



DELL FINANCIAL SERVICES™

The right technology, right now.



## Financing – giving you the freedom to acquire the technology you need when you need it.

In a rapidly changing IT landscape, technology trends like cloud, mobility, big data and security are having a huge impact, forcing IT and business leaders to re-think ways of building efficiency, productivity and protection.

Dell Financial Services (DFS) deliver a strategic approach to funding IT that can make all the difference, allowing you to use financing as a management tool across the IT lifecycle, from planning new systems to disposing of old equipment safely. Now, you can finance upgrades when they are needed, allowing IT transitions to be planned against funding terms aligned to refresh cycles, rather than in a piecemeal manner as funds allow.

DFS provides a single solution that strengthens upgrade planning and manages total cost of ownership (TCO), addressing the challenges faced by both IT Director and CFO.

### For the IT Director, financing with Dell Financial Services:

- Allows for technology refresh at optimum times, avoiding the continued use of expensive obsolete systems
- Provides budget flexibility in upgrade decisions
- Overcomes operational restrictions and enables alignment of resources and solutions

### For the CFO, financing with Dell Financial Services:

- Delivers predictable expenditure over a defined time period
- Shifts the spend from capital expenditure to operational expenditure, conserving capital for use elsewhere
- Enables infrastructure modernisation, avoiding escalating maintenance costs and building efficiency

## Why Dell Financial Services?

DFS provide a comprehensive approach that is dedicated to making it easy for you and your organisation to acquire the technology you need when you need it and to get the most out of constrained IT budgets. Capable of funding complete solutions as required, DFS is a one-stop-shop for all your technology financing needs, including hardware, software and services from Dell and third parties.

The DFS approach delivers:

- Potential for reduced total cost of ownership, turning attractive projects into affordable investments
- End-of-lease services, with customer-friendly terms and safe, compliant environmentally-friendly disposal
- International capabilities, with a network of partners in over 50 countries that supports consistent international leasing strategies

To find out more about DFS, please contact your Dell EMC Account Manager or visit [Dell.com/DFS\\_UK](http://Dell.com/DFS_UK).

\* IDC, January 2015



**“Servers managed through refresh leasing cost 32% less than servers that are purchased outright.”**

IDC \*



**“Leasing two generations of PCs over six years is 24% less expensive than buying one machine and running it for six years.”**

IDC \*



**“We found that Dell understood our financial constraints better, and through Dell Financial Services we were able to procure the desktops and stay within our budget. We found Dell to be very responsive to our needs.”**

Thomas Marshall,  
Head Teacher,  
Baverstock Academy