

Moving to an as a Service Model - Investment considerations

Transition your business to an as a Service model

In today's world, everyone wants to consume goods "as a Service" and anyone can become a Service Provider. Traditional resellers, business partners or manufacturers want to profit from this market evolution and find ways to move from just selling "a product" into delivering "a service".

Find out what are important considerations while moving into aaS:

1. Click through for six short questions organizations should ask themselves to check whether they have the right IT investment and asset strategy as they move into an as a Service business model.
2. Choose the statement which is closest to your current situation.
3. See where you are on the path to success in an as a Service economy.

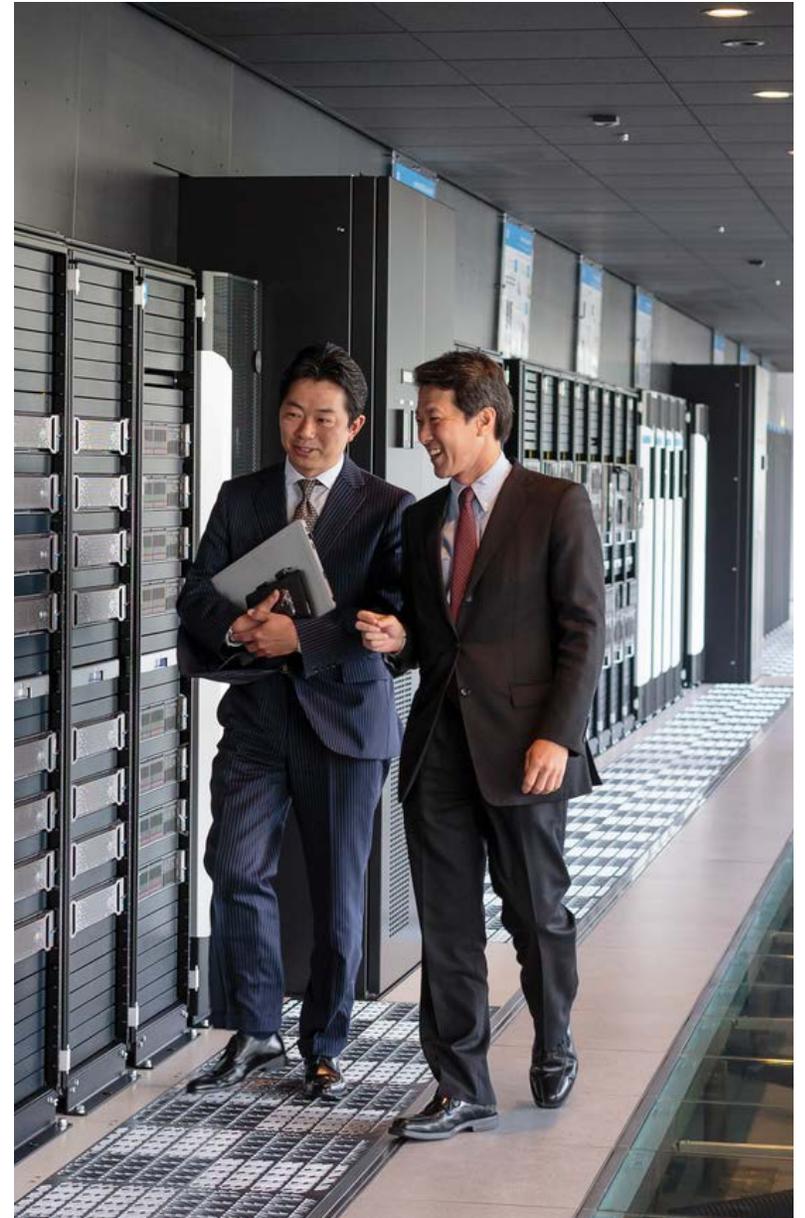
About the questions

These consideration questions have been selected based on a wide range of conversations with our customers and partners around the globe. Their perspectives have helped us to zoom in on the most common themes appearing as they evolve their business models.

What are your goals?

Click on the section that best describes your situation

Tip: This is an interactive eBook, click around to make the most of it!





As you review the answers to each question, choose the statement which closest aligns to your current situation.

I need to change my business model and move into aaS



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Make note of the answer's color coding and tally which color you select the most.



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I have restricted capital to develop an aaS business model

3



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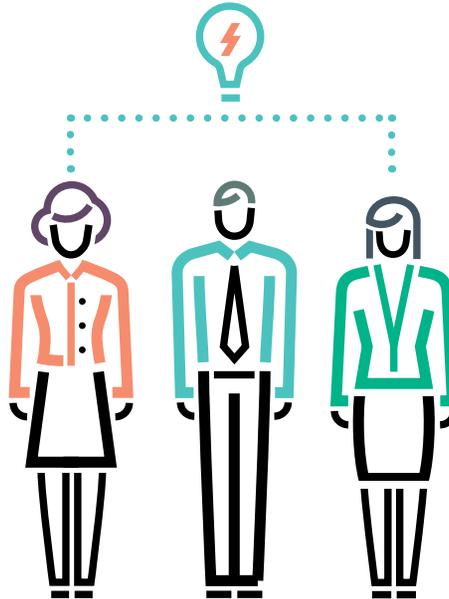
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Are you ready to switch over to an aaS business model?

If your selections were mainly in green...

With some level of expertise in as a Service, you're on your way to developing more sophisticated aaS models that will enable you to meet a broader range of customer needs. Take the next step by differentiating your aaS offers and adding IT Asset Lifecycle Solutions to your portfolio. You'll be able to help customers accelerate digital transformation, optimize and maintain their existing IT, and transition responsibly to new solutions.



If your selections were mainly in purple...

You're on the right path. You're beginning your as a Service journey, and may need to further explore the critical aspects of your aaS strategy. Identify the optimal ways for your business to manage investments in IT technology without increasing burden on your capital; focus on matching IT cost with service revenue over time. Increase your aaS expertise by leveraging the resources on the next page.

Watch our video series on moving to an as a Service model.

- **Understanding annuity-based business models**
- **Making the move to an as a Service business model**
- **Selecting a financing partner: Helping managing risk**
- **Evaluating financing partners: Making the right choice**
- **Tracking results: Getting what you expect**

For more innovative ideas on how to shift to an as a Service model, contact one of our HPE Financial Services representatives.

Learn more at

hpe.com/hpefinancialservices

Join the conversation with HPE Financial Services on **[LinkedIn](#)** and **[Twitter](#)**

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