

Financial Solutions

Capital Saver Pre-paid Lease

Use Your Low-Cost Capital to Your Best Advantage

Many organizations have access to their own internal capital. While they understand the benefits of leasing equipment, they do not want to pay the interest associated with leasing. And why should they? Forsythe's unique Capital Pre-paid Saver Leasing option solves this business challenge by allowing you to pay your lease up front—and giving you the financial benefits of doing so.

Reduced Overall Cost

Forsythe's Capital Saver Pre-paid Lease lowers the overall cost of your IT hardware, software and services. By making a one-time, up-front payment you receive:

- a discounted price (a 5-20% discount off of the original purchase price depending upon usage term)
- no interest

At the end of your lease term, you can return your equipment to Forsythe and replace it with a newer technology solution, extend your lease or purchase the equipment at its current market value. It's your choice.

Benefits of Leasing

In addition to the financial benefits, the Forsythe Capital Saver Pre-paid Lease gives you all of the advantages of leasing over owning: you buy the "usage rights" for the most current IT solution—instead of purchasing equipment that will become quickly obsolete. You also benefit from the economic, operational and risk management features of technology leasing.

With the Forsythe Capital Saver Pre-paid Lease, your bottom line result is lower overall cost, flexibility and ease of management.

At a Glance:

- A simple, no-interest up-front payment that uses your existing low-cost capital
- The ease, simplicity and flexibility of leasing with Forsythe
- Overall lower IT costs

Forsythe Capital Saver Pre-paid Leasing Benefits

Refresh Planning We work with you to strategically plan ahead for the most optimal, up-to-date IT solutions to meet your business needs.

Early Upgrade and Termination Alternatives Forsythe offers flexibility for you to upgrade to new equipment or get rid of existing equipment at any time during your lease period.

Technology Disposal We safely remove and dispose of your leased equipment when it is time to replace it.

Extension or Purchase Should you require additional usage time, Forsythe allows you to extend or purchase any lease asset beyond your initial lease period and pay only for the equipment you need at a reduced, pro-rated cost.

Return at Lease End Simply return the equipment at the end of the designated usage period.

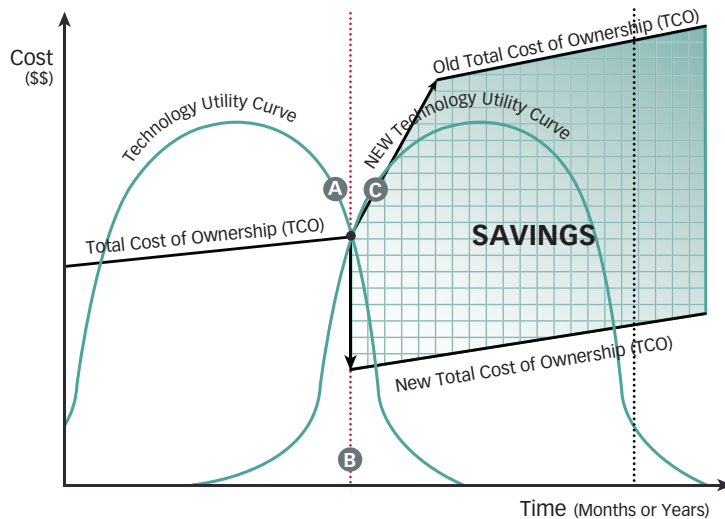
Get More from Your IT Investment Dollars

By optimally aligning your IT financing and procurement solution with your technology and budgetary requirements, your organization can reduce the total cost of ownership (TCO) of assets and still have the flexibility to refresh assets as needed. For these purposes, total cost of ownership is defined as the sum of acquisition cost, maintenance cost, support cost and environmental cost.

Incremental IT investment and SLAs

Incremental IT asset investment is needed to maintain an optimal business environment—including SLAs. A timely refresh allows IT performance levels to meet current business needs—including improved SLAs.

IT Investment Cycle



Optimal IT Utilization: The way to optimize your IT investment cycle is to continually phase shift your Technology Utility Curve while optimizing your Total Cost of Ownership (TCO).

Total Cost of Ownership (TCO): Total Cost of Ownership (TCO) = the sum of acquisition cost, software cost, maintenance cost, support cost and environmental cost.

Point A: As time passes and business requirements change, the utility of an asset (its performance and level of manufacturer support) diminishes while its cost of ownership (TCO) increases—a result of higher operating expenses and the incremental investment needed to maintain Service Level Agreements (SLAs).

Point B: A timely IT refresh enables a reset of performance levels to meet your current business needs—including SLAs. In addition, it offers a transformational framework for the introduction of new applications and a decrease in operating and support costs.

Point C: An IT refresh lowers your Total Cost of Ownership (TCO), creating long-term savings and increased utility—including improved SLAs.

Get the Forsythe Advantage.

For more than 35 years, Forsythe has delivered forward-thinking advice, technology, and operation-enhancing solutions. As an independent advisor, Forsythe can help you address every aspect of your infrastructure, including how new solutions may affect the bigger picture. Working with every major provider, Forsythe acts as your single point of contact for managing the cost, effectiveness, and risk related to your information systems.

Let Forsythe Help.

Business objectives—and business issues—don't exist in a vacuum. Forsythe identifies and addresses IT interdependencies to deliver solutions that work across your enterprise. Call us today.



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