

Choice and Flexibility with our best payment solution offers**

Dell Technologies is committed to helping organizations acquire the solutions they need NOW with deferring payments and stretching budgets through 2020.

Our payment solutions can be tailored to meet any need and help manage the unexpected with unprecedented offers.



0% Interest financing
24 or 36 months on all Servers,
Storage and Networking

Up to 180 day
deferral available



3.99% Interest financing
36 months on all OptiPlex,
Precision and Latitude

90 day
deferral available



Short term options
6, 9 or 12 month term Technology
Rotation on Latitude, OptiPlex,
Precision hardware to support
work and school from home



Low-Cost technology rotation
36 months enables a cost
effective solution for a broad
array of Dell hardware solutions

These promotional offers end July 31, 2020, so call your
DFS Account Executive today.

About Dell Financial Services (DFS)

DFS has been a **trusted financial advisor** for the last 23 years and a **leader** in helping organizations take advantage of standard financing and flexible consumption solutions.

We **financed \$8.5B of technology** in the last fiscal year, helping organizations in their digital and IT transformation journey.

Many things are changing, but **our commitment to you** is not.

Why Technology Rotation? **

Fair Market Value Leasing is designed to provide a cost effective solution to any technology need.

A dedicated technology rotation strategy is critical to maintaining a competitive edge. A Fair Market Value (FMV) lease can help you power up your capabilities as you build out your virtualization, cloud, data center or mobility refresh initiatives.

Unlocking this powerful tool allows us to build on our partnership with you as we help manage your equipment throughout it's entire lifecycle. Here's how:

- Reduce your Total Cost of Ownership (TCO)
- Lowest periodic payment possible
- With a Master Lease Agreement (MLA) your orders are rolled up into a single recurring statement
- Return or purchase the equipment at end-of-lease
- Convenient, confidential & environmentally safe equipment disposal

Why Technology Ownership? **

With a Finance Lease, your organization can take advantage of a financing product that helps power your IT needs for years to come.

If your organization wants to take a long-term ownership position on a particular technology solution, a finance lease is a viable option that you should strongly consider.

A finance lease offers a number of important benefits that work to streamline your strategic planning and budget:

- Simple financing product structure
- Fixed periodic payments
- Easy to budget repayment commitment
- Equipment ownership at end-of-lease
- Customizable repayment terms
- Ability to finance soft costs (software, licenses, etc.)

Leasing plays an important role for many organizations looking to build out their technology solutions. Acquiring these solutions with a finance lease may have a place in your strategy as well.

Payment solutions provided and serviced by Dell Financial Services L.L.C. or its affiliate or designee ("DFS") for qualified customers. Offers may not be available or may vary in certain countries. Where available offers may be changed without notice and are subject to product availability, applicable law, credit approval, documentation provided by and acceptable to DFS and may be subject to minimum transaction size. Offers not available for personal, family or household use. Dell Technologies and the Dell Technologies logo are trademarks of Dell Inc. Restrictions and additional requirements may apply to transactions with governmental or public entities. **FINANCE LEASE: At the end of the initial Finance Lease term, lessee may 1) purchase the equipment for \$1 or 2) return the equipment to DFS. **FAIR MARKET VALUE ("FMV") LEASE:** At the end of the initial FMV Lease term, lessee may 1) purchase the equipment for the then FMV, 2) renew the lease or 3) return the equipment to DFS.

Short-term FMV Lease: Applicable for 6, 9 or 12-month FMV Lease. Lessee's periodic rent payments exclude taxes, fees, shipping and other charges. For qualifying Dell Latitudes, OptiPlex and Precision Workstations. Requires a minimum transaction of \$1,500, maximum transaction of \$500,000. **0% Finance Lease:** Applicable for DFS 24- or 36-month Finance Lease. Rate percentage for this offer does not include charges other than periodic rent payments (such as taxes, document fees, shipping, and other charges). For qualifying PowerEdge servers and Dell/EMC Storage (Data Protection, Converged Infrastructure, HCI, and Networking) and all tied services. Optional up to 180 day payment deferral available for qualified customers. Requires a minimum transaction of \$1,500; maximum transaction of \$500,000. **3.99% Finance Lease Optional 90-Day Deferral:** Applicable for DFS 36-month or 39-month (3 @ \$0 followed by 36) Finance Leases. Rate percentage for this offer may include charges other than periodic rent payments (such as taxes, document fees, shipping). For qualifying Dell OptiPlex, Latitude, and Precisions with 3+ years Dell ProSupport or Data Security, PowerEdge servers, Dell storage (PowerVault and Compellent), Dell EMC storage, and Dell EMC networking (switches). Optional 90 day payment deferral available for qualified customers. Requires a minimum transaction of \$1,500, maximum transaction of \$500,000.

Offers, including those at Dell.com may vary. Combination with other discounts may limit availability. Offer valid through July 31, 2020 to qualified business end users in the U.S.