

Manage the unexpected with payment solution promotions**

Deploy your IT solutions **now** and take advantage of **90 DAYS** payment deferral on Dell Client and Infrastructure*

AND

choose between **Technology Rotation** or **Technology Ownership**



Technology Rotation

Pay less than the cash price and refresh your technology on a regular basis. Our Technology Rotation solution helps save you money and improve performance.

Pay **8%** less than the cash price**



Technology Ownership

If refreshing systems on a pre-defined cycle isn't your priority, but you are still interested in a low cost payment solution over 36 or 48 months, then our **2.99% rate promotion** might be better suited to your needs.

2.99%**

Minimum purchase of \$100,000. 3.99% for purchases of \$1,500-\$100,000.

OR

These promotional offers end on **July 30, 2021**, so call your Zones Account Manager or 800.408.ZONES today!

Flexible payment solutions for the technology you need



Why Technology Rotation?***

Pay for a period of time to access technology with option to purchase

Lifecycle management

Quickly deploy and pay for the use of the equipment, not ownership - Choice at the end of the cycle, and contribution to the circular economy and sustainability goals

Lower costs

Operationalize technology expenses and minimize hardware, IT management and support costs with no upfront investment and savings over time

Multiple structures

Predictable, easy to budget payments can be structured to align with forecasted growth, planned projects or to simplify payments for bundled solutions



Why Technology Ownership?***

Spread the cost of ownership over the useful life of the technology

Simple structures

Simple finance structure that makes it easy to budget and plan for spreading costs of ownership over time

Improve cash flow

Remove the burden of expensive up front costs for IT acquisition and preserves cash for other investments

Complete solutions

Provides affordable technology acquisition through budgeted payments for ownership of hardware, software and services

***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.

Technology Rotation Promotion: Applicable for 36-month FMV Lease. The total of lessee's required monthly lease payments (excluding taxes, fees, shipping or other charges) during the initial term of the lease will be less than the original acquisition cost of the products. For qualifying Dell OptiPlex, Latitude, Precision systems, Dell PowerEdge servers, Dell storage (PowerVault and Compellent), Dell networking (switches), Dell EMC Storage, Dell EMC Networking and Dell EMC PowerStore. Optional payment deferral available for qualified customers of (i) 180 days for Dell EMC Storage, Dell EMC Networking and Dell EMC PowerStore; and (ii) 90 days for all other qualifying products. Payment deferral does not extend lease term. Minimum transaction \$1,500; maximum \$500,000.

2.99% Finance Lease: Applicable for DFS 36-month or 48-month Finance Leases. The periodic rent payments for this offer may include taxes, document fees, shipping, and other charges. 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; payment deferral extends lease term. Requires a minimum transaction of \$100,000, maximum transaction of \$500,000.

3.99% Finance Lease: Applicable for DFS 36-month or 48-month Finance Leases. The periodic rent payments for this offer may include taxes, document fees, shipping, and other charges. 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; payment deferral extends lease term. 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 30, 2021 to qualified business end users in the U.S.