

# Equipment as a Service

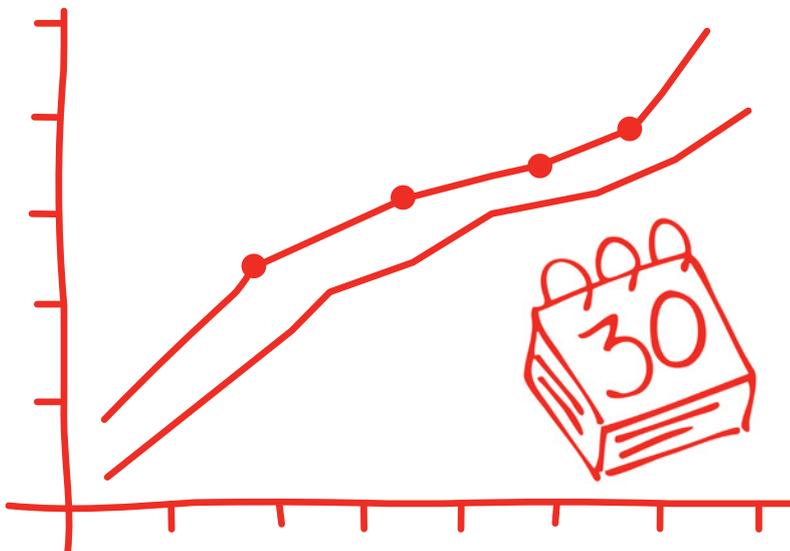
Spread your IT costs to boost business outcomes

Making a success of business opportunities requires you to have the right technology, right when you need it most.

In the past, paying for technology solutions would be upfront, or via traditional third party finance products, but now there's an alternative providing access to technology with structured flexibility.

Equipment as a Service is a commercial option that allows your business to obtain capacity enabled technology solutions with payment flexibility provisioned "As a Service".

It allows you to avoid a large capital expenditure and obtain the benefit from your chosen IT equipment as a service. Using this equipment-as-a-service approach can enhance your capacity utilisation and help you meet your business objectives.



A payment solution to suit you

Equipment as a Service leverages your existing supply chain relationships and your existing procurement process. Your chosen Service requirements are defined and terms are agreed to meet your technology requirements.

You can spread your payments over 36 to 60 months. Furthermore, these can be structured to your company's specific circumstances, enabling you to make payments aligned to the utility you receive from the equipment capability you've invested in.

Structured approach and engagement

Using a consultative approach will ensure your chosen technology solution fits your internal budgeting criteria and utility requirements.

We incorporate the concept of the "Right to Use (RTU)" the capacity of the equipment and pay for that over the term. Our RTU agreement, where possible, is aligned to your existing supply agreements minimising new contractual negotiations. However these can be structured under a standalone agreement.

We manage upfront funding of your suppliers and enable your business to be charged for the capacity benefit over time as a service.

## Equipment as a Service in brief

- Available for IT equipment from any vendor
- Payments structured to your business requirements
- Capacity enablement for any IT equipment
- Structured Service\* payment terms over 36 to 60 months

### Flexibility for your business

We're not tied down to any one supplier, so you don't need to be either. Acquire the capacity benefit of any equipment you need, structured against your utilisation requirements and budget criteria.

There's no upper limit on the size of deal your Equipment as a Service terms can be structured over, subject to approval and qualification.

### Match payments to utility

Equipment as a Service allows you to take greater control over your return on investment when acquiring IT equipment solutions. That's because we help you make payments based on the utility you gain from the equipment solutions you require.

### How it works: capacity enabled

Equipment as a Service allows you to acquire the capacity and utilisation benefit from equipment delivering that capacity.

This Services approach is beneficial either where you have a back to back arrangement with your end customer, or you require the capability within your own organisation.

We, with our partners, work with you to understand the capacity you require. We will then document this requirement in the form of a Services Agreement under which we provide you with the right to use and gain benefit from equipment that delivers the required capacity. In return you make a fixed regular payment. We can also allow you to resell the right to use the equipment onwards to your own end customers in certain circumstances.

We understand that requirements vary by customer and our consultative approach puts us in the best position to structure the transaction to fit your specific needs whilst maintaining commercial terms that are acceptable to us.

### The benefits to you

- Leveraging your chosen IT Equipment solutions through existing supply chain relationships and procurement processes
- Source the capacity utilisation you require within budgeting criteria
- Match payments against the utility benefits received
- Achieve greater control over your return on investment

#### What can we do for your organisation?

Visit  
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