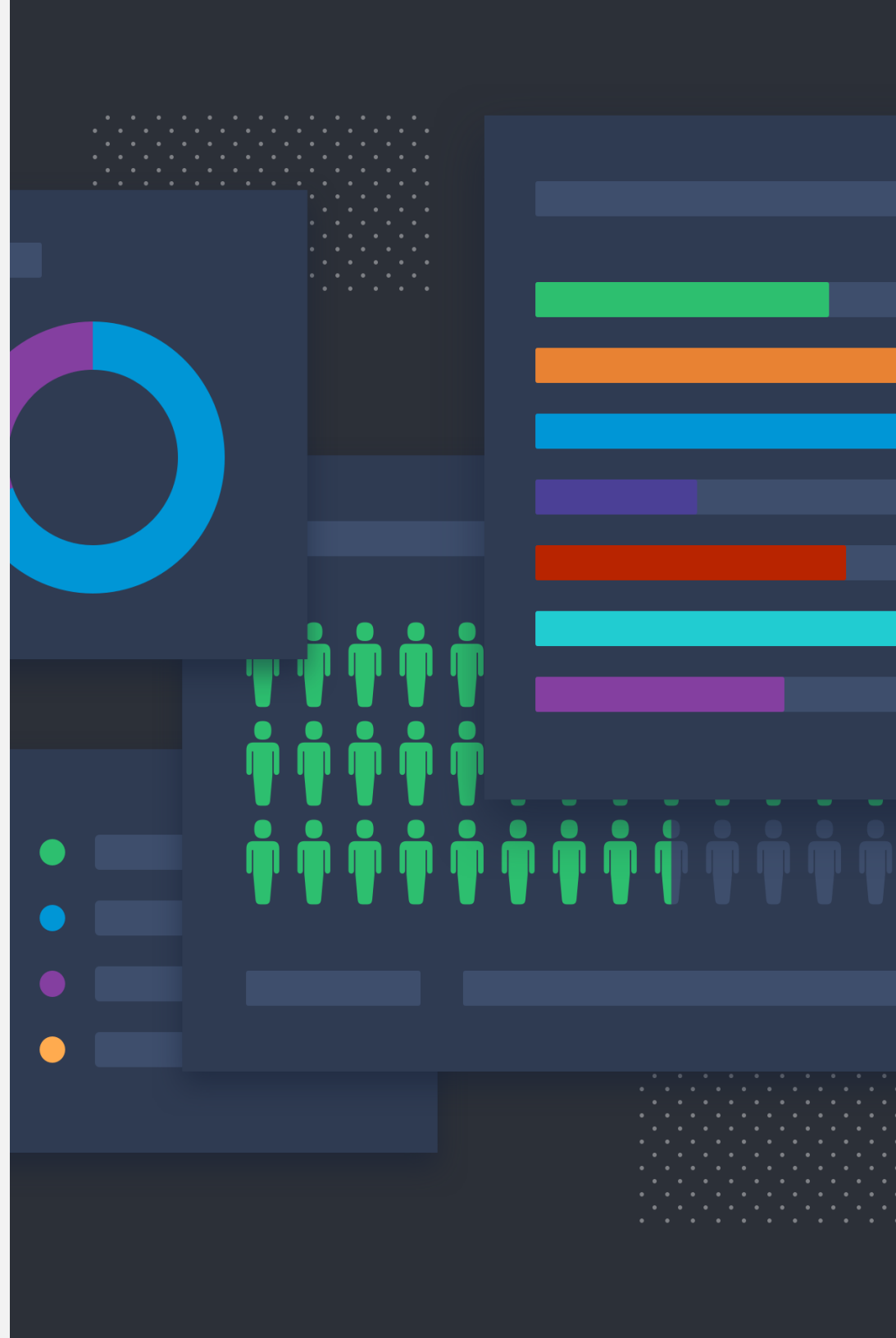




HP DaaS Value Calculator Report

02.28.2020



Optimizing IT with HP Device as a Service

Simplify how you source, support, and manage IT with HP Device as a Service (DaaS). With HP DaaS, we partner with you to help you increase employee productivity, avoid security risks, and gain cost predictability.

In an IDC study, 60% of DaaS adopters indicated the primary impact of DaaS was that IT staff was less burdened.¹ They also experienced a 22% average cost reduction and accelerated their device refresh cycle by four months. With HP DaaS, IT professionals have more resources to work on initiatives that support the efficiency of their organization. And with visibility at the device level and actionable analytics through HP TechPulse, device and OS health concerns can be addressed promptly.

How DaaS can add measurable value to your business

The below figures show the value you could unlock in each area by implementing HP DaaS. To find out more, please contact your HP or Partner Account Representative.

\$1,219,997

Your Potential Annual Value with HP DaaS
Based on the Selected Refresh Cycle*



\$131,323

Improve Employee Productivity



\$584,010

Decrease IT Workload



\$326,664

Strengthen Security



\$178,000

Optimize IT Spend

Improve Employee Productivity

- Significantly reduces user downtime by resolving incidents quicker
- Gets modern devices to employees faster

HP DaaS can help employees stay productive with a variety of hardware choices to match the appropriate device to their needs, including Windows and Apple® devices and Chromebooks™.4,5 Plus, with HP TechPulse analytics, issues are proactively identified and can be mitigated for optimal uptime.



\$131,323

Your potential value with improving employee productivity & satisfaction

Empowering the workforce



68% of employees aren't currently satisfied with their technology experience.²



61% improvement in end-user productivity, following implementation of desktop deployment and management services.³

Decrease IT Workload

- Reduces help desk ticket volume
- Improves device and application deployment, and device installment
- Improves efficiency of patch management
- Predicts issues before they occur with insightful analytics on device health

Relieve demands on IT. With a device management service, IT can spend less time managing and securing devices.



\$584,010

Your potential value with easing IT workload to free up resources for other priority projects

More time efficiency

77%

of IT leaders spend too much time on 'keeping the lights on'.⁶

47%

of IT professionals spend more than 4 hours a day addressing alerts, for example malware detection, phishing attempts, or failed logins.⁷

Strengthen Security

- Reduces the risk of endpoint breaches
- Improves license compliance

HP DaaS helps you secure and manage multi-OS devices,⁴ and proactively identifies and mitigates issues with insightful HP TechPulse analytics. Plus, HP DaaS Proactive Security provides real-time malware protection for endpoints, security and threat analytics, and specialized expertise to strengthen your security posture.¹⁰



\$326,664

Your potential value with strengthening your security posture

Endpoints as a risk for organizations⁸

According to Ponemon Institute

64%

experienced one or more
successful endpoint attack
over 12 months

102

average days to patch
endpoints

\$440

average cost per
compromised endpoint

Optimize IT Spend

- Equips end users with appropriate devices and maintains an appropriately-sized device inventory
- Pay only for what you use with one price per device, inclusive of the lifecycle support and services needed
- Reduces accidental damage costs for devices

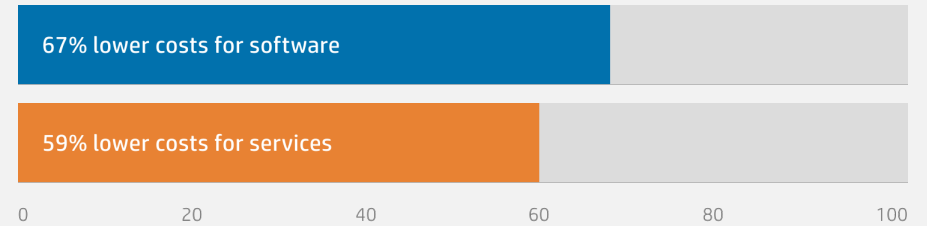
Simple, predictable plans can help you optimize spend, cash flow, and refresh cycles. Tailor your HP DaaS plan to include services for the entire device lifecycle and flex your plan to suit the changing IT needs and workforce.



\$178,000

Your potential value with optimizing cost predictability





Organizations that adopted 'as a service' models spent less⁹



Smart, simplified solutions for today's world

Optimize your IT assets and resources with HP DaaS,[‡] a solution that combines hardware, insightful analytics, proactive management, and services for the whole lifecycle - from design to configuration and maintenance - with a single price per device, all while you enjoy the benefits of a global technology partner that is committed to your ongoing success.

Your HP DaaS solution could include:

 <p>The Right Devices for the Job</p>	 <p>Hardware Support</p>
 <p>Customer Success Management</p>	 <p>Proactive Mgmt. with HP TechPulse analytics</p>
 <p>Financial Services[†]</p>	 <p>Lifecycle Services</p>

HP DaaS Value Calculator: Powered by Ecosystems



Ecosystems is an industry expert in helping providers and customers anticipate and track the business value of 'as-a-service' offerings.

The HP Value Management Office (VMO), which is supported by Ecosystems software and services, is dedicated to ensuring organizations understand the specific potential and actual business impact offered by the HP DaaS portfolio. The HP DaaS Value Calculator leverages the VMO platform.

See how you can build a more in-depth business case for HP DaaS with your HP or Partner Account Representative.

* The Value Management Office combines a team of value consultants, a process for quantifying benefits, and an online collaborative platform to support sales and customer success teams. More than 350 business cases have been created.

1. IDC, Devices as a Service Multi-client Study Worldwide results, July 2018.
2. PwC, 2018, Our status with tech at work: It's complicated.
3. IDC custom research sponsored by HP Inc.; PC Lifecycle Survey of IT decision-makers in 902 organizations across nine countries with 750 or more end-user devices, August 2017, The Value of Device Management Services.
4. For full system requirements, please visit www.hpdaas.com/requirements.
5. HP DaaS for Apple is available in the United States and select European countries directly from HP and select partners. Other Apple® products as a service available through HP DaaS upon request. Please check with the HP representative in your area for availability.
6. Rimini, July 2018, Biggest Obstacle IT Leaders Say: Keeping the Lights On.
7. Imperva, May 2018, Survey: 27 percent of IT professionals receive more than 1 million security alerts daily.
8. Ponemon Institute, 2018, State of Endpoint Security Risk.
9. IDC custom research sponsored by HP Inc.; PCaaS Multi-client Survey, N=3,700+ in five countries; U.S., UK, Germany, China, India, Australia, February 2017.
10. HP DaaS Proactive Security Service available as a separate purchase for Windows 10 devices, regardless of manufacturer. See www.hpdaas.com/requirements for additional system requirements. The HP DaaS Proactive Security Service requires HP TechPulse, which is included in any HP DaaS or HP DaaS Proactive Management plan. Security Experts available in the Proactive Security Enhanced plan only.

†Financing and service offerings available through Hewlett-Packard Financial Services Company and its subsidiaries and affiliates (collectively HPFSC) in certain countries and are subject to credit approval and execution of standard HPFSC documentation. Rates and terms are based on customer's credit rating, offering types, services and/or equipment type and options. Not all customers may qualify. Not all services or offers are available in all countries. Other restrictions may apply. HPFSC reserves the right to change or cancel this program at any time without notice.

‡HP DaaS plans and/or included components may vary by region or by Authorized HP DaaS Service Partner. Please contact your local HP Representative or Authorized DaaS Partner for specific details in your location. HP services are governed by the applicable HP terms and conditions of service provided or indicated to Customer at the time of purchase. Customer may have additional statutory rights according to applicable local laws, and such rights are not in any way affected by the HP terms and conditions of service or the HP Limited Warranty provided with your HP Product.

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