

# Choice and Flexibility with our best payment solution offers\*\*

Dell Technologies remains committed to helping organizations acquire the solutions they need now; including our best rate ever on PowerStore and PowerEdge.



**0% Interest financing**  
24 or 36 months on all Servers,  
Storage and Networking

**First payment deferral  
until 2021 available\***



**3.99% Interest financing**  
36 months on all OptiPlex,  
Precision and Latitude with  
3+ years Dell ProSupport or  
Data Security

**90 day  
deferral available\***



**Short term options**  
6, 9 or 12 month term Technology  
Rotation on Latitude, OptiPlex,  
Precision hardware to support  
work and school from home



**Technology rotation**  
36 months enables a cost  
effective solution for a broad  
array of Dell hardware solutions

**These promotional offers end October 30, 2020,  
so call your DFS Account Executive today.**

# DELL TECHNOLOGIES ON DEMAND

Offering flexible ways to pay over time to access the technology you need now.

## Why Technology Rotation? \*\*

Fair Market Value Leasing is designed to provide a cost effective solution to any technology need.

A dedicated technology rotation strategy is critical to maintaining a competitive edge. A Fair Market Value (FMV) lease can help you power up your capabilities as you build out your virtualization, cloud, data center or mobility refresh initiatives.

Unlocking this powerful tool allows us to build on our partnership with you as we help manage your equipment throughout it's entire lifecycle. Here's how:

- Reduce your Total Cost of Ownership (TCO)
- Lowest periodic payment possible
- With a Master Lease Agreement (MLA) your orders are rolled up into a single recurring statement
- Return or purchase the equipment at end-of-lease
- Convenient, confidential & environmentally safe equipment disposal

## Why Technology Ownership? \*\*

With a Finance Lease, your organization can take advantage of a financing product that helps power your IT needs for years to come.

If your organization wants to take a long-term ownership position on a particular technology solution, a finance lease is a viable option that you should strongly consider.

A finance lease offers a number of important benefits that work to streamline your strategic planning and budget:

- Simple financing product structure
- Fixed periodic payments
- Easy to budget repayment commitment
- Equipment ownership at end-of-lease
- Customizable repayment terms
- Ability to finance soft costs (software, licenses, etc.)

Leasing plays an important role for many organizations looking to build out their technology solutions. Acquiring these solutions with a finance lease may have a place in your strategy as well.

\*\*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. Flexible Consumption/PCaaS: At the end of the initial term customer may 1) extend original term or 2) return the equipment to DFS.

**Technology Rotation Promotion:** Applicable for 36-month FMV Lease. Under this offer, the total of lessee's periodic rent 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, PowerEdge servers, Dell storage (PowerVault and Compellent), Dell EMC storage, Dell PowerEdge servers, Dell EMC PowerStore and Dell EMC networking (switches). Optional up to 180-day payment deferral for qualified customers. Requires a minimum transaction of \$1,500, maximum transaction of \$500,000. **Short-term FMV Lease:** Applicable for 6, 9 or 12-month FMV Lease. Lessee's periodic rent payments exclude taxes, fees, shipping and other charges. For qualifying Dell Latitudes, OptiPlex and Precision Workstations. Requires a minimum transaction of \$1,500, maximum transaction of \$500,000. **0% Finance Lease:** Applicable for DFS 24- or 36-month Finance Lease. Finance Lease Rate percentage for this offer does not include charges other than periodic rent payments (such as taxes, document fees, shipping, and other charges). For qualifying Dell PowerEdge servers, Dell storage (Compellent and PowerVault), Dell EMC storage and Dell EMC networking (switches). Optional up to 180-day payment deferral available for qualified customers. Requires a minimum transaction of \$1,500, maximum transaction of \$500,000. **3.99% Finance Lease:** Applicable for DFS 36-month or 39-month (3 @ \$0 followed by 36) Finance Leases. Rate percentage for this offer may include charges other than periodic rent payments (such as taxes, document fees, shipping). 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 up to 90-day payment deferral available for qualified customers. 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 October 30, 2020 to qualified business end users in the U.S.