

● EMC Asset Management

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Unlike many of its competitors, EMC's financial services are not part of an independent profit centre. Our objectives are to make sure you have the most appropriate equipment and pricing to meet your needs—not to make money off the financing. With over \$2billion of leased equipment, and serving 80 percent of the Fortune 500, EMC has a long history of providing significant value to its customer base.

With EMC Financing, you get:

- **Lower TCO** — Take a proactive approach to asset management that helps you reduce TCO and monthly payments while preserving existing cash and lines of credit.
- **Minimize Financial Risks** — Acquire new technology while matching lease payments and terms with you operating budgetary requirements.
- **Avoid Obsolescence** — Transfer residual risk by exercising a number of options during and at the end of the lease term—including upgrades, swaps, and returns.
- **Gain Asset Accounting Advantages** — Realize tax advantages. Use an on- or off-balance sheet expense treatment.
- **Increase Flexibility** — Work with EMC to develop a payment plan to match your business goals.

EMC Finance products

EMC Global Financial Services (GFS) let you choose from a wide range of programs designed to help you preserve cash, match payments to utilization, and avoid technology obsolescence. With GFS, you can select:

- **Total Asset Management** — Get one-on-one service that assesses your current infrastructure, utilization levels, and maintenance plans—and identifies cost-saving solutions and financing options.
- **Flexible finance plan** — Acquire and deploy storage with predictable pricing. Lower your overall costs and avoid technology obsolescence with our capital and operating leasing solutions.
- **EMC OpenScale Program “Pay as you grow”** — You need to keep IT spending down, but you also need to respond quickly to changing business needs. EMC OpenScale lets you do both—without giving up control of your IT resources. Get all the benefits of a best-of-breed information infrastructure while paying only for what you use. Billing is automatic, without vendor intervention or extra work for your staff.
- **Asset Buy-back Program** — Trade in EMC and non-EMC products and we'll apply the value against the cost of your new EMC purchase.
- **Deferred payment program** — Get the technology today and start to pay in 3/6 or 9 months. EMC offers you the maintenance during that period.

