

# New Financial Options From Lenovo Extend Your IT Capabilities

Lenovo Financial Services (LFS) offers financing options that give colleges and universities new options for funding important technology projects.

Even the best IT ideas don't always get budget. **Some projects fail because their cost exceeds available budget** – while others stall waiting on decisions to be made at the state capitol.

Luckily, there are options. This white paper will **provide you with an understanding of the ways Lenovo Financial Services (LFS) can help** ensure you find a way to complete important IT efforts. **LFS can simplify project approval** by providing a broad range of PC and PC+ devices that can be managed under a single agreement.

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## How alternative financing helps get projects approved

Higher Ed IT spending remains under pressure, even as budget pressures ease nationwide. **Each and every technology investment must be carefully considered for maximum ROI, and sometimes timing is everything.**

Alternative financing models like leasing, rather than traditional single-event acquisition, can lower the TCO for product refreshes and other strategic investments and turn variable costs into a predictable, fixed-price agreement.

**Alternative financing offers a number of benefits that may help move your project towards approval.**

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- **Shift capital costs**—With lease to purchase programs, institutions have the option to purchase equipment at the end of the agreement. This spreads the financial impact across time while still giving the institution ownership at the end of the agreement.
- **Lower the cost of technology**—With Fair Market Value leases, your payments only cover the portion of the equipment cost that is “used,” not the portion that remains at the end of the lease term. Traditional \$1 leasing ensures ownership while easing capital expenditures.
- **Access special programs**—Institutions using municipal leases are eligible for special tax consideration that lowers the interest rate versus standard commercial leases and provides a competitive alternative to bond financing.
- **Protect Taxpayers**—LFS can design a lease that includes required non-appropriation clauses required to get the lease approved and the project started.
- **Roll up software, service, and hardware expenses**—When you use a traditional purchase approach, payment for software and services is due on setup. If you require migration and deployment services, it can add up to a substantial bill due right as you start to use the new systems.
- **Extend your technology**—Leasing allows institutions to extend their capabilities with IT upgrades that add premium computing for only few dollars more per month. More computing power means higher productivity and higher project ROI.
- **Simplify disposal of old equipment**—LFS can also manage the secure, green disposal of equipment at the end of the lease term with certified disposal capabilities. With its Pack & Ship offering, LFS also provides reverse logistics to speed the return of equipment at the end of life.

## LFS: Powerful, experienced, easy to work with

While leasing and alternative financing provide benefits in general, **not all providers are the same.** LFS has a variety of programs available and the expertise to put them to work meeting your particular needs.

**It's essential that your financing partner has the scale and flexibility in their programs, processes, and priorities to do things the way you want them done.**

One of the biggest advantages to working with LFS is its long experience in providing financing for IT hardware, software and services to a wide range of organizations. **Colleges and universities know they are working with people who understand** the financing options available and is ready to work with your technology and finance teams to come up with a solution that works.

When it comes to developing a financing plan for your institution, **it's essential that your financing partner has the scale and flexibility** in their programs, processes, and priorities **to do things the way you want them done.** They must be able to build a financing program based on your requirements, including:

- Term of lease
- Residual values
- Inclusion of software, services and peripherals
- Invoice content design (e.g., grouping assets, assigning cost centers)
- Integration with support plans
- Working with reseller as required

For example, **a customer can use the Master Purchase Order to roll their Lenovo lease into a consolidated order** that also includes monthly fee-based software licenses. This results in a single monthly billing schedule or invoice for all hardware and software, simplifying work for both IT and finance. The invoice can even include non-Lenovo hardware.

## Dedicated service professionals

Our Premier Client service assigns you a dedicated Lenovo specialist to manage your account from first invoice through asset return or purchase. This specialist develops an in-depth understanding of your needs, including invoice and payment requirements.

The LFS Quality Digital Services (QDS) portal gives all LFS customers easy access to account and lease information. QDS makes it easy to find both basic information about your financing program as well as critical real-time data. QDS enables you to easily perform tasks such as:

- Track equipment and locations
- View historical invoice and payment data
- Customize invoices with allocations, unique descriptions, and subtotals
- Make payments online
- Download contracts and asset details

This combination of innovative tools and a commitment to customer satisfaction is helping QDS set the industry standard for leasing and finance services for higher education.

## Summary

Leasing and alternative financing can be an important part of maximizing your IT budget, especially for projects that improve productivity, reduce security vulnerabilities, and otherwise improve ROI. **The ability to embed software and services costs into the monthly lease price provides even greater financial flexibility.**

Lenovo Financial Services is dedicated to delivering consistently excellent programs and services that extend your IT funding possibilities. **Our QDS platform makes it easy for customers to get all the information about their products, services and financial terms in one place. By combining innovation and service, LFS saves you time and resources while helping you prepare your institution and community for the challenges of tomorrow.**

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