



### Why should customers consider financing?

- *Low cost borrowing at fixed rates*
- *Capital spend can be conserved for other projects*
- *Spreading payments matches costs with benefits*
- *Flexible payment patterns to suit cash flow*
- *Ability to start projects earlier*
- *Protection from equipment obsolescence.*

### About IBM Global Financing

IBM Global Financing is one of the world's largest specialist IT financiers serving 125,000 customers in over 40 countries, with an asset base of \$35 billion worldwide. Financing is available to cover all aspects of a customer's solution, including hardware, software and services.

### For more information

Telephone: 0870 870 8760

Email: GFHELP@uk.ibm.com

Visit: [ibm.com/financing/uk](http://ibm.com/financing/uk)

Learn More.

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## IBM Global Financing Programmes 2004



More affordable.

More manageable.

More flexible.

## SuccessLease

An attractive financing solution for business customers who wish to acquire up to £50,000 of IT investments. SuccessLease enables customers to obtain fast financing solutions for IBM and non-IBM hardware, software and services all on a single contract (25 percent minimum hardware content)

**For contracts £1,500 – £50,000**

**Lease terms:** 36, 48, 60 months

**Lease type:** Finance

**Lease rates:** Available at [ibm.com/financing/uk/successlease](http://ibm.com/financing/uk/successlease) or contact the SuccessLease hotline on 0870 240 1048.

### Features

- Simple low rate financing
- Fast quoting, credit checking, pricing and contracts
- Competitive rates
- Instant indicative quotes using the SuccessLease calculator online at:  
[ibm.com/financing/uk/successlease](http://ibm.com/financing/uk/successlease)

### To request a quote

Call the SuccessLease hotline: 0870 240 1048

E-mail: [ibmsuccesslease.uk@delagelanden.com](mailto:ibmsuccesslease.uk@delagelanden.com)

Visit: [ibm.com/financing/uk/successlease](http://ibm.com/financing/uk/successlease)

## Rapid financing

Total solution financing for non-IBM and IBM hardware, software and services investments of £50,000-£350,000. The simple Rapid Financing Ratecard or the Rapid Online Financing tool allow customers to obtain lease rates instantly at the point of sale.

**For contracts £50,000 – £350,000**

**Lease terms:** 36, 48, 60 months

**Lease type:** Finance, residual value (fair market value or pre-stated secondary terms), lease-purchase and loans

**Lease rates:** Available on the Rapid Financing Ratecard or via the Rapid Online Financing tool – contact the IBM Global Financing helpdesk for details.

### Features

- Competitive rates
- Total solution financing
- Simple ratecard for instant quoting
- Rapid Online Financing tool for a quick online quote.

### To request a quote

Use the Rapid Financing Ratecard or the Rapid Online Financing tool for a quick online quote.

Call the Global Financing helpdesk: 0870 870 8760

E-mail: [GFHELP@uk.ibm.com](mailto:GFHELP@uk.ibm.com)

## Flexible financing

Flexible financing offers customers tailored solutions to match their individual requirements. From payment deferrals, variable payment patterns, asset management services – whatever a customer's requirements – we will work with them to tailor the most suitable option.

**For contracts over £350,000**

**Lease terms:** Variable options

**Lease type/rates:** Bespoke financing solutions – including holidays, variable payment patterns and asset management services.

### Features

- Flexible, individually priced financing options
- Total solution financing
- Tailored options.

### To request a quote or discuss your requirements

Call the Global Financing helpdesk: 0870 870 8760

E-mail: [GFHELP@uk.ibm.com](mailto:GFHELP@uk.ibm.com)

Visit: [ibm.com/financing/uk](http://ibm.com/financing/uk)

There's **More.**