



hp financial  
services

## alpha transition lease program

The Alpha Transition Lease Program enables you to lease the most advanced AlphaServers on the market today and leverage built-in transition options to support your future technology needs.

### a blueprint for the future

In June 2001, Compaq announced a bold move that is guaranteed to change the face of high-performance enterprise computing. While the transition of the AlphaServer product line to the Itanium™ processor family-based systems (IPF-based systems) holds great promise for long-term price performance, you're no doubt evaluating how your business will manage this transition:

- How can I keep my options open?
- What is the timeframe for this transition?
- How can I ensure a smooth transition to a new platform?
- How will this impact my budget?

At HP Financial Services, we understand these issues and have developed a unique and unparalleled lease program that will set your mind at ease and provide you with the technology you need to succeed now and in the future.

### program highlights

Designed to protect your investment in today's EV68 ES and GS-class servers, and to ease your transition to either the Next Generation AlphaServer or IPF-based systems, the Alpha Transition Lease Program:

- Gives you the option of transitioning to either Next Generation AlphaServer or IPF-based systems
- Provides specific timeframes for transition
- Reduces your investment risk
- Lets you finance the services necessary for a smooth transition
- Features a fixed monthly payment and term through the transition\*

Don't worry about tomorrow — we've got it covered. The Alpha Transition Lease Program gives you the industry-leading technology you need now and the peace of mind that future technology changes will find you well prepared.

### key benefits

- Mitigate obsolescence risk
- Smooth transition to the latest Compaq technology
- Guaranteed payment stability throughout transition process
- Flexible lease structures
- Set transition upgrade window up front

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## how it works

Lease your EV68 ES or GS-class server now on a 36-month lease with a fair market value purchase option at the end of the term. During a designated window near the end of your lease, you may transition to either future Next Generation AlphaServer or IPF-based systems on a like-for-like basis and enter into a new lease under which you may maintain or even decrease your monthly payment.\*

Depending on your technology transition decision, you can take advantage of the following bundled Compaq services:

### Next Generation AlphaServer Transition

- Next Generation AlphaServer installation, and EV68 de-installation and return shipping
- Architectural Workshop
- General transition service credits on GS systems that can be used towards the transition of your operating system, toolsets, data, or applications

## Itanium transition

- Itanium installation, and EV68 de-installation and return shipping
- Architectural Workshop
- IPF Transition Assessment Planning Service
- General transition service credits on GS systems that can be used towards the transition of your operating system, toolsets, data, or applications

### with either of the two transitions, enjoy:

- The flexibility to restructure your Next Generation AlphaServer or IPF lease to accommodate any configuration changes
- Co-usage of your current technology and new technology for up to 6-months while making only current system payments to facilitate transition to your new system

**For more information, please contact your Financial Area Manager or call 1-888-215-8868.**

\* Actual monthly payment may stay the same, increase or decrease. Transition lease payment is based on a like-for-like configuration and may be adjusted to reflect changes in product configuration needs or underlying U.S. treasury note rates or to reflect a lessee decision to finance transition services. Ninety-day advance notice required for transition. This lease offer is available through Hewlett-Packard Financial Services Company (HPFSC) to qualified commercial customers in the US and Canada and is subject to credit approval and execution of applicable HPFSC documentation. Other terms, conditions and restrictions apply as per HPFSC documentation. HPFSC reserves the right to change or cancel this program at any time without notice.

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