



# Financing enables organizational success for any technology strategy

## Technology Financing Benefits

The success of your organization's technology strategy is determined by effective cash management, budget utilization, cost control and ROI, all while leveraging the right technology at the right time.

Financing helps maximize your technology budget by enabling you to deliver a total solution sooner. It also helps preserve working capital, promotes increased productivity for your workforce, and aids in faster ROI recognition, all with potential tax advantages.

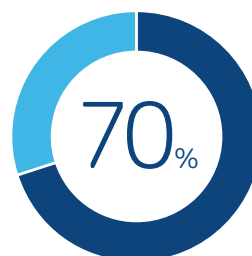
By spreading payments over time, you can shift from a traditional cash intensive CapEx approach to a nimble OpEx solution, allowing you to redirect your valuable cash toward more pressing short- or mid-term priorities.

Deploying the right payment solution helps deliver a complete technology solution that includes hardware, software and services. You will benefit from a dedicated line of credit for technology, consolidated billing, payment product flexibility, and operational expertise throughout your term.

The right financing partner can help ensure your technology strategies are made simple, cost effective, and helps you reach your organization's sustainability goals.

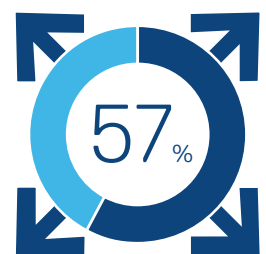
According to IDC, financing and leasing can be a powerful tool to develop a strong IT life-cycle management policy that aligns costs with budgets and removes the need for significant capital outlays.<sup>1</sup>

### AVAILABILITY



of respondents want to work with a provider that offers leasing and financing<sup>1</sup>

### FLEXIBILITY



of respondents say flexibility is the top reason to finance or lease<sup>1</sup>

<sup>1</sup> Source: IDC, 2021 Survey: Trends in IT Leasing and Financing: Understanding Customers Key Drivers and Motivations IDC #US48363321, November 2021



By choosing a **Technology Rotation\*\*** or **Dell APEX Flex on Demand** payment solution from Dell Technologies, we can help you maximize and accelerate your technology budget with choice and flexibility, all with our commitment to environmental sustainability.



### TECHNOLOGY ROTATION\*\*

Access technology over a defined period of time

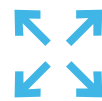
Reduce total cost of usage

Finance all Dell and non-Dell technology solutions

Promote a sustainable approach to technology acquisition

Avoid technology obsolescence and promote a more secure and energy efficient environment

Proper decommissioning and secure handling procedures at end of term



### DELL APEX FLEX ON DEMAND

Acquire and scale your technology needs to match business changes

No over/under provisioning

Ideal solution for customers on a journey to the cloud

Pay for use with elastic capacity and flexibility

On prem control, off prem economics

85% billing cap for storage Dell APEX Flex on Demand\*

Increase innovation by aligning usage charges to business outcomes

\*Available with Dell APEX Flex on Demand for Storage, Data Protection, and VxRail. Dark sites, non-metered deployments, and customers non-compliant with their contract terms are not eligible.

**Learn More >** Contact a Dell Technologies representative for more information

\*\*Technology Rotation: Payment solutions provided and serviced by Dell Financial Services L.L.C., Dell Financing Services Canada Limited or their respective affiliates or designees ("DFS") for qualified customers. Offers may not be available or may vary in certain countries. Where available offers may be changed without notice and are subject to product availability, applicable law, credit approval, documentation provided by and acceptable to DFS and may be subject to minimum transaction size. Offers not available for personal, family or household use. Dell Technologies and the Dell Technologies logo are trademarks of Dell Inc. Restrictions and additional requirements may apply to transactions with governmental or public entities. Technology Rotation: At the end of the fair market value ("FMV") contract, the customer may purchase the equipment for the then FMV, renew the contract or return the equipment to DFS.