



### **Our Customer**

The Yi-Lan Education Bureau is one of the largest local government departments in China, managing the education of approximately 60,000 students from ages six to eighteen in the Yi-Lan County of China's Hei Long Jiang Province. The bureau is responsible for all facets of education including curriculum, budgeting, teacher salary, facility operations, and equipment purchase.

### **Challenge**

Technology in China is rapidly progressing, and in order to give children the opportunity to stay current and learn with technology, school systems must be able to provide adequate equipment for their students' use. Yi-Lan Education Bureau is no different. In order to provide the best education for its students, computers in its schools have to be updated regularly.

Like any government-funded institution, schools work within a limited budget, which sometimes becomes difficult considering the cost of purchasing technology. Yi-Lan Education Bureau was looking for PCs and IT services at a reasonable price, with flexible payment options that could be updated regularly to ensure that their purchase does not become obsolete within a few years. They needed a partner that could adapt to their requirements and finance a multi-vendor solution.

The technology purchased by the school system had to be current enough to meet certain technological requirements. It also had to be adaptable enough to teach students in multi-media and network with computers outside the school system.

### **Solution**

Yi-Lan Education Bureau considered solutions from a variety of vendors and finance partners. In the end they chose a proposal from HP Financial Services (HPFS) as the best solution for their needs. HPFS was able to offer a lower price than the competition while still providing the quality equipment and service that was needed to achieve Yi-Lan Education Bureau's goals.

The package from HPFS included 800 student PCs and 50 teacher PCs. Since the different vendors vying for the contract could offer fairly similar technology, HP focused on the finance solution. HPFS' relationship with the China Ministry of Education and local education bureaus allowed it to be flexible with the finance options. The deal was structured in favor of the customer to help reduce the flat interest.

## Challenge

- Tight budget constraints
- Stay current with the technology used to teach students
- Meet technological needs: the ability to teach multimedia applications and network with outside computers

## Solution

- Flexible finance options to meet budget requirements
- With a direct presence in China, HPFS was able to offer a complete solution with finance options and competitive pricing
- HPFS financed HP and non-HP products
- Through leasing, technology renewal and upgrades occur regularly

## Results

- Yi-Lan Education Bureau leased over 800 PCs and services from HP, valued at \$1 million USD over three years.
- Students are using updated computer technology to learn and further their education
- HP beat out longtime incumbent, Dell

This solution was unique to HP's offer. Long-time incumbent Dell, for example, has to rely on a third party to provide finance services in China which limits its understanding of the customer's needs and the ability to adjust the solution quickly. As a result of HPFS' direct presence, it was able to adapt to the customer's financial needs while financing HP and non-HP products.

Yi-Lan Education Bureau entered into a lease with HPFS worth \$1 million USD over three years. With this lease schedule, the education bureau helps ensure that its students will not have to learn on outdated equipment. After three years, HP will remove the old equipment to allow for a new lease to start with modern and up-to-date technology.

### Results

HP's solution has helped strengthen its relationship with the education market in China. Education bodies in the government are increasing their acceptance of leasing as a solution for IT projects and school-to-school network building. By leasing the education system will always have up-to-date technology and by renewing lease schedules every three years, will stay up to speed in the future.

### Who we are

HP Financial Services delivers a total "acquire-to-retire" suite of offerings that simplifies the entire IT financial life-cycle management process — from flexible acquisition alternatives to TCO-reducing asset management services to value-maximizing end-of-life solutions. As a wholly owned subsidiary of HP, Hewlett-Packard Financial Services Company is unmatched in the world, for both the capability and flexibility to deliver financial services that work the way you want to work, worldwide.

For more information on how working with HP can benefit you, contact your local HP Financial Services representative, or find us on the web at [www.hp.com/go/hpfinancialservices](http://www.hp.com/go/hpfinancialservices).