



Powering PC productivity and sustainability

HP Renew Solutions for Channel Partners



Lead the way: help your customers balance budget, performance, and sustainability in a hybrid world.

With the rise of hybrid work and climate change, IT teams are expected to deliver a seamless employee experience to support higher productivity while managing costs and contributing to their organization's sustainability goals. As a result it is under pressure to provide optimally performing devices that meet business and employee needs. Organizations of all sizes need flexible options to extend and support the life of their devices.

When you partner with HP to offer Renew Solutions, you empower customers to reach their business, finance, and sustainability goals and embrace the opportunity to make a real impact, stand out in the market, and build lasting relationships with clients who value forward-thinking solutions.

1/3 of IT decision makers

stated budget constraints as the top factor steering IT priorities¹

2/3 of executives

expect significant climate change impact on their company's operations²

HP Renew Solutions

HP Renew Solutions are designed to help drive a more sustainable future with the reliability you expect from HP with a flexible suite of certified refurbished devices,³ service and solutions⁴ that enhance employee experiences.

- **HP Certified Refurbished Hardware:** Provides customers with the performance and reliability they can expect from HP, boosting their sustainability. Available in the US and select European countries.
- **Renew Services:** Sold as an add-on, these services help enhance device longevity and support customers' climate goals with integrity and reliability. HP Carbon Neutral Computing Services integrates carbon offsets from manufacturing through use of the PCs life.

HP Certified Refurbished Hardware

Give your customers optimal performance with HP Certified Refurbished products, backed by HP's world-class service support.⁵ Each device goes through a rigorous refurbishment process, incorporate HP-approved parts and are inspected to meet HP's quality standards⁴ - giving you peace of mind that your customers are getting optimal performance products. These devices are ideal for businesses prioritizing productivity and affordability while embracing circular solutions.

PCs come with a 1-year limited warranty, with the option to add HP Offsite Support for extended coverage.

Why sell HP Certified Refurbished Hardware

Sell refurbished devices with confidence	Diversify your sales portfolio	Differentiate yourself from the competition
Our rigorous refurbishment process ensures you can confidently sell high-quality devices, fostering customer trust and satisfaction.	Attract budget-conscious customers who can't afford brand new devices or are seeking more sustainable options.	Distinguish yourself from your competition and increase your market share by demonstrating your commitment to sustainability.

HP Carbon Neutral Computing Services

From the moment our PCs are manufactured to their daily use, we integrate carbon offsets into each device. By offering HP Carbon Neutral Computing Services, you can feel confident that you are advancing your customers' climate initiatives with integrity and reliability.

This service can be attached to new PC sales as an optional add-on Care Pack.

Why sell HP Carbon Neutral Computing Services

Cater to your sustainable-minded customers	Boost sales by attaching to new hardware deals	It's as simple as selling an HP Care Pack
Differentiate your services portfolio with this sole source carbon neutral offering and win more RFPs with customers who value or require sustainable practices.	Give customers a way to offset carbon emissions and increase your earnings by selling this Care Pack. Level up incentives by participating in the HP Amplify program.	Use HP Care Pack Central to identify the correct SKU, attach it to the device, and register the service on your customers' behalf, using their email address.

Next steps

By offering HP Renew Solutions products and services, you are leading the drive toward sustainability in the IT industry. Embrace the opportunity to make a real impact, stand out in the market, and build lasting relationships with customers who value more affordable, eco-friendly technology solutions.

Learn more

- Contact your HP Channel Representative
- Download sales enablement materials from the [HP Partner Portal](#)
- Visit www.hp.com/renew

1. (2023). TechRepublic 2023 IT Priorities Survey. TechRepublic.
2. Deloitte (n.d.). Deloitte 2022 CxO sustainability report. Retrieved January 19, 2024, from <https://www2.deloitte.com/me/en/pages/operations/articles/deloitte-cxo-sustainability-report.html>
3. HP Services are sold separately. 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.
4. HP Certified Refurbished Hardware includes cosmetic grading, functional testing, data wiping, reimaging, and the use of HP OEM parts.
5. TCO Certified, Impacts and Insights Circular IT Management in Practice, June 9, 2020.

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