HP and Intel: Desktop Mini
HP Desktop Mini: A Comprehensive Portfolio

Enterprise Level

EliteDesk 800 Desktop Mini
Engineered for enterprise grade performance and manageability. The EliteDesk range matches global needs for mission critical business.

Commercial

ProDesk 600 Desktop Mini
A mainstream business PC that’s the perfect combination of performance, enhanced manageability, and commercial level security.

Growing IT

ProDesk 400 Desktop Mini
Meet the everyday needs of your growing business with a smart financial investment designed with simple, business-class manageability and security capabilities.

Non-Managed IT

260 Desktop Mini
Reliable performance you can depend on at a budget-friendly price.
Enterprise-ready Security.³

User-ready Performance.

*4th generation Intel® Core™ vPro™² processor*

**Embedded Security³**

Strengthen security across the enterprise with enhanced, built-in security features.

**Business Productivity**

Increase productivity with performance that keeps up with the way your users work.

**Manageability/ Automation**

Gain greater control with remote asset tracking and management capabilities.
Vertical Market Opportunities

Mini PCs: All the Power without the Tower

Performance
Good Fit in Small Cubicles

Space Saving Design
WiFi Access

Scalable Performance (office tasks to engineering)

Space Saving
Easy Storage in Off-season

Scalable Performance (reception area to medical staff)
Why customers still choose Desktop PCs

**Low TCO**
- Price/performance
- Long life-span

**High Performance**
- High computing power/storage/graphics
- Large screens

**Most Flexible**
- Configuration options
- Easy to upgrade

**Strong Security**
- Less likely to be stolen or broken
- Better data privacy than cloud solutions
HP Desktop Mini – Great performance in a small package

Fits anywhere for Zero footprint

One of the Smallest full-function desktop PCs in the market. This versatile performer fits just about anywhere to make the most of small workspaces.

Offers a variety of accessories for flexible deployment options including zero footprint, expandability and physical security.

Business critical features included: Multi-display support, Integrated VESA mounts, Integrated WLAN.

Wide Range of Offerings:

A complete line of Desktop Mini models for enterprises, small business and education. Choose the one that best fits your needs and budget.

Desktop Mini Accessories Ecosystem
Options for mounting, security, expandability and legacy support compatible with all HP Desktop Mini models.

Expansion Modules
Legacy Ports
Secure Mounting
Desk Productivity
Racking
Key Benefits – Desktop Mini Family

**Small and Versatile:**
The ultra-small HP Desktop Mini fits in almost any space and accessory options support a variety of use cases.

**Built for business** with commercial design, service and OS options

**Just what you need** from basic affordable productivity to high-end power computing

**Low TCO** delivered by energy-efficient processors

Tailor a solution with custom-built Mini accessories including secure mounting options, external optical/hard drives and legacy port support.
HP EliteDesk and ProDesk G1 Mini PC Features

**Super small size**
6.9 x 1.3 x 7.0 in
175 x 34 x 177 mm

**Windows 8.1 Pro** Operating system

**Headphone and microphone**
3.5 mm headphone output and microphone jacks

**USB Ports**
6 USB Ports
Featuring (2) Front USB 3.0 ports, including a fast charge port*

**Power and LED**
Power button and PC status LED

**4th generation Intel® Core™ Processors**

**Wireless antenna**
Integrated wireless antenna

**VESA mounting**
Integrated VESA standard

*Fast charge on 800/600 only, not on HP ProDesk 400

*USB 3.0 Ports on 800/600 Desktop Minis
HP EliteDesk 800 G1 Desktop Mini
Most performance packed in the smallest package

An enterprise class, powerful PC designed for business-critical environments, engineered in the smallest package with a variety of accessories for maximum productivity

Key Selling Points:

• Clean, easily-serviceable design featuring integrated wireless antenna and VESA mount allow flexible deployments. HP accessories include zero footprint, expandability and physical security options.

• Full EliteDesk functionality and Business critical features included: 3 HD display outputs, integrated VESA mount, integrated WLAN antenna, many storage options, TPM 1.2, HP BIOSphere and Client Security.

• Built and tested for reliability: MIL-STD 810G tests and over 115,000 hours of HP testing and end-to-end diagnostics.

• US-based Elite Support: Talk to an agent anytime and get priority service at no additional charge.

Use Cases

Tight work spaces
Hosted apps, office suite and UCC tools
EliteDisplays, Security/ Dual VESA mount, Wireless Keyboard and mouse, headset

Trader/ Design
Office suite, LANDESK.
EliteDisplays, Integrated Work Centre, ODD Expansion Module

Key Accessories

• Expansion modules
• Security mounts and cables
• Display stands & Dual displays
• Rack mount kit
• CarePack services

Multiple HD displays, (2) Display Port and (1) VGA
Tool-less accessibility
Intel® 4th Generation Core
Energy Star
HP BIOSphere
Rugged and Reliable Designed for MIL-STD 810G Testing
HP Client Security and TPM 1.2
HP ProDesk 600 G1 Desktop Mini Business PC

Trusted & Proven Reliability

The desktop has evolved – HP ProDesk 600 G1 Desktop Mini PC is a smart investment efficiently crafted to fit almost anywhere. The latest PC technologies keep users productive and operating costs down.

Key Selling Points:

• No-compromise full PC functionality built with the latest performance in a design smaller than some desk phones.
• HP Client Security to keep data secure and protected
• Energy consumption levels low enough to leave running 24/7
• Easy deployment: a compact design featuring M.2 wireless LAN options, multiple mounting options and accessories that enhance productivity and security.
• Boost productivity with 3 independent HD Displays.
• Configure your HP Desktop Mini PC with the processors, SSDs, accessories, security and manageability features your business needs.
• HP BIOSphere keeps data and systems protected with customizable security.

Use Cases

Back office Multi Tasking
Hosted apps, office suite and UCC tools
3 ProDisplays, Wireless Keyboard and mouse

Analyst/Financial Trader
Office suite and UCC tools.
Dual display stand, Single Monitor Arm, and 3 24” ProDisplays

Key Accessories

• Expansion modules
• Security mounts and cables
• Display stands & Dual displays
• Rack mount kit
• CarePack services
HP ProDesk 400 G1 Desktop Mini Business PC
Petit Powerhouse. Affordable, flexible functionality.

Take back your desk! Compact yet powerful, this mini PC packs the commercial-grade performance and industry leading security software you need to work efficiently and safely—at a great price.

Key Selling Points:
• Easy deployment: a compact design featuring wireless LAN options, multiple mounting options and accessories that enhance productivity and security.3
• Help reduce energy use and costs with processors that consume less.
• Maximize productivity on dual full HD displays with DisplayPort 1.2 and VGA outputs.
• Power up directly from the keyboard when it's out of reach or in an enclosure.
• Six USB ports (two USB 3.0) enable the peripherals you need.
• HP BIOSphere keeps data and systems protected with customizable security.4
• Give your IT team the tools they need to efficiently manage your fleet.
• Use a standard hard drive or choose from a full range of SSDs.

Use Cases
Multi-tasking
Hosted apps, office suite and UCC tools
Dual Display Stand webcam and headset

Student Computing Lab
Office suite, HP Classroom Manager, LANDesk.
ProDisplay Companion Stand and webcam
Mini Rack mounting

Key Accessories
• Expansion modules
• Security mounts and cables
• Display stands & Dual displays
• Rack mount kit
• CarePack services
HP 260 Desktop Mini PC
Small size, big performance, affordable price.

The fully functional HP 260 Desktop Mini PC delivers the benefit of space saving design that can grow with your business. Equip yourself with the essential tools you need at an affordable price.

**Key Selling Points:**

- Reduce energy use and costs with processors that help consume less than half the energy of those in other mini PCs.
- Compatible with HP mini accessories. Expand storage options, add legacy ports with expansion modules, help secure your device with security mounts, or take back your desk space with stands and integrated work centers.³
- Power up directly from the keyboard when it’s out of reach or in an enclosure.
- Do more on dual full HD displays with DisplayPort 1.2 and VGA outputs.
- 6 USB ports (four USB 3.0) enable all the peripherals you need.
- Configurations available with standard hard drives or speedy and reliable solid state drives.³
- No cart needed! At less than 2 lbs, this desktop is easy to carry, deploy and store.

**Use Cases**

**Bullpens/Call Centers**
- Hosted apps, office suite and UCC tools
- Integrated Work Center Stand and headset

**Student Computing**
- Office suite, specialized software, cloud access
- ProDisplay Companion Stand and webcam

**Key Accessories**
- Expansion modules
- Security mounts & cables
- Display stands
- Dual displays
- CarePack services
# HP Desktop Mini Family - Specs to Specs comparison

<table>
<thead>
<tr>
<th></th>
<th>HP 260 G1 DM</th>
<th>ProDesk 400 G1 DM</th>
<th>ProDesk 600 G1 DM</th>
<th>EliteDesk 800 G1 DM</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Chipset &amp; CPU</strong></td>
<td>Intel Mobile U processor 4th Gen up to core i3 (15w)</td>
<td>Intel H81 &amp; 4th Gen CPU (35W)</td>
<td>Intel Q85 &amp; 4th Gen CPU (35W)</td>
<td>Intel Q87 &amp; 4th Gen CPU (35W)</td>
</tr>
<tr>
<td><strong>Size &amp; Volume</strong></td>
<td>175 x 34 x 177 mm – 0.7 kg</td>
<td>175 x 34 x 177 mm – 1.3 kg</td>
<td>175 x 34 x 177 mm – 1.3 kg</td>
<td>175 x 34 x 177 mm – 1.3 kg</td>
</tr>
<tr>
<td><strong>Video Ports</strong></td>
<td>(1) VGA &amp; (1) DisplayPort 1.2</td>
<td>(1) VGA &amp; (1) DisplayPort 1.2</td>
<td>(1) VGA &amp; (2) DisplayPort 1.2</td>
<td>(1) VGA &amp; (2) DisplayPort 1.2</td>
</tr>
<tr>
<td><strong>Bays</strong></td>
<td>(1) Internal 2.5” HDD (or 32GB SSD)</td>
<td>(1) Internal 2.5” HDD; (1) M.2 SSD</td>
<td>(1) Internal 2.5” HDD; (1) M.2 SSD</td>
<td>(1) Internal 2.5” HDD; (1) M.2 SSD</td>
</tr>
<tr>
<td><strong>Memory</strong></td>
<td>2 SODIMM, dual-channel, 16GB max</td>
<td>2 SODIMM, dual-channel, 16GB max</td>
<td>2 SODIMM, dual-channel, 16GB max</td>
<td>2 SODIMM, dual-channel, 16GB max</td>
</tr>
<tr>
<td><strong>Expansion slots</strong></td>
<td>PCIe Mini for WLAN &amp; internal Antenna</td>
<td>(1) M.2 for WLAN &amp; internal Antenna</td>
<td>(1) M.2 for WLAN &amp; internal Antenna</td>
<td>(1) M.2 for WLAN &amp; internal Antenna</td>
</tr>
<tr>
<td></td>
<td>Front (2) USB 3.0 Rear (2) USB 3.0 &amp; (2) USB 2.0 (no fastcharge). Power On from USB keyboard. USB Support for 2 expansion modules.</td>
<td>Front (2) USB 3.0 Rear (4) USB 2.0 (no fastcharge). Power On from USB keyboard. USB Support for 2 expansion modules.</td>
<td>Front (2) USB 3.0 (Fastcharge) Rear (2) USB 3.0 &amp; (2) USB 2.0</td>
<td>Front (2) USB 3.0 (Fastcharge) Rear (4) USB 3.0</td>
</tr>
<tr>
<td><strong>I/O ports</strong></td>
<td>TPM 1.2 enabled</td>
<td>TPM 1.2 enabled</td>
<td>TPM 1.2 enabled</td>
<td>TPM 1.2 enabled</td>
</tr>
<tr>
<td></td>
<td>Integrated</td>
<td>Integrated</td>
<td>Integrated</td>
<td>Integrated</td>
</tr>
<tr>
<td></td>
<td>Wake on LAN</td>
<td>Wake on LAN</td>
<td>Intel Standard Manageability</td>
<td>Intel vPro Manageability</td>
</tr>
<tr>
<td><strong>Manageability</strong></td>
<td>1 year, 3yr optional</td>
<td>3 years</td>
<td>3 years</td>
<td>3 years</td>
</tr>
<tr>
<td><strong>Base Warranty</strong></td>
<td>No</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Global</strong></td>
<td>External 65W with 89% High Efficiency; Energy Star 6</td>
<td>External 65W with 88% High Efficiency; Energy Star 6</td>
<td>External 65W with 88% High Efficiency; Energy Star 6</td>
<td>External 65W with 90% High Efficiency; Energy Star 6</td>
</tr>
<tr>
<td><strong>Power Supply</strong></td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Communications/Net working</strong></td>
<td>Realtek non-managed LOM, WLAN Single-band PCIe</td>
<td>Intel Clarkville i217LM GbE LOM</td>
<td>Intel Clarkville i217LM GbE LOM</td>
<td>Intel Clarkville i217LM GbE LOM</td>
</tr>
</tbody>
</table>
# HP Desktop Mini Comparison

<table>
<thead>
<tr>
<th>Features</th>
<th>HP ProDesk DM 260</th>
<th>HP ProDesk DM 400</th>
<th>HP ProDesk DM 600</th>
<th>HP EliteDesk DM 800</th>
</tr>
</thead>
<tbody>
<tr>
<td>HP BIOSphere</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>HP Client Security</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>US-Based Elite Support</td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Processor/Chipset Manageability</td>
<td>Haswell-U/SoC (Wake On Lan)</td>
<td>Haswell-T/H81 (Wake on Lan)</td>
<td>Haswell-T/Q85 Intel Standard Remote manageability</td>
<td>Haswell-T/Q87 Intel vPro</td>
</tr>
<tr>
<td>Mil-Standard 810G Spec Tested</td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>HP’s Total Test Process: Reliability testing exceeding 115K testing</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Multiple Independent Displays (Outputs)</td>
<td>2 displays: VGA / DP 1.2</td>
<td>2 displays: VGA / DP 1.2</td>
<td>3 displays: VGA / (2) DP 1.2</td>
<td>3 displays: VGA / (2) DP 1.2</td>
</tr>
<tr>
<td>USB Outputs</td>
<td>6 total: 4 (3.0)/2 (2.0)</td>
<td>6 total: 2 (3.0)/4 (2.0)</td>
<td>6 total: 4 (3.0) one with fast charge/2 (2.0)</td>
<td>6 total: (3.0) one with fast charge</td>
</tr>
<tr>
<td>Power On from Keyboard and Support for 2 Expansion modules</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td>(Gen 2, 2015)</td>
</tr>
<tr>
<td>Global Series</td>
<td>✓</td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Stable Lifecycle</td>
<td>~12 month</td>
<td>12+ month</td>
<td>18 + month</td>
<td>24-30 month</td>
</tr>
<tr>
<td>Chassis Materials</td>
<td>High-strength polycarbonate/ABS blend</td>
<td>metal</td>
<td>metal</td>
<td>metal</td>
</tr>
<tr>
<td>Onsite Limited Warranty Standard</td>
<td>1/1/1, (3 yr. option)</td>
<td>3/3/3</td>
<td>3/3/3</td>
<td>3/3/3</td>
</tr>
</tbody>
</table>

All HP Desktop Minis feature: TPM 1.2 security, compatibility with all DT Mini accessories.
Mini Accessories ecosystem

Expansion Modules
- External Optical Disk Drive
- External Hard Disk Drive
- Legacy I/O Ports

Security and Mounting Kits
- Dual VESA security sleeve
- Quick-Release Mounting Bracket
- Rack Mounting to centrally store multiple minis

Display Productivity
- Pro Display Mounting Arms and Stands
- HP Docking Monitor
- Pro Display Companion Stand and HP ProDisplays
- Integrated Work Center
## Target Customer Segments

<table>
<thead>
<tr>
<th>Company Size</th>
<th>OWNER MANAGED</th>
<th>PARTNER MANAGED</th>
<th>MIXED MANAGED</th>
<th>FORMAL IT MANAGED</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Most from companies with less than 20 employees</strong></td>
<td><strong>Tend to be smaller, but even mix across size ranges</strong></td>
<td><strong>Larger, many with 50+ employees</strong></td>
<td><strong>Tend to be largest compared to other segments</strong></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>IT Management</th>
<th>OWNER MANAGED</th>
<th>PARTNER MANAGED</th>
<th>MIXED MANAGED</th>
<th>FORMAL IT MANAGED</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Owner/Manager is primary buyer</strong></td>
<td><strong>Focused on running the business vs. running IT</strong></td>
<td><strong>3rd-party has strong influence on IT</strong></td>
<td><strong>Blend of influences on IT</strong></td>
<td><strong>In-house IT staff drive purchase decisions</strong></td>
</tr>
<tr>
<td><strong>More tech awareness, yet Owner/Manager keeps basic</strong></td>
<td><strong>Increasing focus on advanced tech evaluation &amp; emerging standardization</strong></td>
<td></td>
<td><strong>Centralized focus on users, IT policy &amp; tech deployment</strong></td>
<td></td>
</tr>
</tbody>
</table>
## Target End-User Segments

<table>
<thead>
<tr>
<th>Segments</th>
<th>Mix</th>
<th>Typical roles</th>
<th>Keys to their success</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mobile Professional</td>
<td>14%</td>
<td>Sales/Business Development, Ops</td>
<td>Mobility that ensures reliable productivity with credibility and connectivity</td>
</tr>
<tr>
<td>Executive</td>
<td>16%</td>
<td>C-Suite, Strategy, Consultants</td>
<td>Stylish, high-end tools that provide connectivity &amp; collaboration</td>
</tr>
<tr>
<td>Knowledge Worker</td>
<td>22%</td>
<td>Technologists, Marketing, Legal</td>
<td>Computing power to create &amp; share with stylish, high-end tools</td>
</tr>
<tr>
<td>Domain Specialist</td>
<td>20%</td>
<td>HR Compensation, Designers, Lab techs</td>
<td>Focused computing performance with reliability</td>
</tr>
<tr>
<td>Task Worker</td>
<td>18%</td>
<td>Admin, Customer Service, Data entry</td>
<td>Reliable, value and appropriate processing power</td>
</tr>
<tr>
<td>Basic User</td>
<td>10%</td>
<td>Do not target</td>
<td>Don’t place high importance /demands on IT</td>
</tr>
</tbody>
</table>

### More mobile
- **Elite Desk** 800 DM
- **ProDesk 400/600 DM** 800 DM
- **HP 260** DM
HP EliteDesk 800 DM – Customer Solution Scenarios

Enterprise: Financial Trader

A trader needs to have access to high processing power and maximize his desk space that is filled with other equipment. The trader is using 6 HP EliteDisplay E241e to project his HP EliteDesk 800 DM that is mounted behind with an **HP Desktop Mini Security/Dual VESA Sleeve**, along with the **HP Desktop Mini 500GB HDD/ I/O Expansion Module**. He is using his **HP USB Graphics Adaptor** to expand his display capabilities. This solution frees up valuable desk space, better manages his cables, and powers his mission-critical information necessary to his daily work tasks.

![HP Desktop Mini Security/Dual VESA Sleeve](image)

**HP Desktop Mini Security/Dual VESA Sleeve**

Designed for ultimate mounting flexibility, as well as an additional layer of security.

![HP Desktop Mini 500GB HDD/ I/O Expansion Module](image)

**HP Desktop Mini 500GB HDD/ I/O Expansion Module** (K9Q82AA)

Slim HDD option that seamlessly mounts to you Mini and has additional VESA mounting support.

![HP Dual USB Graphics Adapter](image)

**HP Dual USB Graphics Adapter** (C5U89AA)

Add up to six monitors (one per USB port and adapter) to one computer.

![HP Single Monitor Arm](image)

**HP Single Monitor Arm** (BT861AA)

Mount your monitor with a flexible monitor arm to free up more space on your desk.
A nurse in a busy hospital floor needs a mobile PC solution that doesn’t interfere with her work. She uses an HP ProDesk 400 DM mounted behind her monitor. She ensures that is physically secured with her HP Desktop Mini Security/Dual VESA Sleeve that she can also use to mount her HP Desktop Mini I/O Expansion Module. She can roll her PC solution from room to room without worrying about getting tangled up in a clutter of cables with her HP Wireless Keyboard and Mouse.
HP Commercial “Better Together” Features

**Integrated Industry-leading quality**
- Design and compatibility integration testing from product inception
- Multi-phased reliability testing and verification together with PCs
- LCD component specification guidance for optimal eco-system performance and reliability

**Enhanced display management and productivity**
- Display Assistant SW – **Exclusive when used with HP PCs**: customizable DT partition, extended taskbar
- Display Remote Management – manage entire fleet, remote query and config
- Future investigations: Bios design for improved performance, power and boot-up, pre-boot visuals

**Designed for seamless compatibility and integration**
- Video connector inputs complement HP Commercial PCs
- ID Design provides overall system look/feel
- 2015: out of box mounting support for DT mini on back of all Pro Displays
- Future: embedded out of the box wireless display compatibility
HP ProDesk 400 G1 Mini vs Dell OptiPlex 3020 Micro & Lenovo ThinkCentre M73 Tiny

Targeted use case
- Secure, Reliable and Scalable PC designed for small spaces
- Business-class Manageability features for SMBs

Competitor Positioning
- Dell: Essential performance and best-in-class security, offered in Dell’s smallest form factor
- Lenovo: Micro, mountable PC with essential security and manageability features

Why HP Wins
- HP BIOSphere provides a customizable security solution to protect mission-critical data and systems
- HP’s integrated WLAN helps customer to further minimize the clutter. Dell & Lenovo require external antennas for WLAN
- Integrated VESA mount – Dell & Lenovo only offer VESA mount as an option at additional cost
- Smaller in volume

Competitive Assessment

<table>
<thead>
<tr>
<th>ProDesk 400 G1 Mini</th>
<th>OptiPlex 3020 Micro</th>
<th>ThinkCentre M73 Tiny</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Price</strong></td>
<td><strong>$529</strong></td>
<td><strong>$539</strong></td>
</tr>
<tr>
<td></td>
<td>i3 / 4GB / 500GB / 3yrs / Win7P / MS Security Essentials</td>
<td>i3 / 4GB / 500GB / 3yrs / Win7P / McAfee 12 months</td>
</tr>
<tr>
<td><strong>CPU</strong></td>
<td>Intel Celeron, Pentium, 4th Gen Core i3, i5, i7</td>
<td>Intel Celeron, Pentium, 4th Gen Core i3, i5</td>
</tr>
<tr>
<td><strong>Volume</strong></td>
<td>1L / 2.9lbs</td>
<td>1.2L / <strong>2.82lbs</strong></td>
</tr>
<tr>
<td><strong>Mounting</strong></td>
<td>Integrated VESA mounting</td>
<td>Opt. VESA mount (additional cost ~$30)</td>
</tr>
<tr>
<td></td>
<td>Up to 1TB SSHD, 500GB SED SSD, SED HDD, 256 GB SSD, M.2 SSD</td>
<td>Up to 1TB HDD, SSHD, SSD, SED, M.2 SSD, Supports <strong>Cloud Desktop</strong>1</td>
</tr>
<tr>
<td><strong>Security</strong></td>
<td>TPM 1.2, Security Lock Slot, Just-In-Time USB Authentication</td>
<td>TPM1.2*, Chassis Lock, <strong>Chassis Intrusion Switch</strong></td>
</tr>
<tr>
<td></td>
<td>HP Client Security, HP BIOSphere, HP Client Management Solutions, Opt. HP Touchpoint Mgr</td>
<td>Dell Data Protection2, KACE Security</td>
</tr>
</tbody>
</table>

HP advantage
Competitor advantage

*SOURCE: Dell, Lenovo US Website

* Dell’s TPM 1.2 is not available in all regions
## HP Mini Accessories Ecosystem vs Lenovo/Dell

<table>
<thead>
<tr>
<th>HP Mini Accessories</th>
<th>Lenovo</th>
<th>Flexibility: Display Productivity</th>
<th>Expansion Modules</th>
<th>Security and Mounting Kits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extensible arms</td>
<td>Extensible arm</td>
<td>Dell All-in-One Mount</td>
<td>External Optical Drive</td>
<td>Dual VESA mounting kit</td>
</tr>
<tr>
<td>Pro Display companion stand</td>
<td>VESA mounting</td>
<td></td>
<td>External Hard Disk Drive</td>
<td>VESA mounting kit</td>
</tr>
<tr>
<td>Integrated work center</td>
<td>Dell All-in-One Mount</td>
<td></td>
<td>Legacy I/O Ports</td>
<td></td>
</tr>
<tr>
<td>External Optical Drive</td>
<td>Console Enclosure</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>External Hard Disk Drive</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Legacy I/O Ports</td>
<td></td>
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<td>Dual VESA security sleeve</td>
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<td>Quick-release mounting bracket</td>
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<td>Rack mounting centrally store multiple minis</td>
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HP Client Security

Hassle-free, multi-layered security options to fit your business

**Hardware-based security**

- Data protection
  - Hard drive locking
  - Permanent, full drive data disposal

- Device protection
  - Malware protection/recovery
  - Automated updates/configuration
  - Master boot record protection/recovery
  - Pre-boot user authentication

- Identity protection
  - Device access controls
  - Malware protection/recovery
  - Remote lock/data wipe
  - Enhanced authentication
  - End-user credential management

**Software-based security**

- BIOS-based security
  - Hard drive locking
  - Permanent, full drive data disposal
  - Malware protection/recovery
  - Automated updates/configuration
  - Master boot record protection/recovery
  - Pre-boot user authentication

- Full volume encryption
- Select file disposal
- File-based encryption
- Device access controls
- Malware protection/recovery
- Remote lock/data wipe
- Enhanced authentication
- End-user credential management

- BIOS-based security
  - Self-encrypting hard drive
  - Certified TPM
  - Data disposal
  - Chassis/port locks and sensors
  - Security kits
  - Cables
  - Integrated Smart Card/fingerprint readers
HP BIOSphere

HP's industry-leading firmware ecosystem

Simplify client management with automatic, secure BIOS updates from HP or the customers own servers to keep PCs in top condition and employees productive.

Protect mission critical data with customizable BIOS level features, including monitoring and restoring the BIOS in the event of corruption or attack.

Streamline client deployment and maintenance with the ability to remotely configure BIOS settings and provide proactive device health alerts to IT.
Key selling points – HP Desktop Mini Family

Built for business

- Fits in almost any space and the accessory options support a variety of use cases from traditional desktop to digital signage
- Scalable commercial-grade Desktop Mini computers help you create the perfect workspace
- HP Desktop Mini computers come loaded with your choice of powerful fourth-generation Intel® processors
- Compatible with the HP Desktop Mini ecosystem
- Low TCO delivered by energy-efficient processors
Thank you