



Why now is the time to lease rather than buy

Preserve your cashflow, refresh your technology today and keep your business competitive.



The current climate of extreme volatility and elevated uncertainty regarding the future has left most organisations in a predicament. Businesses are struggling to stretch their budgets over a multitude of operational costs.

Organisations are sweating their assets to save capital or reduce cash demands, but the support costs and failure rates that arise with this method are costlier. The challenge now rests with business leaders to find ways to get the latest and greatest equipment without breaking the bank or affecting operations.

Leasing is a viable alternative whether you are cash rich or follow a conservative CAPEX model. It frees up cash reserves for core business activities or redirects cash into appreciating assets that are needed to carry out business functions.

When paired with an asset management component, leasing assists with the essential facilitation of lifecycle management practices.

We cannot argue that the capital cost to always have cutting edge technology equipment is undoubtedly high, but with a lease, delayed upgrades will no longer be an issue.



ABOUT HP INTEGRATED FINANCIAL SOLUTIONS:

At HP Integrated Financial Solutions, our goal is to help organisations acquire the right equipment they need to support their business goals and succeed in a competitive market.

We combine market-leading HP products with an effective financial and asset management solution to keep the total cost of ownership down. Unlike CAPEX that is required upfront or a traditional bank loan that includes interest payments, we offer subsidised finance. You only pay for a portion of the equipment for the period that it is useful in your environment.

This pay-for-use model offers full scalability, complete flexibility, better resource management, and more agility in a constantly changing business world.

In addition, our reverse logistics process eliminates the hassles of storing and disposing of obsolete assets, and when it is time to refresh with new equipment, we can assist with the planned upgrade.

Contact your HP Integrated Financial Solutions representative for further details and assistance

www.hpifs.com |





OUR SOLUTIONS:

Subsidised Finance

HP Integrated Financial Solutions offers a **Pay-For-Use** structure with a residual value-based investment upfront to lower the cost of financing. Repayments can be structured up to 60 months, matching the useful life of the equipment with the relevant finance periods.

Benefits:

- Below Prime cost of Financing (Asset and Term dependent)
- Cheaper than using own cash or traditional financing
- Cash is preserved and redirected towards core activities
- Off balance sheet finance
- Flexible payment options

Online Reporting

The HP Integrated Financial Solutions Contract and Asset Management System is an interactive world class online system that offers a centralized portal to view and manage leased assets and contract information.

Benefits:

- The ability to view full asset list, rental schedule summary, expiry dates, collection dates etc.
- Cost centre billing and reporting
- Secure password protected site
- Aligns comprehensive asset details to financial information

Asset Tracking

V-Track™, HP Integrated Financial Solutions' asset tracking agent, audits and tracks technology hardware and software in real-time. It comprehensively gathers an accurate list of asset information and once the accumulated valuable data has been collected, it can be transposed to your preferred database of choice.

Benefits:

- Tracks actual location of assets in real time
- Gives you detailed specs on deployed assets
- Tells you when an asset goes missing
- Tells you what software resides on each machine etc.

Insurance & Warranty

We offer full comprehensive insurance and warranty cover for all leased assets.

Benefits:

- Excess free insurance
- Fully comprehensive cover
- Rates of 2 -3% on Non-Mobile Assets and 6 - 8% on Mobile Assets

Asset Manager

We can allocate a dedicated Asset Manager who will assist in the tracking and management of your IT assets. This person can then be responsible for the coordination and reporting on all your assets.

Benefits:

- Hedge against loss of assets
- Gives you better control of all your assets
- Optimisation of asset utilisation
- Better cost allocation and recovery

Data Destruction

We offer certified DoD data destruction that complies with the protection of Personal Information Act.

Benefits:

- In house Reverse Logistics
- Software erasure
- Disposal - ecofriendly
- Certified data destruction

T's & C's Apply



Q: Do I need to change my current hardware supplier?

A: HP Integrated Financial Solutions works with all approved HP partners. We will work with a supplier of your choice. HP Integrated Financial Solutions is also Level 1 BEE compliant. That means you can claim 135% of your lease costs toward your procurement spend.

Q: Is there an option to move our existing IT estate onto a leasing structure?

A: HP Integrated Financial Solutions offers a Sale and Lease back solution whereby IT equipment can be purchased at book value and leased back to the company for the remaining useful life. This will provide a cash injection as well as move IT equipment into the refresh cycle.

Q: Does this leasing solution apply only to our IT estate?

A: No, HP Integrated Financial Solutions can look at other assets that the company feels they do not wish to own. Examples include, furniture, conferencing equipment and Yellow Metal to name a few.