

# Pay per use for HP StorageWorks XP/EVA

HP StorageWorks XP 128/1024 and EVA 5000/3000



The Pay per use for HP StorageWorks XP solution helps take the guesswork out of managing your storage needs.

Successful companies know that storage is a critical part of any IT infrastructure. And storage becomes even more critical as companies become more data-intensive. Yet managing storage capacity is often a complex, time-consuming, and costly chore.

Why? Because companies are faced with the unenviable task of trying to predict the needs of their businesses months — and even years — in advance. Yet seasonal spikes, unexpected growth, the addition of new programs, and a lack of highly skilled IT professionals, can throw that planning right out the window.

The result is that companies either end up purchasing too much storage capacity in an effort to “over guess” their needs, or end up purchasing too little storage capacity and then must scramble to purchase or lease more as business demands grow. Ultimately, many companies end up spending too much for storage capacity, put themselves at risk for operational interruptions, and strain their already stretched resources to maintain and protect the storage they have.

## Addressing your storage requirements

HP understands the challenges that companies face. Which is why we developed the Pay per use for HP StorageWorks XP/EVA solution — an innovative financing program from HP and HP Financial Services that helps companies meet their current storage needs — and position themselves to address any sudden surges — in a cost effective and timely manner.

Pay per use for HP StorageWorks XP/EVA extends the leadership position that HP achieved two years ago when it first introduced the pay per use model for several of its server products. With the introduction of this solution, companies can now gain the same benefits of this new business model — whether they purchase HP servers, storage systems, or both. As important is the fact that all HP Pay per use solutions are designed to scale right along with a company's IT environment.

Available on HP StorageWorks XP 128/1024 and EVA 5000/3000 disk arrays, the Pay per use for HP StorageWorks XP/EVA solution can help your company:

- Align costs with your usage
- Eliminate large up-front storage investments
- Improve service levels by providing reserve capacity that is accessed when you need it
- Ensure less frequent procurement and simplified storage capacity planning

## The program at work

With the Pay per use for HP StorageWorks XP/EVA solutions, customers pay a fixed monthly fee plus a variable fee that is based upon the usage of their HP XP/EVA disk storage system. Related HP storage products, software, and services are also available via this program.

If your company is trying to avoid locking into an expensive storage infrastructure, but you still want sufficient reserve capacity on hand to meet your service level agreements, then Pay per use for HP StorageWorks XP/EVA is for you. Here's how it works:

- You select the storage configuration, capacity, software, and services that are appropriate for your business.
- HP installs the storage device and a unique automated metering technology at your site.
- The metering technology measures capacity usage and transmits it to HP.

- Each month you are charged for the average capacity used at the quoted rate in addition to a minimum percentage of the installed capacity.
- At the end of the contract, you may extend the lease, purchase the equipment, or simply return the equipment to HP.
- As storage needs expand, you may add capacity to the existing system.

## Accessing additional HP services

HP offers a full set of lifecycle services that may be used to complement the Pay per use for HP StorageWorks XP/EVA solution. These offerings include:

- Assessment, planning, and design
- Implementation, integration, and startup services
- Data migration
- Ongoing maintenance and support
- Mission critical and business continuity services
- Managed services

## Building an adaptive enterprise

The Pay per use for HP StorageWorks XP/EVA solution is one component of HP's larger On Demand program that covers a broad range of products, including servers, storage, access devices, printing and imaging, and mail and messaging services. Through these programs, we offer a flexible capacity and cost structure that can help you optimize assets for tomorrow, minimize risks today, and maximize agility for rapidly changing business environments.

## For more information

To learn more about HP's On Demand storage solutions, contact your local HP sales representative or visit our Web site at [www.hp.com/go/ondemand](http://www.hp.com/go/ondemand).

© 2004 Hewlett-Packard Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein.