

Financing your IT Solutions

From acquisition to management to disposition.



**More
affordable.**

**More
manageable.**

**More
flexible.**



*When you choose IBM Global Financing,
you're getting a strategic partner for
managing all aspects of your IT.*

There's more to IBM Global Financing than simply financing

If you still think of financing as just a great way to acquire IT without a big up-front investment, you're only half right.

In fact, as part of your overall IT management strategy, financing can also help keep your technologies current, reduce costs, minimise risk and preserve your ability to make flexible equipment decisions throughout the entire technology life cycle.

Your business will benefit because you can move ahead with projects immediately, conserving your capital for core business activities while enjoying low cost borrowing at fixed rates. Payments can be spread over the lifetime of a project, so you're paying for systems and software as they're starting to make a real difference to your organisation. With payment plans designed to suit your business, budget management becomes much easier.

Financing also means you can refresh your technology when you need to, equipping your employees with the best IT available. You'll have much greater flexibility to scale your systems up or down to meet fluctuating demands, and at the end of their useful life, you won't have to worry about what to do with them.

Unwanted machines can be taken away and recycled, or disposed of in line with your country laws.

Strategic choice

When you choose IBM Global Financing (IGF), you're getting a strategic partner for managing all aspects of your IT. We offer our clients IT financing for IBM and non-IBM solutions; channel financing for resellers, value-added resellers (VARs) and independent software vendors (ISVs); and remarketing and disposal of assets through our Global Asset Recovery Services (GARS).

Together, that comprehensive portfolio of services has made us arguably the world's premier single-source provider for multivendor IT financing solutions, with over \$35 billion in assets, operations in more than 40 countries.

But ultimately, your best reasons for partnering with IGF are the many ways we can help make your entire IT strategy more affordable, more manageable and more flexible.

When pricing an IT solution, managers typically concentrate all their effort on getting the best price up front. But purchase price represents only a fraction of the total cost of IT ownership. Without a comprehensive IT management strategy, up-front savings are quickly lost to the costs associated with administration, upgrades, asset mismanagement and disposal.

Financing your IT acquisitions with IGF can be the foundation for your IT management strategy. Our offerings, tools and services can help you control costs throughout the entire life cycle of your assets, from acquisition through disposal.

**More
affordable.**

More ways to afford the solutions you need

Financing or leasing your IT solutions with IGF can turn large up-front expenses into affordable monthly payments, so you can acquire the complete solutions you need to keep your organisation competitive, while preserving cash and credit for other core investments.

Your IGF representative can even help you conduct a lease vs. purchase analysis to help you determine whether leasing with IGF will save you money compared to the costs of purchasing.

More competitive rates

As the world's leading provider of IT Financing, we can offer some of the industry's most competitive rates. Our IT expertise and knowledge of the secondary market mean we can base our leases on higher residual value positions. And when you qualify for our below-market offerings, such as low rate financing, you'll dramatically reduce your total cost of ownership over the life of the financing or lease.

Beyond the initial acquisition, our end-to-end approach to managing IT lets you control costs throughout the entire life cycle of your assets.

Much more for your IT investment

Looking for a way to squeeze even more from your IT budget? From desktops to mainframe servers, storage and networking accessories, IBM Certified Used Equipment gives you the ability to provide your organisation with IBM quality for less than you would pay for new.

All IBM Certified Used Equipment is factory-refurbished and tested to IBM specifications, and comes with a quality satisfaction guarantee. Whether you need additional computers when your business grows faster than your budget, or additional servers, storage or upgrades for your older systems or ensure adequate capacity for peak periods, IBM Certified Used Equipment can be the perfect solution for any savvy, cost-conscious company. IBM Certified Used @server systems, Storage products and Networking products can even be financed through IGF.

One of the biggest benefits of partnering with IGF is the way we can help you more efficiently manage your IT assets throughout their entire life cycle. From simplified applications and invoices to powerful online tools, IGF has powerful ways to control both your assets and your costs.



More manageable on the front end

First, you'll simplify your budgeting by combining complete solutions into a single contract with a single, periodic invoice. Those contracts can include hardware, software and services, from IBM as well as third-party manufacturers and vendors.

More manageable during your lease

Tracking, managing and controlling your technology assets can be an enormous challenge. Equipment might be moved, modified and maintained by many different people over its lifetime. With life cycle costs of these assets typically running five times their initial capital investment, it's more essential than ever to focus on efficient asset administration.

To help you meet this challenge, IGF has created Customer Centre, a Web-based application for large-scale acquisitions that provides you with secure access to key information about leased assets – as well as billing for those assets – right from your own computer.

More manageable at end of life

IGF can even make risk more manageable. When you lease your IT solutions, you eliminate the traditional risks of ownership, including technology obsolescence, and the costs and liabilities associated with disposition at end of life.

To manage owned assets out of your organisation, our IBM Asset Recovery Solutions can help you by performing certified destruction of data on storage media, responsibly disposing of hardware in accordance with local country laws, and – via our fixed price buyback offering – reclaiming high value from remarketable equipment.

One of the most compelling reasons to lease or finance your IT acquisitions through IGF is the extensive flexibility we provide.



More flexible.

More flexible payment options

Our customised payment options can be arranged to match your specific budget and cash-flow requirements, so you can better match payments to benefits, address budget shortfalls and structure payment timing to existing budget schedules. Payment options can include monthly, quarterly or annual payments; deferred payments; payments that can be structured to increase, decrease or stay constant over time; balloon payments; or any combination of the above.

More flexible mid-lease options

Mid-lease options can let you add capacity or upgrade with little or no impact on your monthly payments, simply by extending your lease term. It's an excellent way to extend the useful life of an asset, or upgrade performance or capacity to meet your organisation's changing needs.

More flexible at end of lease

End-of-lease options give you the choice of returning the equipment and owing nothing, negotiating a new lease contract, extending your payments on the same payment schedule basis, or purchasing the hardware outright.

More flexible transitions to on demand

Regardless of whether your team is focusing on changing your business process or making your IT infrastructure more on demand, or whether you plan to finance your own systems, outsource IT services or any combination in between, flexible financial and delivery offerings from IGF can help by making it easier to manage both up-front investment and ongoing operating costs at every point on the road to on demand.

IGF's Business Partners can provide you with a quote within minutes, using our Rapid Online Financing tool. But if your needs are more complex, the full range of IGF's Flexible Financing capabilities provide the answer.

For example, Project Solution Financing is a single-source financing solution for large-scale, multivendor business transformations that can include consulting services, infrastructure investment and business process implementation. Highly customisable structures can be tailored for even the most complex project plans, and can cover the entire project's life cycle, from initial consultation to upgrades to disposition.

Three Flexible Capacity Financing offerings – Capacity Upgrade On Demand Financing, On/Off Capacity On Demand Financing and Standby Capacity On Demand Financing – complement IBM's Capacity On Demand offerings, which let you acquire IBM server and storage products with flexible, on-site capacity that can scale very quickly in response to demand for more computing resources.

For enterprise clients who are partnering with IBM on their business transformation projects, IBM can assemble an Open Infrastructure Offering (OIO) that combines hardware, software, professional services, maintenance and disaster recovery into a single, customised agreement. IGF can finance many of the costs associated with an IBM OIO through a single contract, with predefined interest rates and monthly billings that can reduce financial risks and make budget planning easier through improved IT expense forecasting.

More ways to reduce costs

Promotions, such as special low rates or no-cost deferral periods, help you reduce your costs even further. The no-cost deferrals let you acquire the solutions you need today by putting off your first payments without accruing interest or charges. It's a great way to stay on your IT road map, even if your current budget is challenged.

With life cycle costs of IT assets typically running five times their initial capital investment, it's more essential than ever to focus on efficient asset administration.

Financing that fits: From small businesses to large enterprises

IBM Global Financing's IT financing portfolio includes offerings tailored specifically to small businesses with fewer than 100 employees; medium-sized businesses with 100 to 1,000 employees; and large enterprises with more than 1,000 employees.

Small and medium business (SMB) clients need all the cash flow and ROI advantages that financing can offer, such as low or no up-front costs, affordable monthly payments, improved total cost of ownership and protection from technology obsolescence. And they deserve all the business advantages that large enterprises enjoy, including competitive rates and flexible terms. IT financing offerings and services from IBM Global Financing can provide SMB clients with all those benefits, along with a streamlined credit-approval process that is fast and easy, and the ability to finance the total IT solution, including hardware, software and services, on a single, simplified contract with no hidden costs.

Large enterprise clients typically need large-scale, complex IT solutions that can take months or even years to implement, involve a variety of sources for hardware, software and services, and might be installed across multiple continents. Our unmatched financing resources, IT expertise and global reach let enterprise clients manage their multivendor, multinational IT solutions with a single, flexible financing contract that makes their IT strategy more affordable and more manageable.

Regardless of the size of your organisation, IBM Global Financing offers financing for solutions acquired through the sales channel that best meets your needs.



Learn more about IBM Global Financing

From acquisition to management to disposition, our end-to-end services form the foundation of a cohesive technology management strategy that can be superior to ownership, because they reduce costs, minimise risk, improve accountability, increase flexibility and enable you to focus on your core business strategies. And with our unmatched financial resources, global reach and IT expertise, IBM Global Financing is financing partner that can make your IT more affordable, more manageable and more flexible.

For more information on all our offerings, tools and services, contact your IBM Global Financing representative, or visit our Web site at ibm.com/financing/europe.



IBM United Kingdom Limited

1 New Square
Bedfont Lakes
Feltham
Middlesex
TW14 8HB
United Kingdom

The IBM home page can be found at

ibm.com/financing/europe

IBM, the IBM logo, @server and IBM Certified Used Equipment are trademarks or registered trademarks of International Business Machines Corporation in the United States, other countries or both.

Other company, product and service names may be trademarks, or service marks of others.

References in this publication to IBM products, programs or services do not imply that IBM intends to make these available in all countries in which IBM operates. Any reference to an IBM product, program or service is not intended to imply that only IBM products, programs or services may be used. Any functionally equivalent product, program or service may be used instead.

This publication is for general guidance only. Information is subject to change without notice. Please contact your local IBM sales office or reseller for latest information on IBM products and services.

Photographs may show design models.

© Copyright IBM Corporation 2004
All Rights Reserved.