

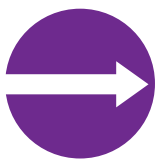
Deploy hybrid cloud in a flexible, cost-effective way.

With Cloud Flex Pay from Dell Financial Services, you can evaluate Dell Hybrid Cloud System for Microsoft and either continue to use the solution to meet your business needs or simply return it.\*\*

Customers are investing in hybrid cloud solutions as a way to control IT costs, gain flexibility and agility and deliver new services. Nine out of 10 IT decision makers worldwide say that a cloud strategy is important to achieving a Future Ready enterprise<sup>1</sup>. Cloud Flex Pay allows you to experience the benefits of a hybrid cloud solution without a long term commitment.

## Here's how it works

- 1 Leverage Cloud Flex Pay to evaluate Dell Hybrid Cloud System for Microsoft for an initial term of six months.
- 2 Several options are available at the end of the initial commitment:



### Extend the evaluation period.

Pay a reduced fee for another six months and choose to keep or return the technology at the end of 12 months. Should you decide to keep the cloud solution after 12 months, you will continue to pay monthly and can return it at any time.



### Continue to use your hybrid cloud solution for an extended period of time.

We can create a customized payment plan to fit your current and future business needs.



### Return your cloud solution.

Send the technology back to us with no further obligation. We'll work with you to find a different solution that addresses your business needs



### Take ownership of your hybrid cloud.

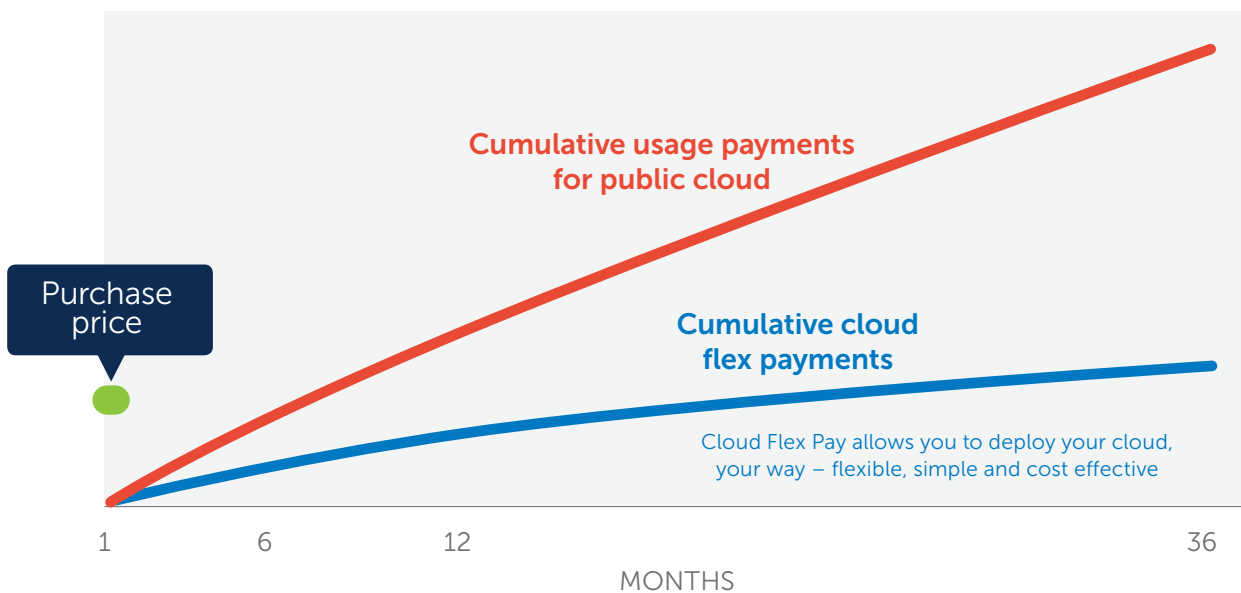
You've determined that a Dell cloud solution is the right technology to meet your business needs and would like to use it on an ongoing basis. This option allows you to purchase it outright.

## Cloud Flex Pay benefits

- Flexibility: Evaluate the fit of hybrid cloud in your unique business environment and have several different payment options.
- Cost savings: Realize lower cost than upfront acquisition of Dell hybrid cloud, as well as potential cost benefits over public cloud.
- Simplicity: Get a comprehensive Dell cloud solution with a straightforward cost structure.
- Control your hybrid cloud: Deploy your cloud, your way, under your control with the ability to structure costs in way that meets your business needs.

## Example: Comparing the cost of Cloud Flex Pay

The chart below illustrates the potential cost differential between the cumulative payments for public cloud usage and acquiring the Dell Hybrid Cloud System for Microsoft through Cloud Flex Pay.



This example assumes that the customer implements the Dell hybrid cloud solution for an initial six month evaluation, followed by a second six month evaluation and then makes monthly payments for the solution over the next 24 months.

## About Dell Financial Services

Founded in 1997, Dell Financial Services is a technology financing company, providing full-service solutions to channel partners and end-users throughout North America and Europe. DFS has been the lender of choice for 15M customers and channel partners globally, financing four billion dollars annually.

### Learn More >

Contact your Dell or DFS account manager to take advantage of this solution.



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