

Services clients succeed with IBM Global Financing

Highlights

- IBM Services helps clients gain benefit from AI and hybrid cloud
 - IBM Global Financing helps clients fund IBM Services engagements
 - Clients benefit from competitive rates, flexible terms and funding options
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Flexible payment plans yield business benefits

In the era of the cognitive enterprise, when business and technology architectures are merging, companies understand their success depends largely on how well they capitalize on the rapidly expanding intelligence driven by pervasive technologies.

IBM's experts in business, technology and industry use advanced technology to help you reduce cost and risk, achieve compliance, accelerate speed to market, create new revenue streams and establish a secure and reliable infrastructure that's ready for AI and hybrid cloud.

Clients in various industries have turned to IBM Global Financing to fund comprehensive services engagements leading to successful deployments that yield business benefits. Here are a few examples:

Client Benefits

To **align its budgetary requirements** a manufacturer of consumer goods in Latin America engaged IBM Global Financing to finance their services solution with a multiyear lease. The client worked with the IBM Global Technology Services team to procure, stage and implement notebook and desktop computers. And IBM Global Financing helped them improve the productivity of their employees allowing them to remain focused on their core competencies. The manufacturer also reduced upfront payments by adopting a fixed monthly payment plan.

With a limited budget and a compressed project schedule, an automotive parts supplier in Europe teamed with IBM Systems, IBM Global Technology Services and IBM Global Financing to implement new hardware equipment and provide maintenance services and software support, all financed with a 36-month payment plan at 0 percent interest. The financing solution helped the client **complete the project on time and within budget** while avoiding large upfront payments.

A fuel and services company in North America wanted to more **closely match outlays with project milestones**. After engaging IBM Global Business Consulting Services to deploy Oracle E-Business Suite applications, the customer worked with IBM Global Financing to create a regular, affordable payment plan to reduce their initial cash outlay.

A mining company in Asia Pacific improved its SAP environment application maintenance services when engaging IBM Global Business Services for Application Development & Innovation. IBM Global Financing **consolidated monthly invoices** and created a payment plan for the entire contract period. The benefits of the payment plan supported the client's goal of meeting their internal payment system requirements.

A state IT management organization in North America engaged IBM Global Technology Services to help transition to a new IT infrastructure while **saving costs**. IBM Global Financing provided the client funding for the strategic outsourcing services and management of the overall transition. They also signed a 36-month fair market value lease for the acquisition, deployment and timely refresh of notebook and desktop computers.

Why IBM?

IBM Global Financing has been in operation for more than 35 years and serves clients in over 60 countries, spanning more than 20 industries. With a global reach and expertise in IT financing, working capital, credit and IT asset recovery services and processes, IBM Global Financing offers flexible payment plans for IT infrastructure, software and services from both IBM and non-IBM suppliers.

For more information

To learn more about financing IBM Services, please contact an IBM Global Financing representative, IBM Business Partner, or visit the following website at:

ibm.com/financing/services

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