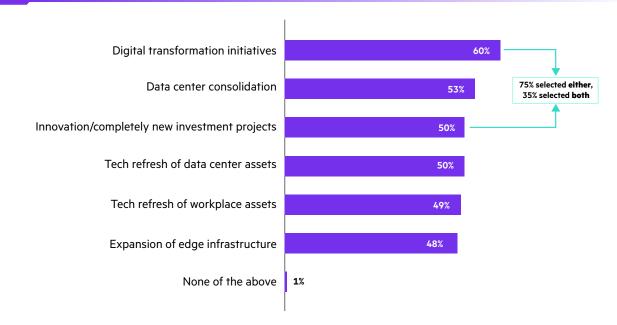
TURN BUDGET PRESSURE UPSIDE DOW

We know you may be struggling to find funds to transform, to innovate, or to keep up with your competition. You can't afford to leave anything on the table. Every dollar counts. There is a huge, untapped opportunity for you to increase your budget by leveraging existing, underutilized infrastructure.

HPE Financial Services partnered with research firm **Enterprise Strategy Group** (ESG) to execute a survey which gauges potential and achieved benefits of IT asset investment solutions. The research led by ESG involved a double-blind survey of 200 technology decision-makers across all global regions.

ARE YOU FEELING THE PAIN?

80% of respondents agree that their IT organization is currently under pressure to free up budget allocated to maintaining existing systems.



Learn how to transform your data center and generate a cash infusion from your owned assets with minimal disruptions to your current environment using the **HPE Accelerated Migration** program from HPE Financial Services

SPEED = PRODUCTIVITY **ARE YOU MOVING FAST ENOUGH?**

Respondents directly tied availability to the speed at which innovation can be delivered: increased employee productivity; improved security; enabled digital transformation.

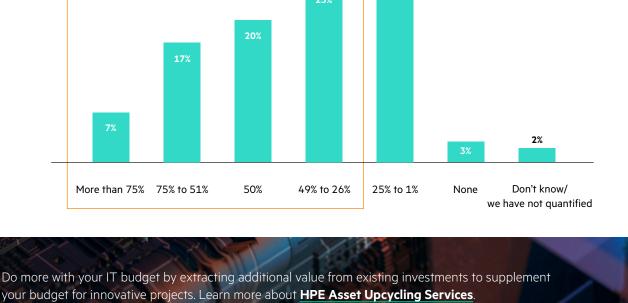


The need to drive innovation and accelerate time-to-market is at an all-time high. Increase operational efficiency by partnering with HPE Financial Services' IT lifecycle management and financing solutions

UNDERUTILIZATION MEANS WASTE. IT DOESN'T HAVE TO.

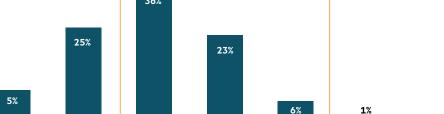
69% report more than one-quarter of assets are underutilized

On average, respondents estimate ~43% of IT assets are underutilized.



FOUND MONEY? DO MORE WITHOUT SPENDING MORE.

Meaningful budget lift: 64% of respondents report the value extracted from end-of-life IT assets equates to >5% of their overall IT budget.



1% More than 10% Don't know 0% 1% to 2% 3% to 5% 6% to 8% 9% to 10% Unlock the value of your entire IT estate with innovative, sustainable strategies that ensure your assets

and financial plans align to your business goals. Make your IT investment a force multiplier—not a stumbling block—

"We thought that this was a project that would take us a few

years to accomplish, but with HPE, we were able to roll it out within 15 MONTHS." — Respondent to ESG interviews with HPE Financial Services customers

LEARN MORE AT

hpe.com/hpefinancialservices

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