



# DECUS

## IT Symposium 2004, Bonn

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IT Symposium 2004 6/2/200422, April 2004



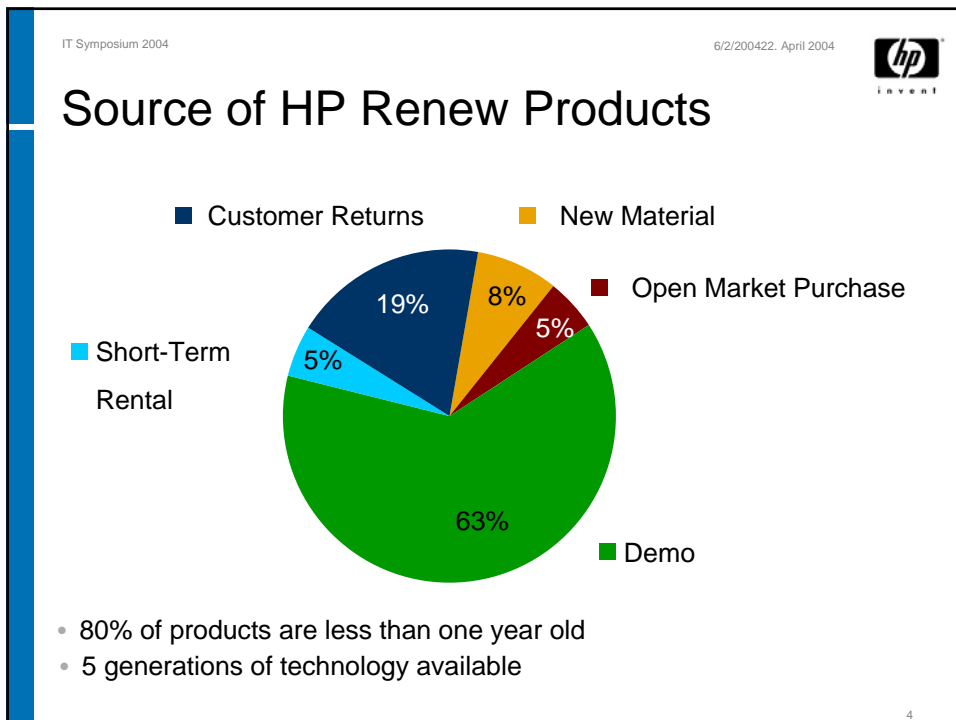
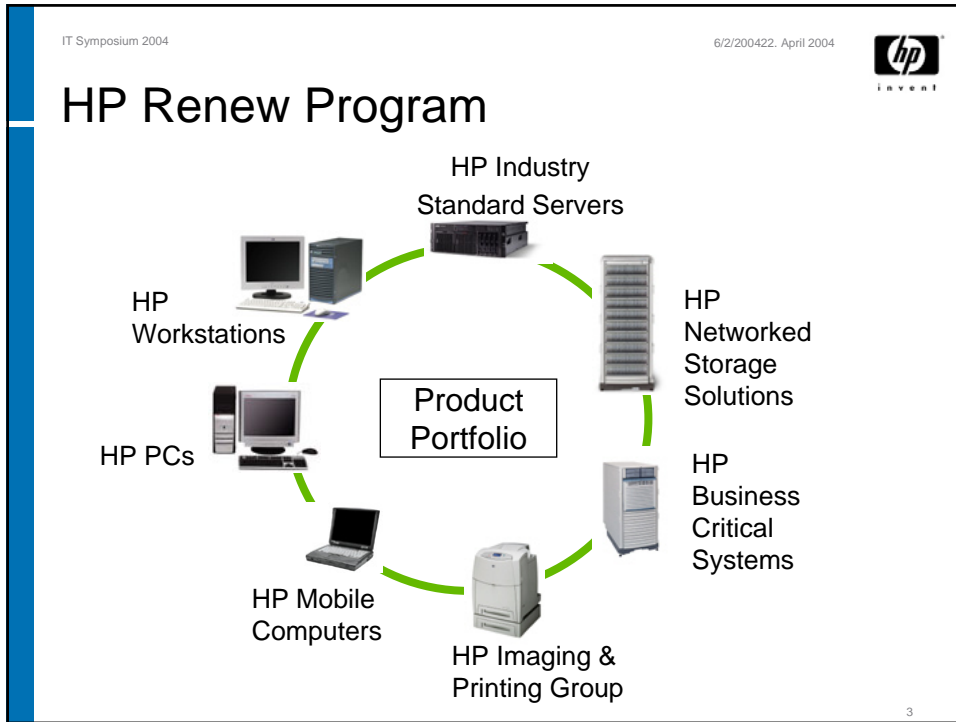
## HP Renew Program


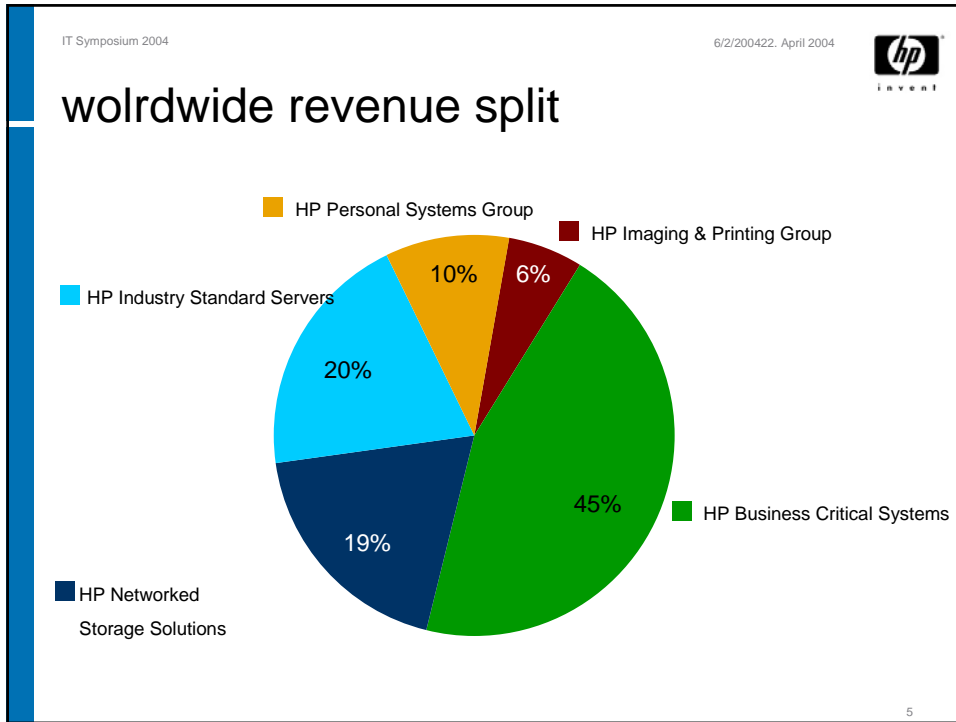


an HP program offering  
HP quality remanufactured  
products, covered by the  
original HP warranty..

- Business established in 1981
- Dedicated HP resources in 17 countries
- 10 HP remanufacturing sites
- \$ 440 Mio revenue worldwide
- Up to 5 generations of technology

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## HP Renew Product features

Form factor	→	Brand assured
External appearance	→	As new
Warranty	→	Same as for new HP products
Software & licenses	→	Original software
Specification	→	Configurable on demand
Base pricing	→	10 -15% below new products list prices


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## HP Renew Program features for customers


- ✓ Dedicated promotions
- ✓ HP warranty
- ✓ HP financing
- ✓ HP support options
- ✓ Cost effective purchasing solution
- ✓ Legacy systems available for integration into existing platforms



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## Was bietet HP- EMR neben dem HP Renew Programm ?



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- **HP Demo Program** (incl. Demo-Buy-Out)
  - PSG, IPG über TS Service GmbH
  - ISS durch EMR Demo Team
  - BCS durch EMR Demo Team
- **HP Exchange Program:**
  - HP Trade-in / Buy&Try / rebate
  - sales buy back
- **HP Renew Program** ✓

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**Produktverfügbarkeit  
/ Ansprechpartner**



hp



# HP Inventory Today – online availability

[www.hp.com/products/hp-inventory-today](http://www.hp.com/products/hp-inventory-today)



Produktgruppen: BCS; NSS; Alpha

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Produktgruppen: ISS; PSG; IPG; 5X

-> Andrea Wieland / Andreas Vater 07031-14-1382



# Q&A

