

Financial Solutions

Forsythe's Funding Strengths

What Funding Strengths Set Forsythe Apart?

While manufacturers and third-party resellers may provide limited leasing services, Forsythe offers comprehensive business funding solutions. We will work with you to create customized funding solutions that fit within your IT capital or operating budget. Our strong, long-term customer relationships are a result of our proactive and communicative account management team.

Here are some of the many strengths that set Forsythe apart:

Management of your entire technology lifecycle through IT refresh planning

In order to continually serve your business, you have to be prepared for the next technology refresh. A technology refresh is a strategic plan that aligns the optimal lifecycle of your IT with your business needs—for the short, middle and long-term future.

Comprehensive technology/service offerings

Forsythe offers you integrated solutions from products to consulting services to financial solutions.

Customized financial services

We work to create funding and billing solutions that meet the individual needs of your business.

100% ownership of assets

We do not sell our IT lease ownership rights to third party investors. We maintain the relationship with you throughout the entire asset life, ensuring strong customer service and attention to your needs.

Full-service funding source

Forsythe works with all major manufacturers and will fund large and small transactions in both service and software.

Dedicated pre- and post-sales support

Our dedicated and knowledgeable onsite account team will work closely with you—so you always know where you are in your acquisition and management process.

Fair and flexible terms and conditions

Forsythe leads the industry in offering lessee-friendly best practices lease documentation—free of hidden “gotcha” clauses.

At a Glance:

- Management of your entire technology lifecycle
- Customized financial solutions
- IT refresh planning specialists

We also offer flexibility in both funding and technology options. Forsythe offers you choices—we can always find a solution that meets your individual business needs.

Proactive end-of-term notice

Forsythe provides six months of advanced communications to you so you have time to make informed decisions on your technology lifecycle plans.

Asset-based decisions

Our flexible lease terms allow you to decide which individual IT assets you want to keep, and which you want to change.

No automatic fixed-term extensions

Forsythe only offers rolling notice—ensuring that you have ongoing flexibility to make important decisions about your IT lifecycle plans.

Asset swaps

We allow you serial number flexibility on your leased equipment for such events as data center moves and migrations, in addition to supporting manufacturer maintenance programs.

Used upgrades

Forsythe will remarket your existing equipment, allowing you to upgrade to new or more updated, used equipment—it's always your choice.

Online asset management system

Our “Go Forsythe” online asset management system maintains a current record of all your pertinent lease data including: schedule numbers/dates, serial numbers, expiration dates, notice dates, locations of IT assets, etc.

Depreciation benefits given to you

We help identify asset depreciation opportunities for you to pass along to your business, allowing you to use capital versus operating funds if you choose.

Just-in-Time storage programs

The Forsythe Just-in-Time offering provides you with a customized storage capacity plan that creates a predictable monthly budget expense while satisfying your multi-year storage needs.

Standard prepayment options: capital or operating dollars

Forsythe offers pre-paid lease options with all of the benefits that come with them. Whether you want to tap existing capital or use this year's operating funds, Forsythe has financial solutions to fit your needs.

Forsythe's Funding Strengths			
Feature	Forsythe	Manufacturer "Captive" Lessors	Third-Party Lessors
Long-term customer relationships	Yes	Conditional	Maybe
Online asset management system	Yes	Maybe	Maybe
Technology refresh specialists	Yes	No	No
Comprehensive product offerings and services	Yes	Conditional	No
Customized approach for:			
- funding structure	Yes	No	Yes
- billings	Yes	No	Maybe
100% ownership of assets	Yes	Maybe	Maybe
Full-service funding source:			
- all manufacturers	Yes	No	Yes
- large and small transactions	Yes	No	Yes
- service/software	Yes	Maybe	Maybe
Dedicated pre- & post-sales support	Yes	No	Maybe
Fair & flexible terms & conditions	Yes	No	Maybe
Funding & technology flexibility:			
- proactive end-of-term notice	Yes	Conditional	No
- asset-based decisions	Yes	Maybe	Maybe
- no automatic fixed-term extensions	Yes	Maybe	Maybe
- asset swaps	Yes	No	Maybe
- used upgrades	Yes	No	Maybe
Proactive account management	Yes	No	Yes
Depreciation benefits given to client	Yes	No	No
Just-in-Time storage programs	Yes	No	No
Standard prepayment options—capital or operating dollars	Yes	No	No

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.

