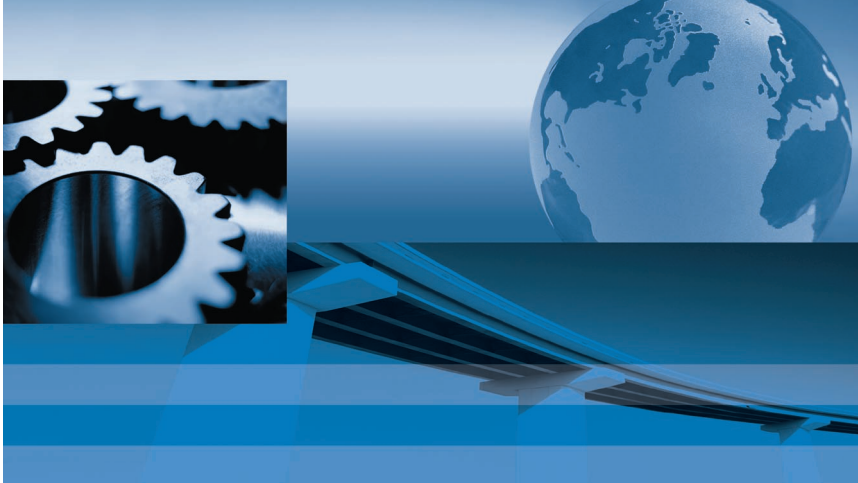


Managing your laptops with leasing



Leasing has undergone an evolution. What was once considered a financial tool is now the basis for technology management as companies turn to leasing to help manage and control IT equipment costs. Laptops push the envelope on distributed environment issues to the next level—they are highly mobile, have a more expensive unit cost and a faster obsolescence curve.

IBM Global Financing programs are designed to help manage and protect your laptop investment. Our entire lease process addresses issues related to data accuracy and portfolio management from lease initiation through lease end.

- *Online communications with your dealer promote accurate and timely data.*
- *We create an effective lease program via our Lease Initiation processes that establish roles and communication avenues for lessor, lessee and reseller.*
- *Experienced project managers are assigned to provide expert lease setup advice when rollouts are large.*
- *The End of Lease Guide and Web-based end of lease notification help you plan for the rollback of equipment.*
- *Our industry-unique Refurbishing Center gives us the ability to accept massive amounts of PC-related assets. Lessors without this capability may include lease terms that make it difficult for lessees to return PCs at lease end, which can substantially increase your total lease costs.*

Lease management tools

AssetNet™ is an Internet application which provides access to information about your leased assets and invoicing. Global Financing loads a detailed record for each asset that contains 50 fields of data such as model, “installed at” and “invoiced to” addresses, amount financed and end of lease date. Time-consuming manual invoice reconciliation procedures can be eliminated since line-item invoice information is loaded each month, which provides an online representation of paper billing.

IBM Asset Manager is a Lotus Notes®-based solution for larger customers. It provides similar features, with the added flexibility of customized databases and reporting options.

Financial management

Lease contract terms are an important element in providing project flexibility. End of lease decisions are made on an asset-by-asset basis instead of by lease schedule. While this capability is important for all leases, it is essential when you must rely on users to return these highly mobile assets. Our other standard lease terms include end-of-lease notification and short-term lease extensions. Both of these will directly impact your ability to effectively manage the total cost of your project.

Technology management

Leasing is the tool that lets you manage technology into and out of your business by providing the discipline necessary for a structured disposal strategy. Many of the total cost savings touted by consultants are the result of having a homogeneous and controlled install base. Managing your assets effectively will reduce support costs and eliminate duplicate costs such as software, maintenance, insurance and personal property tax related to not properly disposing of assets no longer in use.

Damage protection

Damage is costly whether you own or lease, and it can happen with a fall from as low as 6 inches. Two optional products that can help protect your investment during and at the end of your lease are: high-quality laptop bags and shipping cases.

In order to protect laptops from the rigors of travel, IBM endorses products from PORT® Inc., an industry leader in laptop carry cases. PORT's patented technology provides up to four times more shock protection than other manufacturers' cases. The new Corporate Standard case can include DEFCON 3, an integrated remote control security system featuring automatic arming and motion sensitivity that is as easy to use as your car remote-entry system. PORT products can be ordered through your dealer or directly from PORT Inc. at 800-852-5884 (www.port.com). You can finance these products as part of your total PC solution, which can also include software and services.

Shipping assistance

In order to facilitate end of lease returns from our customers we publish our PC End of Lease Guide. This guide clearly defines the who, what, when, where and how of PC returns, including how to pack your assets to prevent damage during shipping.

Many companies have additional concerns when assets are not located in corporate buildings and end users are responsible for packing and shipping the equipment. We recommend the Laptop Cradelair™ Suspension "sling pack" available from ADE, Inc. at 800-222-0221. The product is available in sets of one, ten or forty and can be mailed directly to an end user or regional office.

In a technology where a cracked screen can cost you over \$500, these products are an investment that can reduce the risk of costly damage.

Summary

IBM Global Financing is the leader in technology equipment financing. Our innovative programs and unique capabilities will provide you with the total financing solution to meet your needs. And we work with you throughout the entire lease term to make sure that your lease program continues to meet your changing requirements.

For more information

Contact your IBM or IBM Global Financing representative.



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