

Make leasing part of your IT Storage Strategy

And get the equipment you need while managing your costs

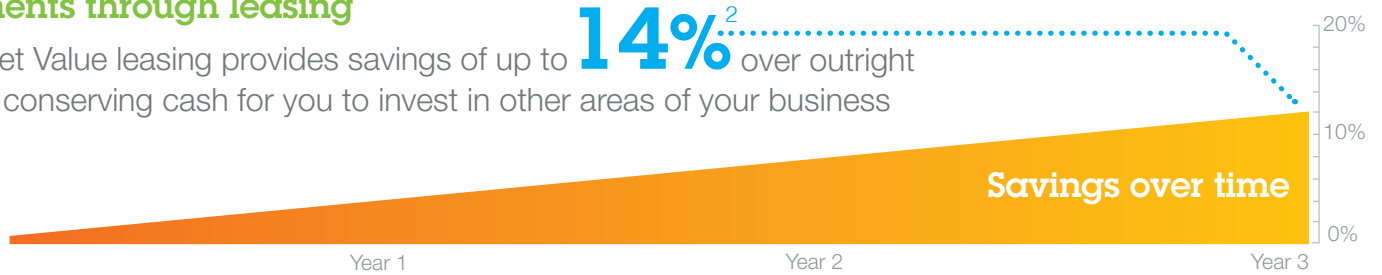
Many companies are facing the challenge to innovate and grow in an era of flat IT budgets

Storage budgets remain flat despite growing storage needs¹.



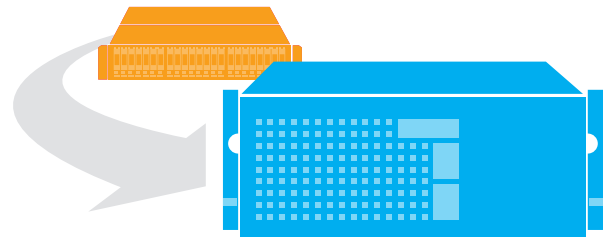
Get the most out of your storage hardware investments through leasing

Fair Market Value leasing provides savings of up to **14%**² over outright purchase conserving cash for you to invest in other areas of your business



And reduce technology obsolescence risk

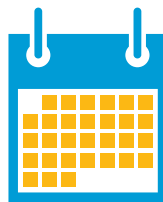
If upgrades for your equipment become available during your lease period, you can take advantage of them, often at the same monthly payments



IBM Global Financing offers 3 end-of-lease options



Purchase it outright at the then-current fair market value



Continue with monthly payments until an acquisition decision is made



Return the used equipment and let IGF handle the compliance and disposal at the conclusion of the contract

Learn more: ibm.com/financing/us/systems

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1. IDC Predictions 2012, Competing for 2020, document #231720, December 2011

2. Represents Net Present Value savings over a 36 month period for an IBM hardware Fair Market Value lease from IBM Global Financing with rates based on a client's credit rating of investment grade and including an assumed value for the customer's cost of capital of the US prime rate.