



Minority Financing Solutions

From a limited partnership between Pharos Financial Services L.P. and Dell Financial Services L.L.C.**

This strategic partnership helps facilitate technology ownership and technology rotation financing programs for customers seeking a Minority Business Enterprise (MBE) or Historically Underutilized Business (HUB) lessor. Pharos Financial Services (PFS) is a minority-owned firm founded in March 2002 to provide Lease & loan payment solutions to Dell's end-user customers seeking an MBE or HUB Lessor.

ADVANTAGES OF THE PFS-DFS COLLABORATION

Access



Access the benefits of Dell's customized payment structures, electronic invoicing, asset reporting and a flexible end-of-lease process

Single source



Leverage a single-source contact for all of your technology financing needs

Speed



Enjoy Dell's speed to production and rapid delivery

Easy



Take advantage of easy equipment upgrades and enhancements

Contact a Dell Financial Services representative for more information



MINORITY FINANCING SOLUTIONS

PFS delivers the benefits of Dell processes and integrations with proven minority-ownership solutions.

Promoting diversity & inclusion

Organizations want effective ways to drive per-box costs down to optimize their budgets. Dell and PFS are in a unique position to accomplish that goal for customers who acquire Dell and other products and services. PFS and Dell see the value add in helping Dell customers promote diversity and inclusion while also achieving annual business diversity program investment goals.

Superior program

Take advantage of this superior marketplace program. Customers receive the processes and capabilities of Dell and the minority business expertise of PFS. Unlike a complete outsourcing solution, you remain in total control of key strategic decisions with PFS minority financing solutions.

Minimize cycle time

The order process has been designed to minimize cycle time, allowing PFS to both maintain customer responsiveness and avoid costs associated with non-value-added process steps.

Working together

PFS is ready, willing and able to work with DFS and its customers to facilitate standard and customized payment solutions.

Contact a Dell Financial Services representative for more information