



TIP: TECHNOLOGY INVESTMENT PROTECTION

Technology Finance Structured to Benefit You.

Traditional IT financing is structured to benefit the lender; wherever possible, risk is shifted onto the customer. Presidio is different. Our TIP program — Technology Investment Protection — is specifically designed to maximize your ROI and the benefits of technology acquisition for your organization. Consider the advantages: IT leases structured around you and your business.

How does it work? Simple. Our financing specialist listens to you, helping you determine which TIP feature set will best fit your business goals and needs, and then builds your lease around the options that make sense for you.

Featured TIP Options

Available features include:

» **Flexible Term Length**

Lease assets for any reasonable length of time, rather than just fixed terms (e.g., 12, 18, 24, 36 or 48 months). Set lease termination to coincide with specific events, like the end of your fiscal quarter, regardless of the start date. Lease assets as long as they are needed and no longer, without penalty.

DECISION POINT: LEASE PREPARATION

» **Mid-Lease Technology Refresh**

Upgrade some or all leased assets at specified points during the term of your lease. Take advantage of technology improvements without refinancing, and establish a path for upgrades with a fixed, budgeted payment structure known in advance.

DECISION POINT: LEASE PREPARATION

» **Asset Category Returns**

Retain assets at lease-end based on “like for like” terms (e.g., lease a Pentium® 4 PC, return a similar P4 PC) without serial number checking or penalties for asset changes. Save on asset tracking costs; simplify record keeping; avoid costly return penalties on damaged or lost leased assets.

DECISION POINT: LEASE PREPARATION

» **Flexible EOL Purchase Valuation**

Predetermine end-of-lease buy-out costing by item, category, etc. Budget for selective asset retention well in advance of EOL; enable predictable, cost-effective mid-lease technology upgrades.

DECISION POINT: LEASE PREPARATION

» **Selective Asset Purchase**

Purchase leased items selectively at pre-determined prices (e.g., return PCs but purchase monitors, keep routers and switch cabinets but return cards); no “all or nothing” purchase/return requirement. Return assets which hold their value while returning those approaching obsolescence; maximize ROI by avoiding replacement of still-useful assets; minimize end-of-lease workplace productivity disruption.

DECISION POINT: TERMINATION

PROTECT YOUR IT INVESTMENT

» Flexible EOL Return Scheduling

Address EOL upgrade or implementation delays with flexible return scheduling — up to 90 days to return leased assets without penalties.

DECISION POINT: TERMINATION

» Discounted Lease Extension

Extend the existing lease on a month-to-month, six-month, or twelve-month basis, with discounted payments. Postpone EOL cash-flow or productivity impact; retain access to leased assets following lease termination; decrease monthly cost for the duration of the extension.

DECISION POINT: TERMINATION

» Proactive Asset Lease Valuation

Accommodate anticipated asset shrinkage (e.g., loss, damage) by establishing an anticipated asset loss rate (e.g., 10% of leased PCs). Avoid lease-end penalties for missing or damaged assets; prorate cost of shrinkage across the life of the lease.

DECISION POINT: LEASE PREPARATION

True Financing Flexibility

Presidio's TIP options are available with any Presidio financial solution. By combining the flexibility of TIP with an acquisition approach that meets your unique needs, Presidio can create a one-of-a-kind technology financial solution specifically tailored to the requirements and goals of your business.

As a leader in technology finance for more than 30 years, Presidio pioneered many of the acquisition strategies now familiar across the industry. Available Presidio financing structures include:

» Project Finance

Enjoy the benefits of your new technology, with no up-front cost loading! Combine all the costs of implementation — hardware, software, services, even long-term maintenance contracts — into a single monthly payment. Conserve cash and your capital budget, establish a predictable cost structure across the life of your technology, and delay payment until your business is reaping the benefits of its new technology.

» Quarterly Takedown

Add technology at any time during your financing term, without the need to refinance! Presidio will accommodate new equipment and software as your business requires it, adding any new acquisitions to your existing financing at the start of the quarter.

» Seasonally Adjusted Payments

For businesses with sharply seasonal cash flow profiles, Presidio will structure payments that meet your needs: deferred start date; step-up or step-down payments; monthly, quarterly, semiannual, or annual payments; even skip payments based on cash flow or business seasonality.

About Presidio:

We think about, architect, implement, and support the practical reality of advanced technologies every day. We are not just trusted partners, we enable new thinking. For more information please contact us at:

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