



Simplify administration with a Master Lease Agreement

Our Master Lease Agreement (MLA) exists to simplify the financing of many and varied technology acquisitions. The agreement enables you to negotiate one set of terms for all the technologies you plan to acquire. Once agreed, your MLA will support your chosen form of financing whenever you install new technology so you avoid continual renegotiations and fresh contracts on each occasion.

Most commonly used for the rollout of end user devices, you can use different MLA lease schedules to cover all technologies, hardware and software, with supporting services, from Dell and other vendors; in several countries and all your subsidiaries.

The MLA is a practical approach to reduce administration while maintaining your flexibility. In summary it:

- Streamlines future technology leasing so it is handled with a minimum of paperwork
- Includes Dell and multi-vendor hardware and software financing
- Consolidates billing and invoicing (if you ask for it).

Even if you have no immediate technology needs it could be the perfect time to negotiate an MLA: there's no commitment to order and your MLA will be ready when you are.

Is an MLA relevant to your organisation?

If you answer 'yes' to several of these questions it's probably worth discussing an MLA.

- Are you looking to lease a number of IT systems at different times?
- Do you already lease a number of IT systems with separate lease agreements?
- Do you want to reduce equipment administration and improve asset management?
- Would you like to speed reconciliation of IT and finance asset registers?
- Do you want to lease and order via the Internet?

Conveniently bundle small orders

An Order Process Addendum (OPA) supplements an MLA so you can order systems as you need them. Once it's been agreed you receive one monthly lease statement with:

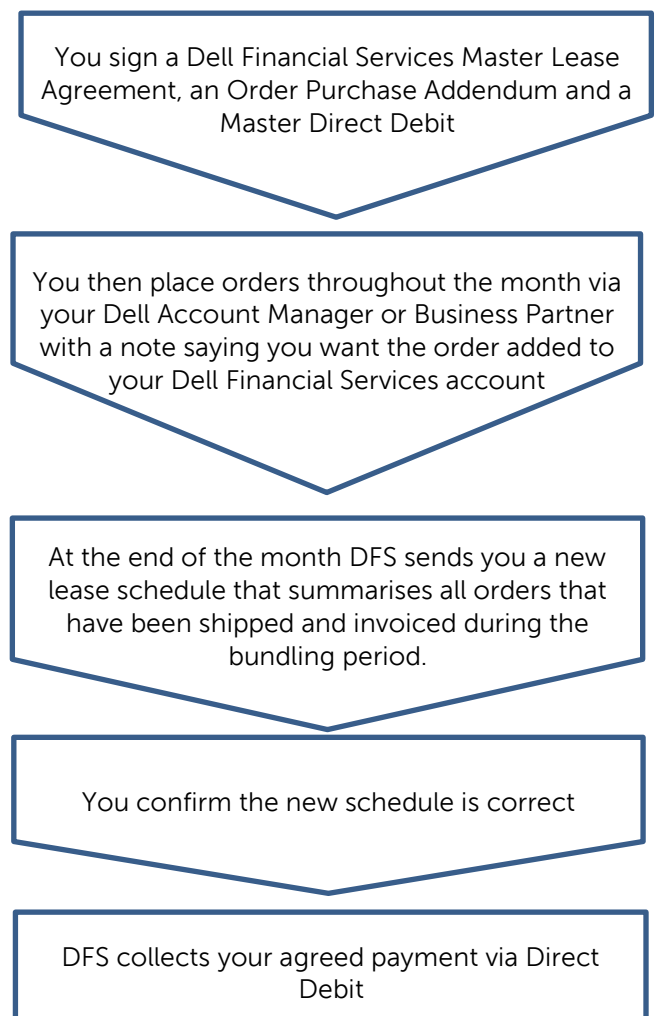
- An equipment listing
- Dell tag numbers
- Your order number
- Capital cost of each unit
- A summary of asset rental & the new total monthly rental

You can fix the aggregated rental due date to a particular point in the month to help manage cash.

What are the main benefits?

- If you normally pay cash for PC's, an MLA will reduce the number of invoices you receive from Dell - to nil!
- If you already lease, there will be no separate lease agreements for each order you place.
- With the MLA & OPA together, new equipment is bundled together on a new monthly supplement: While a single PC is too small to negotiate a lease, an MLA, bundles small orders into one convenient grouped lease.
- A monthly equipment statement will:
 - help track assets, reduce errors and the scope for theft.
 - help synchronise IT and finance asset registers
 - ease in-house cross charging and tracking.

How does it work?



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