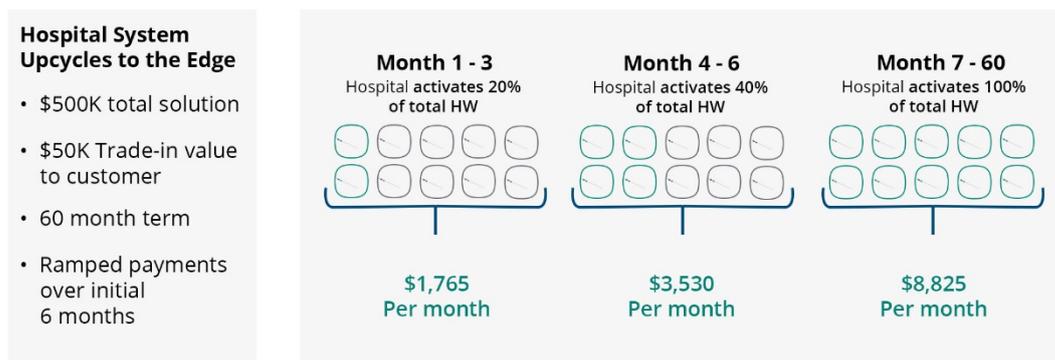
## HOSPITAL SYSTEM UPCYCLES TO THE EDGE

Let's go through an example. A hospital desired a new \$500K Aruba networking solution as soon as possible, but would not have budget to acquire the system until 6 months later. In addition, with lives on the line, they were unable to shut down the hospital all at once to transition to a new solution. Instead, they hoped to make phased upgrades while hospital rooms were vacant. And to make matters more complex, the hospital had an outdated networking solution and other old IT like servers and PCs which required removal from their premises in an environmentally-friendly and cost-effective manner.



The hospital chose the Upcycle to the Edge offer to overcome their challenges. With upcycling services, they were able to remove their unneeded technology, and receive a \$50K credit value towards their new Aruba solution. The value received from the trade-in would cover the costs during their new solution's implementation period.

For the payment option, the hospital selected a 60-month extended deployment. This allowed them to have all networking equipment available on site, and install their solution gradually over the first 6 months while keeping the hospital running as usual. They only paid for the networking IT that was activated or turned on. And once the implementation period was complete, they finished paying for their solution for rest of the term with predictable monthly payments.



- Hospital System Upcycles to the Edge**
- \$500K total solution
  - \$50K Trade-in value to customer
  - 60 month term
  - Ramped payments over initial 6 months

## THE OFFER TERMS

- 24 – 60 monthly payments
- \$25K minimum suggested trade-in value for upcycling services
- \$100K minimum Aruba solution. All Aruba & HPE hardware, software and services can be bundled in based on credit approval
- Available in the United States, Canada, United Kingdom, France, Germany, Australia & Singapore



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