

# Is Leasing with Dell Financial Services Better than Net 30 Terms? Absolutely.\*\*

"Cash is King." Businesses recognize that cash is every balance sheet's ultimate asset. So before you use your valuable cash for your next IT solution, take a look at the compelling leasing benefits that can help your business better fulfill its technology acquisition strategy with Dell Financial Services (DFS).

## Cash Flow Opportunities



**Overcoming a limited budget.** Leasing can help you acquire the equipment sooner by spreading acquisition costs over time with low periodic payments billed over multiple budget cycles. Paying on Net 30 requires you to have the entire solution cost in cash.



**Cash flexibility.** Leasing allows your business to repurpose its cash on hand for initiatives that might have a higher ROI or for business opportunities that need to be addressed in the short-term.



**Promotional financing.\*\*** DFS often runs lease promotions on a wide variety of technology to help lower your total cost of ownership.

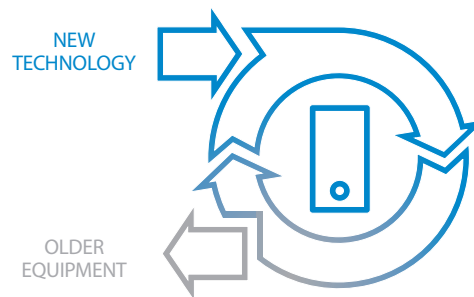


**Access to capital.** Credit approved customers will have access to additional capital for technology leasing needs. Why use your cash by paying on Net 30 when you can use ours?



**Potential Tax Benefits.** Certain leasing solutions have the potential to qualify for favorable tax treatment. Consult your tax advisor for more details.

## Maximize Productivity



**Paying for useful life.** When rotating your equipment with fair market value leasing, you'll ensure that you're only paying for the equipment during its most useful and valuable life span.

**Protection against technology obsolescence.** Technology evolves at an amazing rate. When you're dedicated to a rotation strategy, your business is set up to quickly take advantage of the newest technological advancements you'll need to compete. When paying with Net 30, owning your equipment may limit your ability to implement important upgrades and solutions.

## Convenience



**One Leasing source.** DFS is part of Dell. When leasing with us, you'll work with one company for all your technology leasing because we finance all Dell and non-Dell equipment.

**Leveraging a Master Lease Agreement (MLA) from DFS.** Multiple lease orders are rolled up monthly and billed on a single monthly or quarterly invoice. With Net 30, you receive a bill and pay for each purchase separately.

## Business Class Servicing

**Asset Management.** Using Online Services from DFS, you have instant access to a dedicated online asset management tool for your leased equipment.

**Disposal.** DFS has a dedicated End of Lease team to help guide you through the safe, convenient and environmentally conscious asset disposal process for your leased items.



## Expertise

We're technology leasing experts. We know how leasing can benefit your business and your bottom line. Let us customize a lease solution for your business today.

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